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CANADIAN

HARDWARE

AND METAL MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO, JANUARY 6, 1900.

NO. 1



Magnolia Metal

*Best Anti-Friction Metal for
all Machinery Bearings.*

GENUINE MAGNOLIA METAL is made up
in bars, of which this is a

FAC-SIMILE.



The name and trade
mark appear on each box
and bar, and besides this,
the words "Manufactured
in United States" and
"Patented June 3, 1890"
are stamped on the under
side of each bar.

Magnolia Metal is still selling at the same price it has always sold at—no advance.

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Building, Montreal. CLEVELAND OFFICE—15 South Water Street.

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stick to it. "Queen's Head"
is the best thing made in the
way of Galvanized Iron.

JOHN LYSAGHT, LIMITED

BRISTOL, ENG.

MONTREAL

Free Book On Heat.

A book that will help you and suggest ideas about
Steam or Hot-Water Heating that perhaps you never thought of.
It not only *tells* why, but *shows* why the various styles of the
"Safford" Radiator are without an equal in the Radiator world.
It is illustrated—you don't have to study it out.

Safford Radiators

are absolutely unbreak-
able—no rods, bolts or packing; screw nipple connections make
them safe. Each one is guaranteed by the largest Radiator manu-
facturers under the British flag. Send a post card for the free
book—it will interest you.

The Dominion Radiator Company

Toronto, Ont.

(Limited)

CABINETS ^{OF} CUTLERY AND SILVERWARE.

*Sets of Carvers
Table Knives
Silverware*



*Dessert Sets
Fish Carvers
Game Carvers*

Brass Kettles
and Chafing Dishes

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RICE LEWIS & SON
Toronto. (LIMITED)

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sent free at any time they
wish to consult the adver-
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clubbing rates on applica-
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Incorporated 1895

"Eureka" Steel Sap Spouts



NEATLY PACKED
in cardboard boxes
100 each. Made in Ber-
lin Bronze, 24, 22, 20
gauge; Tinned Steel,
20 gauge.

ECONOMICAL, durable and
cheap. Holds the bucket
safely and securely. Prevents
all leakage and waste. Easily
inserted, does not injure the
tree, and secures full flow of
sap.



Patented 1896. Cut shows full size of spout

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The Round Reacting Washer.

A STRICTLY FIRST-CLASS MACHINE
AT A REASONABLE PRICE

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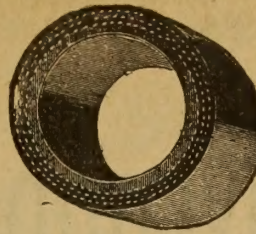
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No other machine so easily operated.
Closed in—keeping suds hot and preventing escape
of vapor into the room.
We commend these machines to the trade.

SEND FOR PRICES AND CIRCULARS.

The Dowsell Mfg. Co., Limited, Hamilton, Ont.



Hose made with Seamless
Tube.
No seam to open.

A GARDEN HOSE TALK.

The public demand Garden Hose that
will stand high pressures suddenly applied,
and exposure to all weathers.

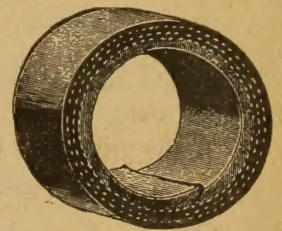
To satisfy these demands, strong duck
well protected both inside and out is re-
quired.

Weights of duck differ with price of hose. The heavier the duck—all
other things being equal—the stronger the hose. We aim to have our cheap-
est hose stand city pressure.

The inner tube of all qualities of our hose is made by our **PATENT
SEAMLESS PROCESS**. With a seamless tube, drawn as is lead pipe, the entire
inner circumference is equally strong. There is not a seam for the water to
find its way through and thus reach the duck, and eventually cause a leak or
leaks.

The cover of our Garden Hose is made to withstand the action of sun,
wind, and water.

Our **PATENT SEAMLESS TUBE
GARDEN HOSE** is strong and will with-
stand the action of water from within and
weather from without, therefore it is reliable,
and it will pay you to handle it. **No returns,**
No unpleasantness with customers.



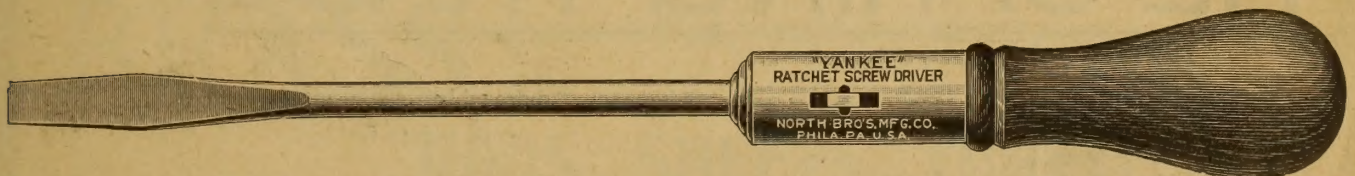
Hose with lapped or butted
seam.
Liable to open where joined.

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MONTREAL. TORONTO. WINNIPEG.

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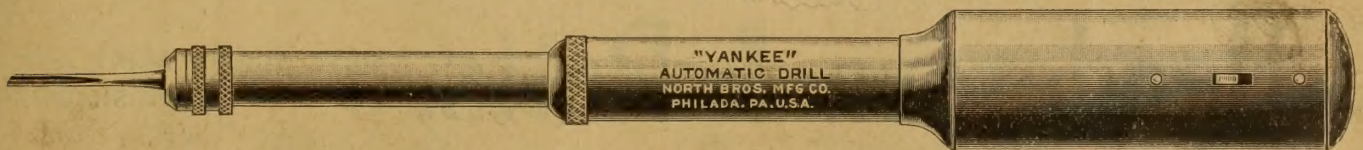
are sold by Leading Jobbers
throughout the Dominion.



No. 10 RATCHET SCREW DRIVER, 2, 3, 4, 5, 6, 8, 10, 12 inch,



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No 40 AUTOMATIC DRILL.

FREE

A handsome lithographed and embossed
Sign in colors, on tin, to dealers handling
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Write at once which sign is wanted and it
will be mailed post paid.

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North Bros. Mfg. Co.
Philadelphia, Pa., U.S.A.

The Demand for our New Range

The

IMPERIAL OXFORD

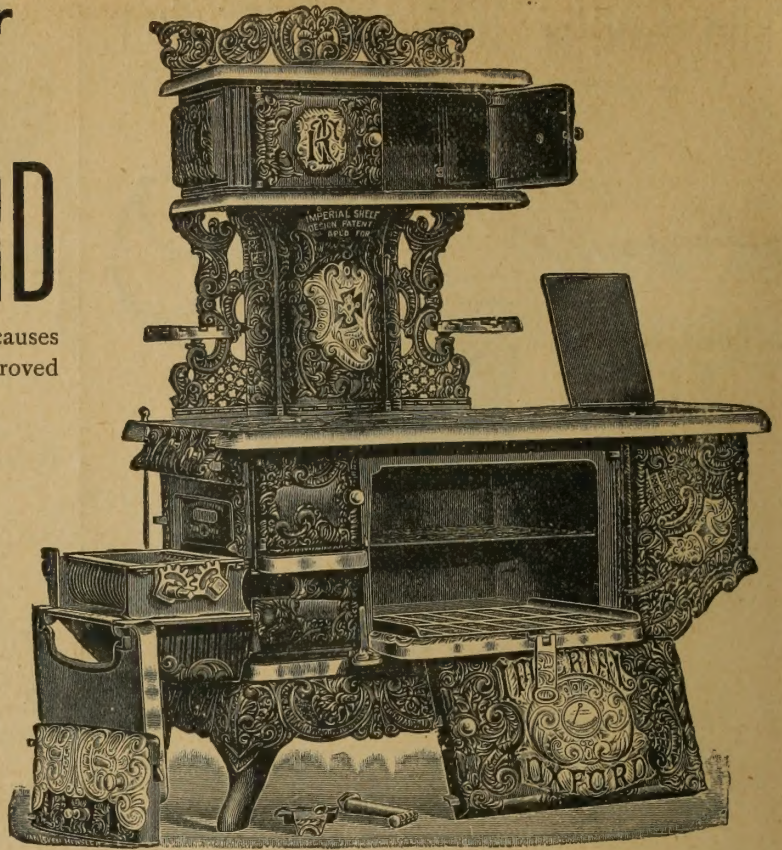
Increases daily. Every one sold causes other sales, so enthusiastic are householders over its improved features.

**ITS EASE OF REGULATION
ECONOMY IN USING FUEL
DIFFUSIVE FLUE CONSTRUCTION
FRONT DRAW-OUT GRATE
OVEN THERMOMETER
DRAW-OUT OVEN RACK**

and other conveniences, give it a superiority quickly appreciated.

You're sure of speedy sales when handling the Imperial Oxford.

Better write us for full information and price list.



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THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

WINNIPEG AGENTS: 155 and 157 Lombard St.

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**Ready-Mixed House and Floor Paints,
Varnishes, Japans, Coach Colors,
White Lead, Colored Paints, Enamels,
Wood Stains, Wall Tints, Putty, etc.**

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NOVA SCOTIA PAINT AND
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Sole Agents for the
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**Profitable
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To sell "Alabastine" is to be up to the hour—and the minute. Progressive dealers will sell no more kalsomines or substitutes, because their customers **won't buy them**, after they know "Alabastine"—the only permanent and absolutely Sanitary Water Color Wall Coating known to science. "Alabastine," and "Progress" are the self same thing.

Ready for use with cold water. Anyone can apply it.
 It won't decay on the wall—won't rub off or peel.
 16 beautiful tints and white.

The Alabastine Co'y, Limited - Paris, Ont.

Hardwood CHARCOAL in Bulk or Sacks.
WOOD ALCOHOL equalling Methylated Spirits as a solvent.

Manufactured only by...

THE STANDARD CHEMICAL CO., Limited

Factories { Fenelon Falls.
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Gooderham Building, **TORONTO**

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RODS, SHEETS, TUBES.

COPPER

INGOT, BAR, SHEETS, TUBES.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

154 Fenchurch Street, London, E.C.

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Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

GEORGE TUCK & CO.

.. Importers of ..

Asbestos and Tuck's Packings

Pipe and Boiler Coverings, Cotton Waste, Oils,
Oakum, etc., and General Engineers' Supplies.

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and Metal Broker

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BRASS GOODS — Gunn Castor Co., Limited, Bir-
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Register, containing over 5,000 entries of new and
second-hand machinery of every description. The oldest
established and most successful medium in the world.
Established 25 years for the purpose of introducing those
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circulation of about 50,000 copies per annum, all over the
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LEADING WHOLESALE HARDWARE HOUSES
in Montreal to-day is

SEYBOLD, SON & CO.,

Established 30 years.

Carrying a complete assortment of **HARDWARE**,
from a Needle to an Anchor.

SPECIAL LOW PRICED

Japanned Wire Cloth

24, 30, 36 in. wide, in 50 ft. Rolls.

WRITE FOR PRICE LIST.

The B. GREENING WIRE CO., Limited

HAMILTON and MONTREAL.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA



Steel Frame.

"MAXWELL FAVORITE CHURN"

PATENTED FEATURES: Improved Steel Stand,
Roller Bearings, and Foot and Hand Lever Drive.

LAWN MOWERS.

High and Low Wheels,
from 12-in. to 20-in.
widths. Cold Rolled
Steel Shafting, Cruci-
ble Steel Knives and Cutting Plate

WHEELBARROWS.

In Four different sizes.

If your Wholesale House does not
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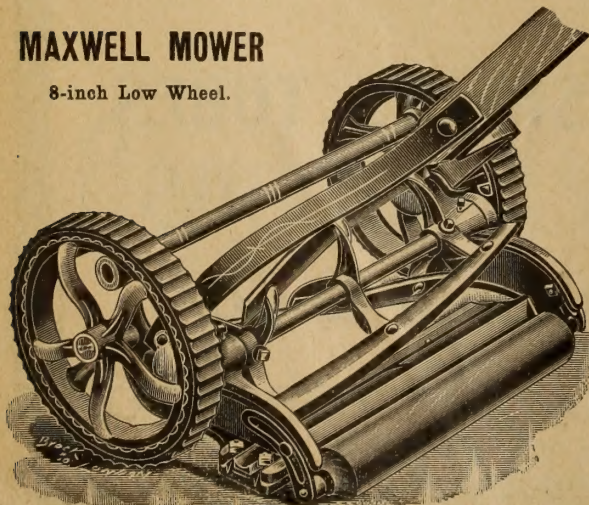
SEND DIRECT TO US.



Wood Frame.

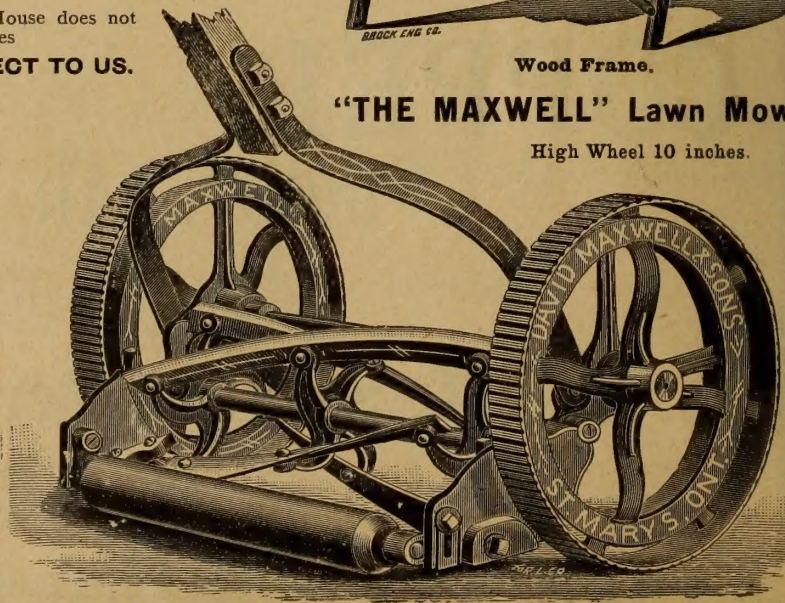
MAXWELL MOWER

8-inch Low Wheel.



"THE MAXWELL" Lawn Mower

High Wheel 10 inches.



WOOD, VALLANCE & Co.,

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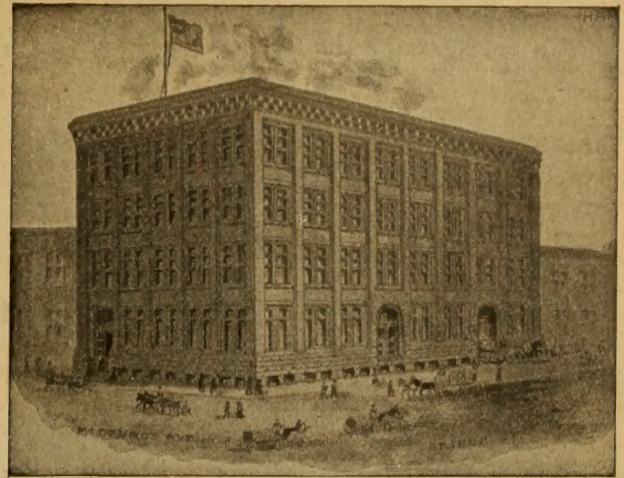
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WRAPPING
PAPERS**

possess a peculiar toughness
adapting them for the HARD-
WARE TRADE.

The long fibre we make
them of is responsible for this.

SEND FOR A SAMPLE ORDER
PRINTED or UNPRINTED.

The E. B. EDDY CO., Limited

Hull, Montreal, Toronto, Quebec, Hamilton, Kingston, St. John,
Halifax, Winnipeg, Victoria, Vancouver, St. John's, Nfld.

Dealers Doubled their Dollars

by adopting the proposition we made them last

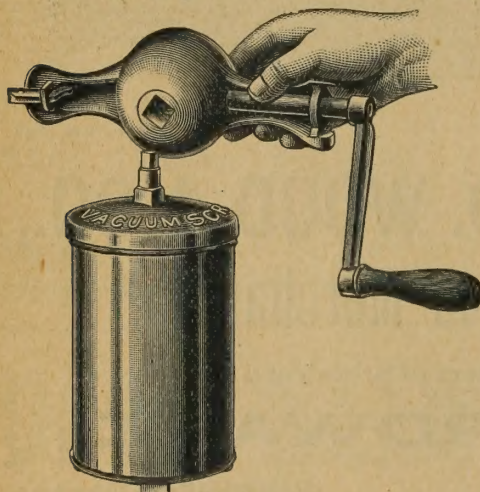
year. We approached them then with what we *thought* would win out. **This Year** we ask you to take advantage of what *has proved* itself a winner. We have letters from dealers saying it increased their freezer business last year 200 per cent. With the first order for 1 dozen Peerless Iceland Freezers we advertise them so as to send freezer customers to your store—they will buy other goods as well as freezers. Write us. The particulars will interest you.

Peerless Iceland Freezers

Sell Easily.

Ice Cream in 3 Minutes.

Satisfy Perfectly.



(We have a record of one minute and forty-five seconds, but above allowance is for inexperienced people).

No complicated machinery to get out of order.

Gearing enclosed both top and bottom.

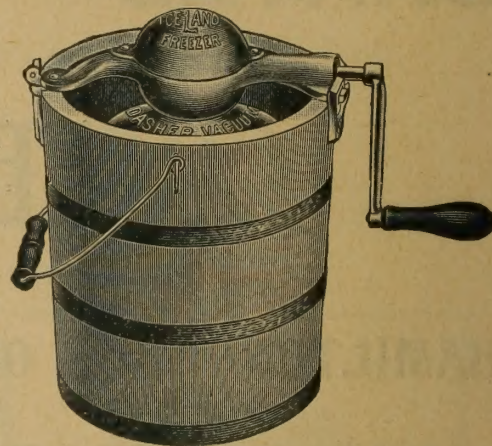
No cogs on can top to catch ice and salt.

Metal parts all coated with pure block tin.

The Freezing Freezer.

W. G. Putman had a big crowd all day yesterday, watching the man making ice cream in two and a half minutes. This was done with the Peerless Iceland Freezer, and the callers at the store were served with the cream during the day. The freezer is substantially built and is the best on the market. Just to show what it could do one batch of cream was frozen in one and three quarter minutes. It is absolutely salt water proof.—*Peoria Herald*.

all and one gus the was line bas on le as a had



DANA & CO., Cincinnati, O., U. S. A.
Department "R."



The Peerless
Ice Chipper

Made from one solid piece of steel heavily coated with tin. Chips ice properly and rapidly. Best tool made for the purpose. Saves time and ice.

Kemp's Broad Hoop, Roll-Rim Milk Can Bottoms

Introduced to the Trade in

1899

and generally pronounced to be the best ever offered.



These

Broad Hoop Roll-Rim Milk Can Trimmings

have been improved for season of

1900

and will be found to be the strongest and therefore the most serviceable.

Kemp Manufacturing Co.

TORONTO, CANADA.



Vol. XII.

MONTREAL AND TORONTO, JANUARY 6, 1900.

No. 1

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

DEPARTMENTAL STORE DECISION.

A DECISION was handed down in the Illinois Supreme Court a few days ago which is not altogether uninteresting to business men in Canada.

Some time ago, the city government of Chicago passed an ordinance regulating departmental stores. One of the provisions of this ordinance was to the effect that certain kinds of merchandise could not be sold where other kinds were sold.

The proprietor of one of the departmental stores infringed upon the provisions of the ordinance, the outcome of which was that he was fined \$25 and costs by a local

justice of the peace. The case was carried to the Supreme Court of the United States, and that body has declared unconstitutional the law under which the conviction was made.

"When an owner," declared the court, "is deprived of the right to expose for sale and sell his property, he is deprived of property within the meaning of the constitution by taking away one of the incidents of ownership."

The incident is not without its lesson: It is idle to fight the departmental stores with unconstitutional ammunition.

There are laws in respect to dishonest advertising to be made more effective, there are laws for the more equitable distribution of taxation to be created. These are weapons that can be constitutionally used and with effect.

But, after all, the most effective way to counteract the influence of the departmental store is aggressive and up-to-date business methods.

When the store is bright and cheerful, the stock well bought and well advertised, the windows well dressed, and the business well conducted, the merchant is far better fortified to compete with the departmental store than is possible in any other way.

TAKE STOCK OF METHODS.

Stock-taking does not end with the taking of an inventory of the purchases, of the sales, or of the stock.

There are the business methods employed during the year which should be taken into account and duly considered. And the merchant who does not do that has neglected one important branch of stock-taking.

NEW PRICES ON PARIS GREEN.

THE spring basis on paris green, advised last week by **HARDWARE AND METAL**, was established this week.

As predicted, the new basis is materially higher than that which prevailed last year, but the conditions fully warrant it, and, although prices seem high, a good demand is anticipated, as all reports agree that stocks throughout the country are light.

The rise is about 4c. per lb. all around on the values which governed last summer's business.

The figures in detail are: Paris green, petroleum bbls. 17 3/4 c.; arsenic cakes, 50 lb., 18c.; drums of 50 and 100 lb., 18 1/2 c.; 25-lb. drums, 19c.; 1-lb. tins, 20 1/2 c.; 1-lb. packages, 19 1/2 c.; 1/2-lb. packages, 21 1/2 c.; 1/2-lb. tins, 23 1/2 c.

These prices are all f.o.b. Montreal. Delivery in Toronto, Hamilton and London calls for an advance of 25c. per 100 lb.

ROSSLAND'S ORE OUTPUT.

The ore shipments from Rossland during 1899 amounted to 183,670 tons as against 116,000 tons in 1898. The value of last year's output is placed at \$3,306,000. The ore shipments are divided amongst the various mines as follows: Le Roi, 94,337; War Eagle, 64,748; Iron Mask, 5,646; Evening Star, 1,088; Deer Park, 18; Centre Star, 16,855; Columbia-Kootenay, 111; Virginia, 100; Mountain Trail, 20; I X.L., 100; Coxey, 20; Monte Cristo, 552; Giant, 75. In these mines there are 1,400 miners employed, their pay roll averaging about \$132,500 per month.

This year is anticipated to prove even more prosperous in the Rossland district than last, with a heavy increase in the shipments of ore and payments of dividends.

AN AGGREGATE CAPITALIZATION OF NEARLY \$5,250,000,000.

THE year 1899 will stand out unique in the world's history as the year of industrial consolidations.

None that preceded it was like unto it, and it is possible that none to come will be.

We have reference particularly to the United States, for the consolidations which have taken place in other countries are as a grain of mustard to a prize pumpkin in comparison.

A list published a few days ago by The Journal of Commerce, of New York, shows that, leaving out the companies with a capital less than \$2,000,000, the total capitalization of the companies organized in 1899, aggregated nearly \$5,250,000,000, a sum beyond human conception.

The capitalization of one concern alone—The Distilling Company of America—was \$125,000,000. Then comes The American Steel and Wire Company with a total capital of \$90,000,000. The American Woollen Co. and The American Smelting and Refining Co. have each \$65,000,000; The National Tube Co., \$80,000,000; The American Car and Foundry Co. and The American Ice Co., \$60,000,000 each. The latter will probably be able to hold together during the hot weather.

The Pittsburg Coal Co. has the modest capital of \$64,000,000, but, with a little extra effort, it will possibly be able to compel consumers to dance to its music.

Consolidations with \$20,000,000 to \$30,000,000 are quite numerous.

And, notwithstanding the enormous capitalization, most of the companies given in the list have paid dividends at the rate of 7 per cent., while the range is from 6 to 8 per cent.

Whatever may be the opinion as to the morality of these enormously capitalized concerns, it is evident, with the stringency of the money market, the depreciation in the value of the shares of many of the companies, and the strong popular demand that there is for legislative interference, that the immediate future at least is not as promising for the multiplication of trusts as the immediate past has been.

While not of their own volition, the heavily capitalized concerns appear to have

planted within themselves the seeds which shall prevent their inordinate expansion.

Merchants who are wide-awake resolve that the new year shall see the development of new ideas in store management.

CANADIAN IRON PIPE IN ENGLAND.

IN September last, a communication appeared in the columns of Ironmonger, London, England, making an attack upon the quality of Canadian tubes, or, as they are called in this country, pipes.

The editor of Ironmonger subsequently drew the attention of The Pillow & Hersey Manufacturing Co., Limited, Montreal, to the matter, with the result that Mr. W. W. Near, the secretary of the company, has written a letter to the paper referred to, a copy of which is subjoined:

Editor The Ironmonger: We have to thank you for calling our attention to an article in your paper in respect to Canadian tubes. The circulation of The Ironmonger is so widespread that the paragraph in question has been reprinted by several of our Canadian trade publications, the result being that a false impression is apt to be created. The Canadian buyer is in, perhaps, a better position to judge of the merits of the different makes of tubes than most others, by reason that the Canadian market, during the past few years, has been glutted with English, Scotch, American, and German tubes, and our buyers have thus become very critical as regards quality. If, therefore, there is one essential in making tubes for the Canadian market it is quality, and the Canadian makers have particularly prided themselves in this particular, as it frequently enables them to secure better prices than those at which foreign tubes can be laid down. During the past year, we have turned out from our works, for the domestic trade alone, upwards of 7,500,000 feet of tubes, and so thoroughly were these tested and inspected by us, that not one foot of the tube has been rejected by the buyers. How many of our English friends can say the same?

The conditions prevailing in this market during the past season have enabled us to do some export business, the quality of our tubes have proven to be always satisfactory to the buyers, so much so, indeed, that we will trespass on your time to relate one incident:

An ammonia plant was being erected in Southport, England, for use in which they required some two-inch tubes for the conduct of ammonia, said tubes to be capable of standing a pressure of 1,000 lb to the square inch, and to be in continuous lengths of 20 ft. Properly, this requires a special heavy-weight tube, but, from motives of economy, the contractors considered that our standard weight tubes would do. The first order we consequently supplied in ordinary weight tubes, the quality of which having proven so satisfactory we have since received two repeat orders from the same source. We hand you herein a few copies of letters of commendation which we have received from some of the users of tubes in this country, and think that,

owing to the prominent manner in which this subject has been placed before your readers, an equally prominent retraction is due us, which request we feel sure you will be only too pleased to grant.

BAD HOTEL SANITATION.

MANY are the inconveniences and discomforts which commercial travelers suffer as they travel to and fro in the country.

But, of all their inconveniences and discomforts none are worse than the unsanitary condition of a large number of the hotels at which they are compelled to tarry.

We are not unearthing any new fact; we are merely referring to what has for many years been a grievance to commercial travelers. But, although its existence has been known for many years, it still exists. And that, in a great many instances, in as bad a form as ever. In not a few instances the conditions are positively worse. And we fear that they will be worse still before they are better. The travelers may just as well assure themselves in regard to that.

It costs money to put hotels in proper sanitary condition; and before they are compelled to do so, the number of hotel men who are willing to go to the necessary expense are few indeed.

The inconvenience and annoyance which bad sanitary conditions create are not the worse features by any means. The worse feature is the disease, and sometimes death, which they disseminate.

It is evident, therefore, that this question transcends in importance all other questions as far as the traveler is concerned. It is also just as evident that active and aggressive measures should be taken to awaken the proper authorities to a sense of their duty in regard to the matter.

A smallpox patient is isolated; but an unsanitary hotel is allowed to fill up travelers with disease germs much faster than these travelers can ever hope to secure orders.

HARDWARE AND METAL would be glad to receive communications and suggestions in regard to this important matter.

He who would get down to business must first get down to common sense.

AN ACTIVE BUILDING YEAR.

BUILDING activity continues to increase in Toronto. After the collapse of the real estate boom in that city in 1893 the amount of building done, as evidenced by the permits taken out, steadily diminished until, in 1896, the total value of permits issued was but \$657,168, less than half the total for 1893, which was \$1,361,850.

The following year showed a strengthening feeling in real estate circles, and the value of permits taken out increased to \$951,130. Last year they jumped to \$1,701,630.

This year, an increase of about 17 per cent. brought the total up to \$2,011,000, making the year compare favorably with 1890, when the boom was beginning to manifest itself.

It does not follow, however, that the present activity is the commencement of another boom. A close examination of the permit books shows that the buildings for the erection of which permits have been taken are being erected largely by the owners, not by loan companies, as was done during the last boom.

Over 40 per cent. of the whole, or \$845,625, has been spent in brick residences, as compared with \$489,600 in the previous year. Most of these have been structures worth from \$4,000 to \$7,000, erected in the best localities in the city.

The next most important item is factories, for which permits to the value of \$366,450 have been issued this year, as compared with \$267,500 last year. When it is remembered that much of this is for factories which are just being established in the "Queen City"—as, for instance, Lever Bros., the soapmakers, who are erecting a \$140,000 factory, and the rest for the enlargement of sound, well-established firms, such as The Massey-Harris Co., Limited; The Brown Bros. Co., Limited; Christie, Brown & Co., Limited; The Gurney Foundry Co., Limited, and others, it will be seen that the expenditure has been the natural result of growing business requirements.

In warehouses, stores and offices \$357,805 was spent, as compared with \$326,700. Here, too, the expenditure has been on

legitimate lines, being undertaken largely by the business houses which intend to occupy the buildings when completed.

It is generally believed by those in touch with the trade that the increase in building activity is natural, and that this year will show up as well as the past year has done.

HORSESHOES 20C. HIGHER.

There has been an advance of 20c. in the price of horseshoes, the new basis now being: Iron shoes, light and medium pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow shoes, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; X.L. steel shoes, new light pattern, No. 2 and larger, \$4.20; No. 1 and smaller, \$4.45; featherweight, all sizes, Nos. 0 to 4, \$5.45, and toe weight steel shoes, all sizes, \$6.55 f.o.b. Montreal, St. John, N.B., and Halifax, N.S. Delivered f.o.b. Toronto, Hamilton, London and Guelph, 10c. per 100 lb. extra.

RISE IN WHITE LEAD PROBABLE.

The makers have not yet disposed of white lead, but the tenor of outside news makes it extremely probable that prices will be advanced materially before the meetings are concluded. In New York, for instance, prices are 50c. higher per 100 lb., with no discount allowed, and still further appreciation is expected. All lead products are so firm also that the grinders claim that a rise is fully justified.

LAWN MOWERS ARE HIGHER.

An advance has taken place in the price of lawn mowers of Canadian manufacture.

The new list put into force is as follows:

	12-in.	14-in.	16-in.	18-in.	20-in.
Woodyatt ..	\$7 50	\$8 00	\$8 50	\$9 00	\$10 00
Star	5 00	5 25	5 50	.....	.....

The discount to the retail trade is 40 per cent. off, and the terms are 3 per cent. off 30 days from May 1, or 4 months.

HARDWARE AND METAL has been given to understand that a further advance in the near future is likely.

ROPE ADVANCES IN PRICE.

As a result of the strong position of the hemp market, the manufacturers in Canada have advanced the price of both sisal and manila rope 1 to 1½c. per lb.

Just what the jobbers are quoting it is difficult to say. Quotations are nominally

on the basis of 13½c. per lb. for sisal and 16½c. per lb. for manila. But, even at these figures, the price is relatively several cents lower than in the United States.

Were it not for the friction between the manufacturers in Canada, prices in this country would, in all probability, be much higher than they are. As their stocks of hemp are getting exhausted, it is likely that further advances will take place, unless shipments of hemp from the Philippine Islands very soon become normal.

BLACK SHEETS 10C. DEARER.

Black sheets have appreciated in price since last week.

Quotations are now as follows: 18 gauge, \$3.10; 20 gauge, \$3.10; 22 to 24 gauge, \$3.20; 26 gauge, \$3.30; 28 gauge, \$3.50.

The advance is 10c.

HORSE NAILS ADVANCED.

There has been some advance in the base price of horse nails, as a result of the quarterly meetings. "Acadia" brand are 10 per cent. higher, the discount now being 50 and 10, instead of 50 and 20 per cent. No change has yet been decided on standard, but it is possible that a rise on these may also be decided upon before the meetings adjourn.

NEW LIST ON GRAIN CRADLES.

A revised list on grain cradles has been issued by the Canadian manufacturers.

It shows quite an advance in prices.

Grain cradles, wood brace, without scythes, are listed at \$27 per dozen, and ditto with scythes at \$48.25 per dozen. Extras are: Grain cradles with iron brace, add \$5.60 per dozen; fitting scythes \$2.80. Discounts are: 25 to 33⅓ per cent. off the list.

ADVANCE IN FENCE WIRE.

Plain galvanized wire and barbed wire, of United States manufacture, has been advanced \$2.50 per ton for the Canadian market. Importers were notified to that effect this week.

In sympathy with this advance, jobbers in Canada are marking up their figures by a similar amount, and they are now quoting 12½c. per 100 lb. higher than last week.

CHURNS ARE HIGHER.

By a reduction in the discount, the price of revolving churns has been advanced about 5 per cent.

The discounts are now 58 per cent. from factory and 56 per cent. from stock, Montreal.

Dash churns are also higher by 5 per cent.

THE MANUFACTURE OF ZINC WHITE.

By Blanc De Neige, in The Chameleon.

ZINC white is the oxide of zinc, consisting of a union of one molecule of the metal with one molecule of oxygen, and represented in chemical nomenclature by the formula ZnO .

It is produced whenever zinc is heated to its volatilization point (a bright red heat) in the presence of air, the metal burning with a pale blue flame and forming a cloud of zinc oxide, which is yellow while hot, but becomes snowy white on cooling.

Zinc oxide was originally known, in common with other chemical products of volatilization, as "flowers" of zinc. It was regarded as a laboratory curiosity until the high mortality attendant upon the manufacture and use of white lead in Europe led investigators to examine every known white substance in the search for an innocuous substitute. During the 18th century it was announced, both in England and France, that the oxide of zinc could be substituted for lead and demonstrations were made which convinced the savants of this fact. But it was not until 1847, when Leclaire, a contracting painter of Paris, stumbled upon the simple process of sublimating metallic zinc, that the material was produced on a commercial scale.

In Leclaire's process, which is commonly known as the "French process," metallic zinc is volatilized in retorts, the hot vapors issuing therefrom being met by a current of air which completely oxidizes them. The resultant product is led thence through a series of pipes and chambers, where the oxide is deposited as a flocculent, impalpable white powder.

This process was the only one in use until Samuel T. Jones, an American, in 1850 invented a special furnace for the direct sublimation of the zincite—a natural oxide of zinc, colored red by the presence of manganese—found at Sterling Hill, N.J. The supply of zincite was soon exhausted, and but for the invention of another American, Col. Samuel Wetherill, the paint trade of the country would be dependent for zinc white on the more expensive and roundabout French process.

Col. Wetherill's invention consisted in mixing the Franklinite, found in almost inexhaustible quantities at Sterling Hill and Franklin, N.J., with finely divided anthracite and oxidizing it in a closed furnace, an air blast applied through a perforated grate supplying the necessary oxygen. The products of combustion are carried through a long series of pipes and condensing chambers in which all ingredients except the fine white oxide are removed, the latter being

finally collected in long muslin bags, through which the gases of combustion filter away.

This is known as the "American process," and has proved a boon to the paint manufacturing trade by permitting the production of a high-grade, dense zinc white direct from the ore, at a figure far lower than is possible by the more circuitous French process.

Franklinite, from which the larger proportion of the zinc oxide used in America is produced, is a unique ore, and, strange to say, the great deposit in the vicinity of Franklin, N.J., is the only known body of it in the world. It consists of zinc, iron and manganese silicates and oxides, imbedded in a gangue of calcite. The masses of Franklinite are first crushed and then passed between the poles of powerful magnets, which separate the Franklinite grains from the other material.

The residues from the oxidizing furnace, consisting principally of iron and manganese, are smelted in a blast furnace, producing an excellent grade of spiegel eisen, which is much in demand for the manufacture of Bessemer steel.

The great deposit of Franklinite at Franklin is of great interest to mineralogists and geologists, not only because of its unique character, but also because of its great extent.

INVENTION FOR PRESERVING EGGS.

Marion & Marion, patent solicitors, Montreal, write:

"There is a fortune awaiting the inventor who can discover a successful method for the preservation of eggs. The long, severe winter in this region renders it absolutely essential to preserve eggs, if they are to be had during this season.

"The principle involved in preserving eggs is the preservation of the mucilaginous coating, which naturally covers the shell, and which prevents the entrance of the germs of decomposition. When this coating is removed, the egg begins to become 'stale,' and the process of decay actually begins. The use of lime and salt as means of preservation—never entirely successful—does not preserve the protecting covering on the shell, and no process can be successful unless it does this. Experiments have shown that water glass comes more nearly being a perfect preservative than anything that has hitherto been employed. There is always danger of the bursting of the shell of an egg that is thus preserved, when in hot water, but this disadvantage may be overcome by carefully piercing it with a needle.

The question will naturally arise: If the preservation of the surface of the shell in its natural condition is all that is necessary to preserve the egg, why could it not be coated with some preparation that would answer that purpose? It could be. Vaseline will preserve it, and might be used on a small scale, but it would require too much time and, consequently, expense to use this means extensively.

"It should be within the power of some inventor to discover some simple and cheap method of preserving eggs, and thereby not only gain a fortune, but also bestow an inestimable benefit upon the human race by placing within the reach of all a necessary article of food."

THE COMMERCIAL TRAVELER.

It is also a fact, that the more incompetent a man may be the more he will estimate his own value and abilities, and constantly complain of the little money he is paid by his firm; but I have never noticed this with an able man—he will be a worker and know where his bread is buttered, and value his position accordingly, and should he represent a good straightforward-dealing house he need have no fear of his work not being appreciated and well paid for. A good traveler should be: (1) A good man but not prudish, and should make a firm resolution never to discuss religion, politics, or other people. (2) He should dress quietly, speak quietly, act quietly, and be a good listener. (3) He should do all he is paid to do, and as much more as he is able each day; he is entitled to recreation in the evening. (4) He must be honest, truthful and sincere. (5) He must never overstock a customer, and should suggest such business as he knows will bring repeat orders, but he should on no account dictate, but with due deference he should take his instructions and carry them out (with the assistance of his house) to the best of his ability and to the satisfaction of his clients. (6) He should be punctual in his appointments, and always remember that time is money to himself, his client, and his house.—Scottish Trader, Glasgow.

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.,
Limited
HAMILTON, ONT.

RAILWAYS AND SMELTERS IN B.C.

THE Victoria (B.C.) Times of December 27 has the following: "Lloyd A. Manly, Mayor of Grand Forks, who is staying at the Driard, being in the city on business connected with the welfare of his city, has applied to the Dominion Government for a charter to build about 100 miles of railroad in the Grand Forks district. The enterprise also contemplates the construction of a mammoth smelter at Grand Forks, and the ultimate projection by other parties of a railroad from Republic Camp to Rossland. The particular object of the American road is to provide transportation for the ores of the great Republic mine at Grand Forks, where they may be treated by a mixture process with the ores of the B.C. mine of the Summit Camp and with the product of the Knob Hill and Ironsides mine of the Greenwood district. The promoter of the American road is C. G. McQuaig, the principal financial spirit in the Republic.

"My application," Mr. Manly said, in explanation of his project, "is for a charter to build, first a 20-mile road starting at Hall's ferry, on the boundary line, and thence via Grand Forks to Carson, also on the boundary. Then for a road from Grand Forks up Kettle river 65 miles to Franklin camp; also another short road from Grand Forks to Midway, taking in the Boundary mountain district. The application is now before the Ottawa Government, and it will probably be acted on in February.

"Mr. C. G. McQuaig, of Montreal, the principal financial man in the Republic, desiring to cheapen the method of treating the ores of both camps, seeks to have a road constructed from Republic to Grand Forks, where we propose establishing a smelter. And for that matter, we now have just about completed at Grand Forks a smelter, constructed at a cost of about \$350,000 by The Granby Smelting Co., of Granby, Canada, and Philadelphia. I regard it as one of the very best, if not the best, smelter on the North American continent. J. P. Graves is the promoter of this enterprise. Among other equipments, the smelter is to have a 1,500 horse water-power."

GREAT ROD ROLLING RECORDS.

Some wonderful records for rod rolling were made recently at the Rankin works of the American Steel and Wire Co., Rankin, Pa. The day turn on December 8 turned out 440,760 lb., the night turn following 480,500 lb., or a total of 921,260 lb., equal to 411 gross tons of No. 5 rods. On the day following, December 9, the day turn made 503,690 lb., equal to 225 gross tons. These records, for three consecutive turns in rod rolling, have probably never been equalled.—Iron Age.

A Successful Year

in the paint business is possible with you if you start right. It's just as possible with you as with us, and we have just ended the biggest year in the history of our always successful business.

Next year will be bigger still, and you can grow with us if you will.

THE SHERWIN-WILLIAMS PAINTS

can increase your trade in paint and in all your other lines. Our method of pushing the goods advertises your whole store, and gives you a reputation for good quality and good methods that you could get in no other way. We work with and for our dealers. All our efforts are bent in their direction, and they can depend on our constant assistance.

Send for our booklet, "Do You Sell Paint?"



THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

Canadian Division:
21 St. Antoine St.,
Montreal.

CLEVELAND. BOSTON.
CHICAGO. TORONTO.
NEW YORK. SAN FRANCISCO.
MONTREAL. KANSAS CITY.

McCLARY'S TRAVELERS FOR 1900.

The McClary Manufacturing Co. have redistributed the entire territory of the Dominion to be covered by their travelers as follows: E. H. Grenfell will travel in the eastern and western peninsula of Ontario; James Chalmers, in Northern Ontario; M. F. Irwin, in Central Ontario; George Clark, in the city of London; S. T. Smith, east of Toronto; W. E. Bulmer, west of Toronto; W. Jeffrey, north of Toronto; Joseph Pritchard, in the city of Toronto; William Owen, in the Maritime Provinces; A. A. St. Arnaud, east of Montreal, Que.; O. R. Anderson, in the Eastern Townships, Que.; L. C. Tarlton, in Upper Ottawa, Ont.; W. E. McCubben, in Lower Ottawa, Ont.; H. Le Page, in the city of Montreal; John Brockest, in Southern Manitoba; H. Niven, in Western Manitoba and Northwestern Territory; T. Ella, in British Columbia, and W. Turner, in Vancouver and Victoria.

The McClary Manufacturing Co. have 17 travelers in all, covering every section of the Dominion of Canada, and, with their warehouses at Montreal, Toronto, London, Winnipeg, and Vancouver, can quickly supply the needs of their customers in every section of the Dominion. Their motto is "Prompt shipment."

FROST WIRE FENCE CO. BANQUET.

The first annual banquet of the Frost Wire Fence Co., Welland, Ont., was held on December 26. It was complimentary on the part of the manager, Mr. H. L. Frost, and only the company's employees and members of the press were present. The tables were handsomely laid out and the service was splendid. Following is the menu:

Oysters	Celery
Roast Turkey, Cranberry Sauce	Pickles
Salad	Fresh Krisp Crackers
Bread and Butter	Cake
Cheese	Cocoa
Coffee	Tea
Oranges and Nuts	
Chocolates and Bon Bons	
Sherbet Ice.	

Those who sat around the festive board were: Messrs. H. L. Frost, Chas. Hanson, Lou Rosette, Joe Austin, Charles Eastman, Charles Asher, George Peart, George McIntosh, Charles Hagar, Chas. Brown, Gordon Casper, Harry Sidey, G. R. T. Sawle. After supper a splendid toast list and several graphophone selections were enjoyed. The social gathering was kept up until after midnight, all leaving with the hope that the company may have many others as enjoyable.

The menu card was particularly handsome and striking, a turkey-cock embossed in gold being the central figure.

SOME NEW YEAR CALENDARS.

A PRETTY DESK CALENDAR.

A PRETTY little desk calendar is being sent out by The Canada Horse Nail Co., of Montreal. It is in imitation of seal grain red leather. In one corner is the trade mark of the company, namely, the letter "C" surrounded by olive branches, while across the face are the words "Canada Horse Nail Co., Montreal." The trade mark and lettering is in gold. On the back of the calendar are some "Don't Forgets," one of which reads: "Don't forget that we are the oldest and largest makers of horse nails in Canada. Our business was established in 1865."

A CALENDAR FILE.

One of the most unique ideas in the way of a calendar that has come to this office for a long time is the one just issued by The Thomas Davidson Manufacturing Co., Limited, Montreal. It is in the shape of a hanging desk file. The body is of tin, handsomely lithographed and embossed. On the upper left-hand corner is an embossed seal, as natural as if done in sealing wax, while attached to the ribbons hanging from it are six stamps, showing the "Crescent," "Premier," "Princess," "White," "Star," and "Blue and White" wares manufactured by the firm. The Thomas Davidson Manufacturing Co., Limited, is to be congratulated upon its good judgment. The file-calendar, as it may be termed, will look well, as well as be found useful, on every hardwareman's desk.

NEAT AND USEFUL.

HARDWARE AND METAL is in receipt of a neat little card holder and notebook, with calendar. It is from J. S. Mitchell & Co., wholesale and retail hardware merchants, 69 and 71 Wellington street, Sherbrooke, Que., and is nicely bound in leather. J. S. Mitchell & Co. always remind their friends at this season of the year that they have not forgotten them, and their reminder has again come in the shape of something that is both neat and useful.

A NEAT NEW YEAR'S CARD.

"We wish you a happy New Year, and offer our best aid towards making it prosperous," are the words which are upon a card which is being sent out to the trade by Henderson & Potts, the paint manufacturers, Halifax and Montreal. A striking effect is given by the figures "1900" being printed on a large daub of red ink in one corner of the card.

A TRANSVAAL SOUVENIR.

The departure of the New Brunswick contribution to the first Canadian contingent will not be readily forgotten by the friends of Emerson & Fisher, St. John, N.B. This firm have issued a neat booklet souvenir, giving the names of each member of the New Brunswick company, as well as

some patriotic prose and poetry, relating to the Empire, Canada, the Jubilee, and the departure of "the boys" from St. John.

This, they are distributing to their friends and customers.

A PRACTICAL CALENDAR.

Practical utility is the feature of the

calendar Emerson & Fisher, hardware manufacturers and jobbers, St. John, N.B., are sending their friends this year. The dates are in large black letters which can be easily read across a big room. Above the calendar pad, two good views of the large warehouse occupied by this firm are shown. Emerson & Fisher are to be congratulated.

IVER
JOHNSON
BICYCLES

NOT
CONTROLLED
BY THE
TRUST

HONEST
CYCLES
at...
HONEST
PRICES

A \$50 Bicycle Selling for \$35.

The 1900 Iver Johnson

While the list prices on our wheels have been reduced, the quality has not been cheapened. Our line is complete, including models listing at \$25, \$35, \$45, \$50 and \$60.

We invite your inspection of all and a comparison with others.

We equal all in quality.

We surpass all in price.

Our \$35 Model is \$15 under the market.

Send for Catalogue.....

IVER JOHNSON'S
ARMS & CYCLE WORKS,

BRANCHES:—
NEW YORK—99 Chambers St.
BOSTON—408 Washington St.
WORCESTER—304 Main St.

FITCHBURG,
MASS.

Gilbertson's Galvanized Sheets

PATENT

COMET
BRAND

FLATTENED

are suitable for all kinds of Galvanized work demanding uniform quality; being made of superior Siemens Steel, they will double seam either way of grain, are smooth, soft, and well galvanized, every sheet being carefully selected; weight and count of sheets per case fully equal to the best known brands imported, and cost less.

GILBERTSON'S are the only galvanizers who not only roll all their Steel Sheets, but manufacture all their own Steel in their own Steel Works, thus enabling them to put a soft and regular quality of steel into their sheets, which is impossible for galvanizers who buy their steel in the open market.

GILBERTSON'S CORRUGATED GALVANIZED SHEETS—all sizes.

"GILBERTSON'S" SIEMENS-MARTIN TINPLATES

are soft, extra well coated, noted for deep stamping qualities, and for canners of fruits, meats, and fish have no equals. Cost no more than brands not nearly as well coated, or of equal quality.

BRANDS: "Gilbertson's," "Parsons," "Pontardawe,"
"Lincoln," "Comet," "Regina," "Gwyned."

GILBERTSON'S TERNEPLATES, "Regina" brand.

IMITATION RUSSIA SHEETS—will not crack or scale. Pickled, cold rolled and close annealed.

SIEMENS-MARTIN STEEL SHEETS, close annealed, close annealed and cold rolled (flat and free from buckles), also pickled.

BLACK CEILING PLATES, "Comet" brand. Pickled, cold rolled and close annealed.

BLACK TAGGER PLATES. Pickled and close annealed.

Supplies carried by all wholesale jobbers. In ordering please mention brands.

ALEXANDER GIBB

Agent

22 St. John Street, MONTREAL.

H. S. HOWLAND, SONS & CO.

Hardware Merchants.

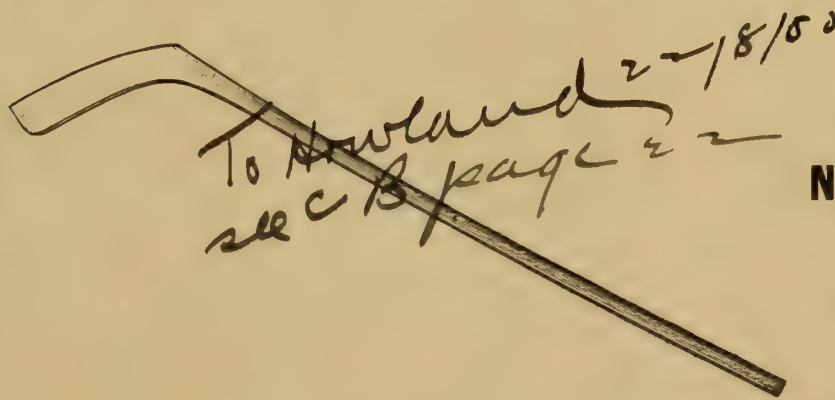
WHOLESALE
ONLY

37-39 Front Street West, **Toronto.**

ONLY
WHOLESALE

"Mic-Mac" Hockey Sticks.

"Mic-Mac"
Natural-Grown
Crook
Blue Birch.



"Mic-Mac"
Natural-Grown
Crook
Blue Birch.

The "Mic-Mac" Hockey Sticks will stand more rough usage than other Hockey Sticks.

The crook is natural grown and not steam bent.

Buy nothing else if you want the best.

The best players will have them.

AGENTS FOR CANADA

H. S. HOWLAND, SONS & CO., TORONTO.

ORDER AT
ONCE.

Graham Wire and Cut Nails are the Best.

OUR PRICES ARE
RIGHT.

MARKETS AND MARKET NOTES.

QUEBEC MARKETS.

MONTREAL, January 5, 1900.

HARDWARE.

THE actual movement of business during the past week has been light, but this is to be expected with travelers off the road and the houses busy stock-taking. The buoyancy all along noted continues, and, owing to this fact, sellers, both makers and jobbers, are inclined to discountenance, rather than encourage, the evident desire manifested to book supplies for forward delivery. The different makers' associations have opened their quarterly meeting here this week, but, at this writing, no changes have yet been announced.

BARBED WIRE—There has been an advance of $12\frac{1}{2}\%$ in the price of barbed wire, the base price now being \$3.60.

SMOOTH STEEL WIRE—Business is quiet, and prices are unchanged at \$3.45.

GALVANIZED WIRE—There is little to report in this line. We quote as follows: Nos. 6, 7, 8 gauge, \$4.25; No. 9, \$3.55; No. 10, \$4.40; No. 11, \$4.45; No. 12,

\$3.70; No. 13, \$3.85; No. 14, \$5.00; No. 15, \$5.30; No. 16, \$5.50.

FINE STEEL WIRE—Discounts are unchanged at $12\frac{1}{2}\%$ per cent.

BRASS AND COPPER WIRE—As last noted. Discounts: 50 and $2\frac{1}{2}\%$ per cent. on brass and 45 and 10 per cent. on copper.

FENCE STAPLES—Prices are unchanged. We quote bright \$3.75 and galvanized \$4.35.

FINE STAPLES—Discounts are: Coopers' staples, 50 per cent.; poultry netting, 40 per cent., and electrical, etc., 40 per cent. discount off list.

WIRE NAILS—Business has been quiet. The base price is unchanged at \$3.30, with the miscellaneous list $72\frac{1}{2}\%$ off.

CUT NAILS—There is nothing new to report in this line, and we quote the base price \$2.60 f.o.b.

HORSE NAILS—Quiet, with values the same. Discounts 50 per cent. on Standard oval, and 50 and 20 on Acadian, f.o.b., Montreal and St. John, N.B.

HORSESHOES—Without new feature this week. We quote as follows: Iron shoes, light and medium pattern, No. 2 and

larger, \$3.70; No. 1 and smaller, \$3.95; snow shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20; X L steel shoes, new light pattern, No. 2 and larger, \$4; No. 1 and smaller, \$4.25; feather-weight, all sizes, Nos. 0 to 4, \$5.25; and toe weight steel shoes, all forward, all sizes, \$6.35 f.o.b. Montreal, St. John, N.B., and Halifax, N.S. Delivered f.o.b. in Toronto, Hamilton, London and Guelph 10c. per 100 lb. extra.

SCREWS—Business light. Discounts: Flat head, bright, 80 per cent.; round head do., 75; flat head, brass, 75; round head do., $67\frac{1}{2}\%$.

BOLTS AND NUTS—As last noted. Discounts are as follows: Carriage bolts, 5-16 and smaller, 50 per cent.; $\frac{3}{4}$ and up 50 per cent.; full square bolts, 65 per cent.; machine bolts, 52 per cent.; coach screw bolts, 65 per cent., and sleighshoe bolts, 70 per cent.

NUTS AND WASHERS—Without a change. We quote as follows: Square nuts, $3\frac{1}{2}\%$ c. per lb. off list, and hexagon 4c. per lb. off list. Washers in 50-lb. boxes 35 per cent.

OUR TRAVELLERS

have started on their various trips
and will call on you soon.

1900

EVERYTHING FOR THE TINSHOP

AND PROMPT SHIPMENT

will be the motto of our seventeen travellers calling at every town and city in Canada.

Starting from our warehouse at LONDON:

E. H. Grenfell,
Jas. Chalmers,
M. F. Irwin,
D. G. Clark.

Starting from our warehouse at TORONTO:

S. T. Smith,
W. E. Bulmer,
W. Jeffrey,
J. W. Pritchard.

Starting from our warehouse at MONTREAL:

Wm. Owen,
A. A. St. Arnaud,
O. R. Anderson,
L. C. Tarlton,
W. E. McCubben,
H. Le Page.

Starting from our warehouse at WINNIPEG:

Jno. Brockest,
H. Niven.

Starting from our warehouse at VANCOUVER:

T. Ella,
W. Turner.

THUS COVERING THE WHOLE OF THE DOMINION FROM THE ATLANTIC TO THE PACIFIC.

THE McCLARY MFG. CO.

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER

Common opinion is that common galvanized iron is good enough ; but common opinion is poor opinion—on everything.

Apollo Iron and Steel Company
26 St Sulpice Street
Montreal

Cements { **PORTLAND
ROMAN
KEENE'S**

Bricks . . { **FIRE
BUILDING
PAVING**

Sand . . . { **SILICA FIRE
MOULDING
BUILDING**

F. HYDE & CO.

31 Wellington street, MONTREAL

English Castor Oil

GUARANTEED PURE.

Pharmaceutical, Tasteless, Cold Drawn
First Pressure
Second Pressure

In cases of 2 tins and in barrels. Stocked by all Hardware, Oil and Color men.

The Hull Oil Manufacturing Co.
LIMITED

B. & S.H. THOMPSON & CO.

Agents for Canada - MONTREAL

CANADA IRON FURNACE CO.,

Manufacturers of Limited

CHARCOAL Pig IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

Geo. E. Drummond,

Managing-Director and Treasurer

RIVETS, ETC.—Quiet and steady. Discounts are : Black and tinned 45 per cent. ; ditto burrs, 40 per cent. ; copper rivets and burrs, 35 per cent.

WRINGERS—Business is quiet and prices the same.

CUTLERY—The sorting trade on holiday account being over, business is nil.

SPADES AND SHOVELS—Trading is extremely light.

CORDAGE — Is dull but steady. We quote as follows : Manila, 14½ to 15c. for 7-16 and up, and 15½ to 16c. for ¾ up. Sisal, 12 to 12½c. for 7-16 and up, and 13 to 13½c. for ¾ and up.

FIREBRICKS—Unchanged at \$19 to \$24 per 1,000, as to brand.

CEMENT—Business is very small. We quote as follows : Belgian, \$2.10 to \$2.40 ; English, \$2.45 to \$2.60 ; German, \$2.60 to \$2.80.

METALS.

The heavy iron and metal market generally is steady, and the week has been a dull one.

PIG IRON—There is no change in pig iron. Buyers want to place forward orders at current prices, but sellers will not consent to contract any more ahead.

BAR IRON — Makers still report a brisk inquiry for forward account, but there is little actual movement. We quote \$2.50 for jobbing lots.

BLACK SHEETS—Firmly held but quiet. We quote : 8 to 15, \$3.10 ; 18 to 20, \$2.90 ; 22 and 24, \$2.95 ; 26, \$3.10, and 28, \$3.15.

STEEL—Firm but quiet. We quote: Sleigh-shoe, \$3; tire, \$3; spring, \$3.60; machinery, \$3.75 and toe calk, \$3.65.

GALVANIZED IRON — Firmly held, and sellers are disposed rather to restrict than encourage forward orders. We quote: No. 28 Queen's Head, \$4.75 to \$5 00, and No. 26, \$4.50 to \$4.75; Comet, No. 28, \$4.45 to \$4.70, and No. 26, \$4.15 to \$4.45.

INGOT COPPER—Quiet and unchanged at 18 to 19c.

INGOT TIN—This metal remains at the decline noted last week : 30c.

LEAD—Quiet, with prices nominal, at \$4.50.

LEAD PIPE—Steady, but dull. We quote: 7c. for ordinary and 7½c. for composition waste, with 15 per cent. off.

IRON PIPE — Unchanged. We quote : Black pipe, ¼ to ¾, \$3.40 ; ½, \$3.60 ; ¾, \$4 ; 1, \$5.75 ; 1¼, \$7.50 ; 1½, \$9.75, and 2-in., \$12.75.

TINPLATES—Business dull, because sellers are discouraging forward orders. We quote: Coke, \$4.40, and charcoal, \$4.75.

CANADA PLATES — The same remarks apply to this line. We quote : 52's, \$2.80;

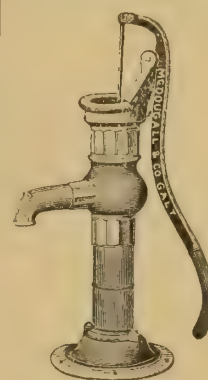
"Dominion Crown"
HORSESHOE IRON.

Always the standard for high-class work.

IMPORT ONLY.

A. C. LESLIE & CO.

MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDougall Co., Limited

Manufacturers, Galt, Canada.

ADAM HOPE & CO.

30 JOHN STREET N.

Hamilton, Ont.

GALVANIZED SHEETS

"QUEEN'S HEAD"
"COMET"
"APOLLO B B"
"JUNIATA"

STEEL SHEETS

20 to 28 Gauge

**TIN PLATES
CANADA PLATES
SHEET ZINC
RUSSIA IRON**

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

60's, \$2.90; 75's, \$3; full polished, \$3.40; galvanized Canada plates, \$4.55 for 52's.

TERNE PLATE—Firmly held, at \$8.50.

SWEDISH IRON—Steady, but quiet, at \$3.75.

COIL CHAIN—Unchanged. We quote: No. 6, 12c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼-inch, \$8; 5-16, \$5.65; ¾, \$5.05; 7-16, \$4.80; ½, \$4.65; 9-16, \$4.50; ⅝, \$4.45; ¾, \$4.40; ⅞ and 1 inch, \$4.40.

SHEET ZINC—The same as reported last week, 6½c.

ANTIMONY—Quiet, at 10¼c.

SPELTER—No change since last week's decline, \$5.25.

GLASS.

The window glass market is unchanged. We quote as follows: First break, \$2.00; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4.00; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PAINTS AND OILS.

The general business outlook in paints is good, and, owing to the strong upward tendency noted in all lines, keen buying is anticipated in a very short time.

WHITE LEAD—Best brands, Government standard, \$6.37½; No. 1, \$6; No. 2, \$5.62½; No. 3, \$5.25.

DRY WHITE LEAD—\$5.25 in casks; kegs, \$6.

RED LEAD—Firm; casks, \$4.75; in kegs, \$5.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

PUTTY—We quote: Bulk, \$1.65; bladders, in bbls., \$1.80; bladders, in cases, \$1.95; in tins, \$2.05 to \$2.30.

LINSEED OIL—Raw, 62c.; boiled, 65c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 75c.; two to four barrels, 74c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—Firm; \$1.10 to \$1.30 per gallon.

CASTOR OIL—Firm; 7½ to 8c.

SEAL OIL—37½ to 40c.

COD OIL—32½ to 35c.

NAVAL STORES—Fair demand for all lines, and prices show no change: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 9 to 11c.

PETROLEUM.

Quiet, but steady, at 18c. for "Acme," and 17c. for "Silver Star."

HIDES.

Unchanged. We quote: No. 1, 10½c.; No. 2, 9½c., and No. 3, 8½c. Lamb-skins are 85c.

COAL.

Steady, with a good movement. We quote: Stove, \$6; chestnut, \$6; egg, \$5.75; Scotch grate, \$6.25; Scotch steam, \$4.25 to \$4.75; Tower ports steam, \$3.75 to \$4.

ONTARIO MARKETS.

TORONTO, January 5, 1900.

HARDWARE.

BUSINESS for the new year has opened with a number of advances in prices. Barbed wire and galvanized wire is 12½c. per 100 lb. dearer; horseshoes are 20c. per keg dearer, and horse nails 10 per cent. higher. Churns are up 5 per cent.; rope is 1 to 1½c. dearer; grain cradles are much higher; a new list has been issued on lawn mowers, which shows an advance in prices, and makers of builders' hardware in the United States have advanced prices 11 per cent. As far as business is concerned, the volume is not large, as most of the travelers have not yet resumed their respective routes.

BARBED WIRE—The price has been advanced 12½c. per 100 lb., and we now quote as follows: For carlots, f. o. b. Cleveland, \$3.37½ and for less quantities \$3.47½ Cleveland, and \$3.47½ Toronto.

SMOOTH STEEL WIRE—Prices are firm, and, up to the time of writing, unchanged at \$3.45 base per 100 lb.

GALVANIZED WIRE—Quotations have been advanced, and they are now as follows, Toronto: Nos. 6, 7, 8 gauge, \$4.40; No. 9, \$3.47½; No. 10, \$4.55; No. 11, \$4.60; No. 12, \$3.62½; No. 13, \$3.77½; No. 14, \$5.15; No. 15, \$5.45; No. 16, \$5.65.

WIRE NAILS—An effort is being made to advance the price of wire nails while the manufacturers' meetings are on in Montreal. In the meantime, we still quote \$3.22½ Toronto in carlots, and \$3.30 in smaller quantities.

CUT NAILS—There is very little doing. We still quote \$2.60 per keg f. o. b. Toronto, Hamilton and London.

HORSE NAILS—Prices have been advanced on the Acadia countersunk head, the discount now being 50 and 10 per cent. instead of 50 and 20 per cent. as before. Discount on the standard oval head is unchanged at 50 per cent.

HORSESHOES—The price of these is 20c. per keg higher, and the demand is fair. We quote f. o. b. Toronto, Hamilton, London and Guelph, as follows: No. 2 and larger, light, medium and heavy iron shoes;

Oakey's 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.
West Troy, N.Y.
DERBY SNAP.
With Plated Rust Proof and Guarded Spring.
"THE LATEST AND BEST."
For Sale by all Jobbers at Manufacturers' Prices.



PRIEST'S CLIPPERS
Largest Variety. Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., USA



COATES' CLIPPERS
HAND AND POWER, easiest running made. Manufactured in every style and variety. Our power machines will meet every requirement. Our flexible shafts are tempered steel, and will not heat. 1899 catalogue ready.
Coates Clipper Mfg. Co.
WORCESTER, MASS.



Pullman Sash Balance Co.
Makers of the
"Pullman" Hardware Specialties
Main Office and Works,
Rochester, N.Y., U.S.A.
On sale all round the globe.



Sizes, ¾ and ½-inch.
Cheapest IN THE WORLD.
J. M. LITCHFIELD
105 Beekman St., New York.
Made with 1½-inch shank with thread and nut.

CHARLES E. TALBOT

19 Castle St., Liverpool.

General Merchant and Agent.

Agencies undertaken for Canadian manufacturers and produce. British goods of all kinds supplied. Correspondence solicited.

\$4; snow shoes, \$4.25; light steel shoes, \$4.30; featherweight shoes, all sizes, \$5.55. No. 1 and smaller, light, medium and heavy iron shoes, \$4.25 per keg; iron snow shoes, \$4.50; light steel shoes, \$4.55; featherweight steel shoes, all sizes, \$5.55.

SCREWS—Trade is still fairly brisk, with prices steady and unchanged. We quote as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS—The demand for stove bolts again this week shows some improvement. We quote as follows: Norway bolts, full square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 62½ per cent.; nuts, square, 3¼c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 and 10 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

RIVETS AND BURRS—Trade is still moderate. We quote: Carriage section, wagon box, rivets, etc. (steel), 60 per cent. off the list; ditto (Norway iron), 60 per cent.; black M rivets (steel), 55 per cent.; ditto (Norway iron), 45 per cent.; iron burrs, 40 per cent.; copper rivets, 35 per cent.; bifurcated, with box, \$1.25; coppered iron rivets and burrs, in 5-lb. carton boxes, 30c. per lb.

WRINGERS—There are very few moving. We quote as follows: "Leader," \$60 per doz.; "Royal Canadian," \$58; "Royal American," \$48. Prices are all f.o.b. Toronto, Hamilton, Brockville, and Montreal. Discount, 45 per cent. Terms, four months, or 3 per cent. 30 days.

CHURNS—Prices are 5 per cent. higher. on both revolving and dash churns. The discount on the former is 58 per cent. at the factory and 56 from stock at Montreal.

CUTLERY—Very little business is being done.

BUILDERS' HARDWARE—The manufacturers of builders' hardware in the United States have notified the trade in Canada of an advance of 11 per cent. in all lines of builders' hardware.

LAWN MOWERS—As noted in detail in our editorial columns, the price of lawn mowers has been advanced.

ENAMELED WARE—Some shipments are being made of goods ordered late in the old year, but little or no new business is being transacted.

SAP BUCKETS—The manufacturers are this week beginning to make delivery of

A Practical, Economical Covering

for almost any style of building.

Our

Rock Faced Stone

A steel siding—either galvanized or painted.

Can be so readily applied and costs so little that it is in great demand both for new structures or for improving old ones.

It gives a most attractive appearance—as well as fire, cold and damp proof protection.

It makes a splendid selling line. Write us if you're not fully posted.

The METALLIC ROOFING CO., Limited
1179 King Street West, TORONTO.



sap buckets, a good many forward orders having been placed.

ROPE—The manufacturers have advanced the price of sisal rope 1c. per lb., and that of manila rope 1 to 1½c. per lb. The base price to the retail trade it is somewhat difficult to ascertain, but 13¼c. for sisal, and 16½c. for manila are the figures nominally given.

CEMENT—Trade is dull, with prices steady and unaltered. We quote in barrel lots: Canadian Portland, \$2.65 to \$2.90; Belgian, \$3 to \$3.10; English do., \$3.25; Canadian hydraulic cements, \$1 to \$1.10; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

The pig tin market has been again characterized by many fluctuations. Other kinds of metal, except spelter, rule steady. Our quotations on black sheets are steady.

PIG IRON—There is no change in the situation. We quote: No. 1 Hamilton, \$24 to \$25 per ton at the furnace; No. 1 Tona-wanda, \$25.40 in bond, Toronto, and No. 2 \$24.40; No. 1 Southern, \$24 in bond, Toronto.

BAR IRON—There is not a great deal doing this week, but prices are firmly held. We quote \$2.30 in carlots at the mills and \$2.40 in smaller quantities; from stock, \$2.40 to \$2.50.

LEAD PIPE—Trade is only moderate. We quote: Ordinary pipe, 7c., and waste, 7½c. per lb. Discount, 15 per cent.

RANGE BOILERS—Not a great deal of business is being done. We quote: Galvanized, 30 gals., \$8; 35 gal., \$9; 40 gal., \$10; 150-lb. test boilers, 50c. less than

above. Copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 15 per cent.

SHEET ZINC—Trade is quiet. We quote 7¼c. per lb. in casks and 7½c. in part casks.

SPELTER—Very little doing, and the outside market is a little unsettled as to price. We quote 7 to 7¼c. per lb.

PIG LEAD—Prices continue firm and high, and trade fairly active. We quote: 4¼ to 5c. per lb.

GALVANIZED IRON—Shipments from stock are light. Prices are firm and unchanged. We quote: 28 gauge at \$5 for English and \$4.60 for American, but 28 gauge of the latter is equal to 26 gauge of the former.

BLACK SHEETS—Prices are 10 to 15c. higher, and we now quote 28 gauge at \$3.50. The demand is fair.

CANADA PLATES—Orders are still coming in for small quantities, the trade generally now being pretty well supplied. We quote: All-dull, \$3.25; half-polished, \$3.35; all-bright, \$3.85.

TINPLATES—Business is only being done in a small way.

PIG TIN—The market has been irregular. According to the latest advices, prices advanced £1 in London on Wednesday. We quote nominally, 32c. per lb.

COPPER—Trade is quiet in ingot copper and fairly active in sheet copper. We quote: Ingot copper, 20 to 21c. per lb., and sheet, 23 to 23½c. per lb.

IRON PIPE—The demand keeps fairly good and prices unchanged. We quote: Black pipe, ¼ to ¾ inch, \$3.60; ½ inch,

John Bowman Hardware & Coal Co.

LONDON, ONT.

Our Fall stock is now complete and we can supply at the best figures, **AXES, SAWS, LANTERNS, CORDAGE, CHAIN, WINDOW GLASS, PAINTS, OILS, etc.** Our importation of **CUTLERY, SKATES, ENGLISH GUNS, SHOT SHELLS, BLACK and SMOKELESS POWDER, SHOT, WADDING, etc.,** now in.

Our Motto: Prompt Shipment, Right Prices.

\$3.70; $\frac{3}{4}$ inch, \$4.20; 1 inch, \$5.90; $1\frac{1}{4}$ inch, \$7.85; $1\frac{1}{2}$ inch, \$9.75; 2 inch, \$13; $2\frac{1}{2}$ inch, discount off the list 45 per cent. Galvanized pipe is quoted as follows: $\frac{1}{2}$ inch, \$6.50; $\frac{3}{4}$ inch, \$8; 1 inch, \$11.50; $1\frac{1}{4}$ inch, \$16; $1\frac{1}{2}$ inch, \$20; 2 inch, \$28.50.

SOLDER—A fair business is being done. We quote: $19\frac{1}{2}$ to $20\frac{1}{2}$ c. for half-and-half; 19 to $19\frac{1}{2}$ c. for refined, and $18\frac{1}{2}$ to 19c. for wiping.

PAINTS AND OILS.

The only feature of this market is an advance of 5c. in turpentine, which is decidedly firm in the South. Little business is being done. All materials are firm in price. We quote:

WHITE LEAD—Ex Toronto, pure white lead, \$6.50; No. 1, \$6.12 $\frac{1}{2}$; No. 2, \$5.75; No. 3, \$5.37 $\frac{1}{2}$; No. 4, \$5; dry white lead in casks, \$5.75.

RED LEAD—Genuine, in casks of 560 lb., \$5.00; ditto, in kegs of 100 lb., \$5.25 to \$5.50; No. 1, in casks of 560 lb., \$4.75; ditto, kegs of 100 lb., \$5.

LITHARGE AND ORANGE MINERAL—Litharge, 6 to $6\frac{1}{2}$ c.; orange mineral, $7\frac{1}{2}$ to $8\frac{1}{2}$ c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—55c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 20c.; in less than cases, 24c.

PLASTER PARIS—Ordinary, \$1.75 per barrel; New Brunswick, \$2 to \$2.20 per barrel.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.10 per gallon; No 1 quality, 90c. per gallon.

SEAL OIL—54c. per gallon, and yellow seal at 45c.

CASTOR OIL—East India, in cases, 8 to $8\frac{1}{2}$ c. per lb. and 9 to $9\frac{1}{2}$ c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels,

60c.; boiled, 63c.; 5 to 9 barrels, raw, 59c.; boiled, 62c.; 10 to 15 barrels, raw, 58c.; boiled, 61c.; 16 to 59 barrels, raw, 57c.; boiled, 60c. To outside points, the same price is charged.

TURPENTINE—Single barrels, 76c.; two to four barrels, 75c., freight allowed; in less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged. To outside points 2c. more.

GLASS.

Import orders are being taken. The basis of cost this year is likely to be between \$3.60 and \$4, whereas last year it was \$2.80. The terms this year are less advantageous than last. Instead of 60 days from date of Customs entry, with a discount for cash, the terms this year are net list within 60 days of date of bill of lading in Belgium. There is little doing from stock. We quote as follows: Star, first break in 50-foot boxes, \$2.15, and in 100-foot boxes, \$4; double diamond under 25 united inches, \$6, Toronto Hamilton and London; terms 4 months or 3 per cent, 30 days.

OLD MATERIAL.

Prices firm, with deliveries fairly active. We quote jobbers' prices as follows: Agricultural scrap, 70c. per cwt.; machinery cast, 70c. per cwt.; stove cast scrap, 45c.; No. 1 wrought scrap, 65c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, $10\frac{1}{2}$ c.; heavy copper, 14c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, 11c.; scrap lead, $2\frac{3}{4}$ c.; zinc, 3c.; scrap rubber, 6c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES—The strength and activity noted last week is maintained. We quote: Cow-hides, No. 1, $9\frac{1}{2}$ c.; No. 2, $8\frac{1}{2}$ c.; No. 3, $7\frac{1}{2}$ c. Steer hides are worth $\frac{1}{2}$ c. more. Cured hides are worth $10\frac{1}{2}$ c.

SKINS—Since the advance of last week, prices have steadied, and are now firm.

We quote: No. 1 veal, 8-lb. and up, 10c. per lb.; No. 2, 8c.; dekins, from 40 to 45c.; culls, 20 to 25c. Sheep and lambskins are selling at \$1 to \$1.10.

WOOL—Prices are firm. A good business is being done. We quote: Clothing wool and combing fleece, 20c.; unwashed, $12\frac{1}{2}$ to 13c.

SEEDS.

The market is quiet. There is some inquiry for export, but, as the domestic market is higher than exporters are willing to pay, no business is being done. We quote alsike at \$4.50 to \$7, and red clover at \$4.50 to \$5, at outside points, for good to choice samples. An additional 25c. is paid for fancy lots of red clover. Dealers are paying \$1 to \$1.25 aboard cars outside for good to choice machine-threshed timothy, and \$1.50 to \$1.75 for bright, unhulled, flail-threshed seed.

PETROLEUM.

The demand keeps large, with prices steady. We quote as follows: Pratt's Astral, 20c. in bulk (barrels, \$1 extra); American water white, 20c. in barrels; Photogene, $18\frac{1}{2}$ c.; Sarnia water white, 18c. in barrels; Sarnia prime white, $16\frac{1}{2}$ c. in barrels.

COAL.

Deliveries of anthracite are being more freely made, but soft coal is still scarce, with a practical famine of all sizes of bituminous, soft screenings having almost disappeared from the market. The following prices at Buffalo and bridges are quoted for anthracite for immediate delivery: Nut, \$5 per gross ton, or \$4.46 per net ton; egg and stove, \$4.75 per gross ton, or \$4.24 per net ton; grate, \$4.50 per gross ton, or \$4.01 per net ton.

MARKET NOTES.

Rope is 1 to $1\frac{1}{2}$ c. per lb. dearer.

Lawn mowers have been advanced in price.

Turpentine is 5c. dearer. It is now quoted 76c. Toronto, Hamilton, Guelph

and London, and 87c. outside for single barrels, and 1c. less for two to four barrels.

Black sheets are 10 to 15c. dearer.

Both horseshoes and horse nails are dearer.

Churns have been advanced 5 per cent. in price.

Quotations on coil chain have again been marked up.

A new and higher list has been issued on grain cradles.

Barbed wire and plain galvanized wire have been advanced 12½c. per 100 lb.

MANUFACTURING PLANT FOR THE SOO.

It is said that American capitalists are about to spend \$7,500,000 on reduction works, steel rail mill, and other plants at Sault Ste. Marie, Ontario.

In an interview in The Toronto Globe, Mr. F. H. Clergue, manager of the pulp mill at Sault Ste. Marie, said:

"The Ontario and Lake Superior Company is the title of the company which is launching these enterprises. It has a capital of \$20,000,000, of which \$6,000,000 have been paid in. The capitalists composing the company belong to New York and Philadelphia. All the capital which is being invested is foreign money. It is wholly share capital, none of the money being raised by bonds or mortgages. We are building reduction and refining works at Sault Ste. Marie that will cost \$1,500,000, will give employment to 1,000 men and will have a capacity of 1,000 tons a day. The works are now under construction and will be ready for operation on June 1 next. We shall treat nickel, copper and other ores from all over Ontario. These works will give an added value to the mineral properties in this Province and will provide a market for mineral products. We shall draw ore from the district extending from Sault Ste. Marie to Sudbury. Anyone who has a carload of ore to sell can dispose of it to us and he will be in as good a position as the farmer when he goes to market his grain.

"We are also erecting large chemical works in connection with the reduction works, for utilizing sulphur, and producing sulphurous anhydride for use in sulphide pulp mills. Alkali plants are also being built for the production of caustic acid and bleaching powder. The chemical works will cost \$500,000, while the alkali plants involve

76,800 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

For sale all over the World



16 Governments. 85% R.R., 70% U.S. Contracts. 70% of Total Production of America.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773.

Manufacturers of Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass. Also of a durable, highly-polished material called "MARBLETTE," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. Benders, Embossers, Brilliant Cutters, etc., etc. Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow 12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No 68 St. Helens.

an outlay of \$1,500,000. A sulphide pulp mill costing \$250,000 is being erected in connection with our existing plant. I should not forget to mention that we are about to establish a steel rail mill that will cost about \$2,500,000. This will have a capacity of 1,000 tons of steel rails daily."

"What about railway communication with the Helen iron mine in the Michipicoten district, of which you are the owners?"

"Well, a railway from the point of navigation to the Helen iron mine has been completed, and by the time navigation opens, our ore dock, the biggest on Lake Superior, will be finished. Already we have sold 500,000 tons of ore for shipment to the United States and various points in Ontario next season."

SUCCESS OR FAILURE.

AN item of news is occasionally brought up which says that so-and-so has been sold out, or that some other name has been taken from the list of business men, remarks Stoves and Hardware Reporter. In either case this means failure, a taking down of the sign and the closing of the store doors. Fortunately, these cases are comparatively rare nowadays, especially in stoves and hardware, but they are sufficiently numerous at all times to be worthy of more than passing notice.

What constitutes success, and what is it that leads to failure? So many causes are at work toward either consummation that it is impossible to do otherwise than generalize them. Here is a case in point: A hardware dealer in the Southwest, whose firm had always done a large and seemingly profitable business, recently told an acquaintance that he had failed "because I made a blamed fool of myself." Then he went into particulars and proved to his

own dissatisfaction that he would not have failed had he attended strictly to business. It may be mentioned incidentally that his former partner made a fresh start and is now doing much better than when he was a member of a firm and not doing business on his own account.

Almost everything in business depends upon the individual. One succeeds where others fail, simply because he has an aptitude for adapting himself to his surroundings, or has chosen those surroundings because they are best adapted to his own possibilities. A man may be a good moulder, and yet know nothing about selling stoves, or an expert in fine work on builders' hardware, and be unable to tell the meaning of a base rate on nails.

There are other considerations involved in success or failure. The choice of location is one. The buying of goods that may or may not suit the trade is another. A proper regard for the capital and its power of expansion are to be considered, as is also the expansion of credit, from both a buying and selling standpoint, not omitting the vital difference between cash and credit in both instances. There are many other contributing causes to success or failure, most of which will occur to the careful observer, but, after all that is said in philosophy or fact, there yet remains the conclusion that success or its opposite depends almost entirely upon the individual.

PERSONAL MENTION.

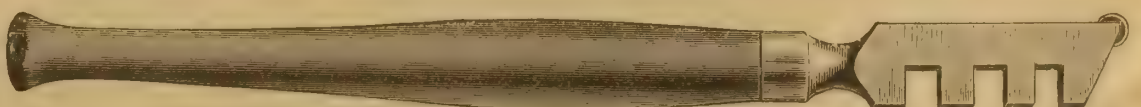
Mr. Scott, of Watt, Scott & Goodacre, Montreal, is spending the holiday season in Toronto.

Mr. W. G. Ritchie, plumber, Toronto, and secretary of the Toronto Master Plumbers' Association, has retired from business and accepted a position as traveling salesman with The Gurney Foundry Co., Limited.

Barrett's Glass Cutters Standard

Barrett's Practical Glass Cutters are the standard the world over.

Sold by more Hardware Dealers than all other makes combined. Send for prices and sample. W. L. BARRETT, Manufacturer, Bristol, Conn., U.S.A.



MANITOBA MARKETS.

WINNIPEG, January 2, 1900.

THERE is little change to report. Business is somewhat slow, but not more so than is in accordance with the season. Wholesale houses generally are preparing to take stock. Collections are still pretty slow, owing to the want of snow, though a large amount of money has been received. The absence of snow is being very much felt in lumber camps and wood camps generally. Practically nothing in the lumber line has yet been done this winter.

Preparations are actively pushed for the bonspiel, and during that time Winnipeg will be fairly inundated with visitors. As the curling season was late in opening, the practice of the various rinks is being very vigorously carried on.

In retail trade there is a complaint that owing to the open fall there has not been the usual demand for winter sporting goods. The price list for the week shows one or two slight advances, but owing to the heavy stocks on hand fluctuations at eastern manufacturing will not be felt here so speedily.

The price list for the week is as follows :

Barbed wire, 100 lb.	\$3 75
Plain twist	3 75
Staples	4 25
Oiled annealed wire	4 02
"	11
"	12
"	13
"	14
"	15
Wire nails, 30 to 60 dy, keg.	3 80
" 16 and 20	3 85
" 10	3 90
" 8	3 95
" 6	4 10
" 4	4 15
" 3	4 20
Cut nails, 30 to 60 dy.	3 15
" 20 to 40	3 20
" 10 to 16	3 25
" 8	3 30
" 6	3 35
" 4	3 65
" 3	3 90
" 3 fine	4 20
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1.	4 70
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1.	4 95
No. 2 and larger	4 70
Steel, No. 0 to No. 1	5 00
No. 2 and larger	4 75
Bar iron, \$3.00 basis.	
Swedish iron, \$5 basis.	
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge.	3 75
28 gauge.	4 00
Galvanized American, 16 gauge.	4 25
18 to 22 gauge	4 50
24 gauge.	4 75
26 gauge.	5 00
28 gauge.	5 25
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, IC charcoal, 20 x 28, box	11 00
" IX	13 00
" IXX	15 00
Ingot tin.	36
Canada plate, 18 x 21 and 18 x 24.	3 35
Sheet zinc, cask lots, 100 lb.	9 00
Broken lots.	9 50
Pig lead, 100 lb.	4 50

Wrought pipe, black up to 2 inch.	50 and 10 p.c.
Over 2 inch.	45 p.c.
Rope, sisal, 7-16 and larger.	12 00
" 3/4	12 50
" 1/2 and 5-16	12 00
Manila, 7-16 and larger	14 50
" 3/4	15 00
" 1/2 and 5-16	15 50
Solder	23
Cotton rope, all sizes, lb.	16
Axes, per box	\$6.00 to 8 00
Screws, flat head, iron, bright.	75 and 10 p.c.
Round " "	70 p.c.
Flat " brass	70 p.c.
Round " "	60 and 5 p.c.
Coach.	57 1/2 p.c.
Bolts, carriage 5-16 and smaller.	42 1/2 p.c.
3/4 and larger.	37 1/2 p.c.
Machine.	45 p.c.
Tire.	55 p.c.
Sleigh shoe.	65 p.c.
Plough	40 p.c.
Rivets, iron.	37 1/2 p.c.
Copper, No. 8, lb.	33 1/2 p.c.
Spades and shovels.	40 p.c.
Harvest tools.	50, 10 and 5 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1.	1 50
No. 2.	1 25
Octagon extra.	1 65
No. 1.	1 25
Linseed oil, raw, per gal.	62
" boiled	65
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol.	30 p.c.
" military.	15 p.c.
American R.F.	40 p.c.
C.F. pistol.	10 p.c.
C.F. military.	Net.
Loaded shells, Robin Hood, M.	\$20 00
Eley's soft, 12 gauge.	15 00
chilled, 12 gauge.	16 50
soft, 10 gauge.	20 00
chilled, 10 gauge.	21 00
American, M.	16 25
Shot, Ordinary, per 100 lb.	5 50
Chilled.	6 00
Powder, F.F.F., keg.	4 75
F.F.G.	5 00
Robin Hood	10 00
Tinware, pressed, retinned.	75 and 2 1/2 p.c.
" plain.	70 and 15 p.c.
Graniteware, according to quality.	50 p.c.
Turpentine, by barrel.	81c.
Less than barrel.	86c.

ADVANCE IN READY-MIXED PAINTS

Henderson & Potts, Halifax and Montreal, have issued the following circular to the trade which explains itself :

Owing to the continued advance in the value of all raw materials used in the manufacture of ready-mixed paints, and to maintain the recognized excellent quality of the goods we produce in this line, we have been compelled to increase our prices. In future, and until further notice, they will be as follows :

	Per gal.
" Anchor " ready-mixed house paints, in 1/4,	
1/2 and 1 gal.	\$1 10
" Anchor " ready-mixed floor paints, in 1/4,	
1/2 and 1 gal.	1 05
" Union " ready-mixed house paints in 1/4,	
1/2 and 1 gal.	95
" Union " ready-mixed floor paints, in 1/4,	
1/2 and 1 gal.	90

TOO NEAR THE TRUTH.

The coal merchant looked at himself uneasily in the glass :

" I am getting too stout," said he, " I must reduce my weight."

" I think you have reduced it too much already," said the man who bought half a ton from him the day before.

During the next few minutes the coal merchant was burning with indignation, and the customer displayed considerable warmth.—Michigan Tradesman.

WISE COUNSEL TO YOUNG MEN.

A YOUNG friend of mine was discharged from his place of business this week because he had become the victim of bad practices. His employers had worked with him a long time in the effort to have him mend his ways, but when he had gone so far as to become publicly intoxicated, resulting in an arrest and confinement, following the abstraction of money by him from the safe, they felt as if the limit had been reached. I saw the young man later in the week sitting down in the expectation that some prominent business man would rush up to him and invite him to accept a lucrative position with a large firm. The young man is making a mistake. Business men do not act on this line. They must feel confidence in the men they employ. John Rockefeller makes it conditional on the employment of a man that he will not speculate in grain or in stocks. He knows the danger to young men following such a course.

I am always annoyed when I see a young man, a mere boy, strutting along the street with a cigarette or a cigar in his mouth. I am always afraid of the business future of that boy. In saying this, I wish it understood that I am no extremist in the matter of smoking. I believe in smoking at a right age and in the right place, if anyone wants to smoke. There is a great difference, however, between smoking at sixteen years of age and indulging in the practice at forty. It is not the act of smoking itself that makes the sight unpleasant when indulged in by a boy, but it is what the act stands for—indifference, a sure indication that the boy has not grasped the idea of business and push, hence the advertisement that the act gives of the boy's capacity.

Suppose this boy is stepping along the street at a lively pace, face bright, looking happy. The banker or the business man in any branch of trade becomes accustomed to meeting this boy and he observes the lines of good breeding in his face. He becomes attracted to him and sooner or later he sends for him and makes inquiry about him. His face was the advertisement that brought him into notice, and which finally led to his business success in future life. Had this boy been smoking a cigarette he could have passed that banker every day of his life without securing from him the least attention. It is to be regretted that boys cannot see this more clearly than they do.—"Eli," in Ohio Merchant.

This is true liberty, when free born men, Having to advise the public, may speak free, When he who can, and will, deserves high praise ; Who neither can, nor will, may hold his peace : What can be juster in a state than this ?—Euripides

MacLean's Trade and Class Newspapers Cover Canada

THE CANADIAN GROCER

The grocery and general store paper of Canada. The only exclusively grocery paper in the Dominion.

Issued weekly, \$2 a year.

+++++

HARDWARE AND METAL

The only paper in Canada circulating among hardware, paint and oil dealers, plumbers and steamfitters, millmen, machinists, foundrymen and other manufacturers.

Issued weekly, \$2 a year.

+++++

THE DRY GOODS REVIEW

Only paper in Canada devoted exclusively to dry goods, millinery, men's furnishings, hats, caps, and clothing trades.

Issued monthly, \$2 a year.

THE BOOKSELLER AND STATIONER

The official paper of the Booksellers' and Stationers' Association of Canada.

Issued monthly, \$2 a year.

+++++

THE PRINTER AND PUBLISHER

Official organ of the Canadian Press Association and the Employing Printers' Association.

Issued monthly, \$2 a year.

+++++

THE MILITARY GAZETTE

The military paper of Canada. The only paper having an extensive circulation among the gentlemen of Canada.

Issued semi-monthly, \$2 a year.

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MONTREAL LIFE

The home magazine of the Canadian people.

Issued weekly, \$2 a year.

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Montreal, Toronto, Winnipeg, London, Eng.

Board of Trade.

26 Front St. West,

Western Canada Block.

109 Fleet St., E.C.

TRADE CHAT.

It is reported that Messrs. Hess, Weil and Steinfeldt, of New York, are forming a \$2,000,000 company to build a gigantic glue factory in Quebec. The contracts have been made with most of the tanners in Canada for their glue stock.

The Nickel Copper Co. of Ontario, Limited, is applying for a provincial charter to carry on a mining and refining business in Hamilton, Ont., with a capital of \$1,000,000.

It is said that the abnormally high price of broom corn is not due to an increased demand, but to a corner. It is not often that broom corn gets into a corner, especially when the hired girl handles it.—The Boston Transcript.

The shipments of coal from Springhill, N.S., for the 11 months ending with November, are 29,906 tons ahead of the shipments for the same period last year. The shipments for October were 33,353 tons, against 30,930 for October, 1898; for November, the shipments were 35,345 tons, against 34,039 for the corresponding month of 1898.

On Thursday, last week, 71 cases of gold specimens were sent from Victoria to Ottawa by the British Columbia Government. They are to be forwarded to the Paris Exposition. The exhibit, which includes one nugget valued at \$64, shows samples from nearly every creek in British Columbia. It is expected the number of samples will be increased to over 100.

TO SOLDER BRIGHT COPPER.

When it is desired to solder copper and to have the solder the same color as the copper surface, remarks an exchange, it may be done in the following manner: Moisten the solder with a saturated solution of vitriol of copper, and then, touching the solder with an iron or steel wire, a thin skin of copper is precipitated, which can be thickened by repeating the process several times. To make the solder brass-colored if it is desired to gild the soldering spot, it is first coated with copper in the manner indicated above, and then with gum or isinglass, and powdered with bronze powder. The surface thus obtained may, after drying, be brightly polished.

THE ACTIVITY IN SYDNEY, N.S.

In an interview, published in The Montreal Gazette on Wednesday, R. S. Hodgins, who has been spending some weeks in Cape Breton, in the interests of the Great West Life Insurance Company, stated that The Dominion Iron and Steel Company are now employing 2,500 men in the construction of their works at Sydney. It is expected that half of the 400 coke ovens will be completed

by July 1. Two of the 14 blast and steel furnaces are already completed. They are 165 feet high, about 25 feet in diameter at the base and 20 feet at the top. The other 12 furnaces are up from 80 to 100 feet. The first cargo of iron ore for these furnaces arrived on the 22nd of December. Contracts have been given for the erection, this year, of 1,000 houses which will rent from \$15 to \$25 per month. Within six months five banking institutions have opened branches in Sydney.

FUN AT CARPENTER'S.

The carpenter had put down his tools and gone for his luncheon.

"Life for me is a perfect bore," said the Auger.

"I'm a little board myself," said the Small Plank.

"There's no art in this country," observed the Screwdriver. "Everything is screwed in my eyes."

"You don't stick to anything long enough to know what you are driving at," interjected the Glue.

"That's just it," said the Screw, "He never goes beneath the surface the way that Jack Plane and I do."

"Tut!" cried the Saw. "I go through things just as much as you do. Life's stuffed with sawdust."

"Regular grind," said the Grindstone.

"I agree with you," observed the Bench. "It don't make any difference how well I do my work, I'm always sat on."

"Let's strike," said the Hammer.

"That's it," cried the Auger. "You hit the nail on the head that time."

"I'll hit it again," retorted the Hammer; and he kept his word, but he hit the wrong nail. That is why the carpenter wears his thumb in a bandage. It was his thumb-nail the Hammer struck.—Chicago Bulletin.

ENAMELS THAT COEXPAND WITH METALS.

The great difficulty hitherto experienced with cast or wrought iron objects coated with enamel is the unequal expansion and contraction of the two substances, thus causing a splintering of the enamel; but M. Saglio, according to an exchange, lately brought before the Societe d'Encouragement pour l'Industrie Nationale the results of his experiments in this connection, which have enabled him to constitute a whole series of enamels having various degrees of expansion. It appears that enamels containing cryolite, fluorspar and a little rutile, or native titanitic acid, possess very high degrees of dilatation, and that cast or wrought iron, coated with calcareous enamels containing no lead, which are not at all injurious, may be formed by using boric acid.

NEW YORK METAL MARKET

PIG TIN—The market was decidedly firm, with prices in New York up to about 25.95 to 26c. for 5-ton lots from store and a fraction more for smaller quantities. London cables quoted an advance of £1 for spot delivery and £1 5s. for three months' futures. There was no unusual buying here, yet enough to help along the effect of the advance in London prices that has taken place since the arrivals here the past few days, and the shipments from abroad have been moderate for a week past. On 'Change there were sales of 10 tons at 25.95c. for spot delivery.

COPPER—More than usually conflicting reports are in circulation regarding prices of Lake Superior ingot copper, some giving the impression that business was put through this week at as low as 16¼c., while others made the price 16¾c. There was similar wide margin of difference in quotations on other varieties of the metal. The range of sellers' prices was 16½ to 16¾c. for Lake Superior ingot; 16¼ to 16½c. for electrolytic bars, etc., and 16 to 16¼c. for ordinary casting stock.

PIG LEAD—The market remains very steady, with prices at 4.70c. for round lots for future shipment and 4.75 to 4.80c. for single carloads on the spot. Only ordinary consumptive business is taking place, and there is no sign of purely speculative interest in current negotiation.

SPELTER—Values are still somewhat unsettled, and the market is flat, with 4.50 to 4.65c. quoted for western, as to brand, delivered here, in carload or larger lots, for early shipment from primary markets. The latest London cable was £20 5s. for good merchant brands.

ANTIMONY—Regulus is steady at 9¼ to 11c., but selling in a moderate way only.

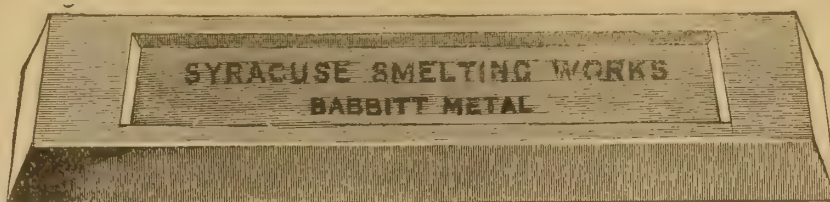
TINPLATE—There is still an absence of other than small business in this quarter, and prices very steady in the absence of any considerable cheapening of steel or pig tin.

IRON AND STEEL—The market for all crude and manufactured products continues moderately active, and prices remain firm all through.—Journal of Commerce, New York, January 4.

The G. W. Robinson Co., Limited, has received a charter to carry on the business of a general merchant in Hamilton, Ont. The capital stock is \$100,000, and the provisional directors are Messrs. George Webster Robinson, merchant, Hamilton; George Robinson, John William Little, wholesale merchants, London; John Gordon McIntosh, bookkeeper, London; George Christie Gibbons, barrister, London.

Use Syracuse Babbitt Metal

IT IS THE
BEST MADE



For
Paper and Pulp
Mills, Saw and
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Machinery,
Cotton and Silk
Mills, Dynamos,
Marine Engines,
and all kinds of
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ANTIMONY, ETC., FURNISHED PROMPTLY.

Factories : { 332 William St., MONTREAL, QUE.
and SYRACUSE, N.Y.

Syracuse Smelting Works

THE OAKVILLE BASKET CO.,

Manufacturers of

1, 2, 3 Bushel

Grain

AND

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BASKETS

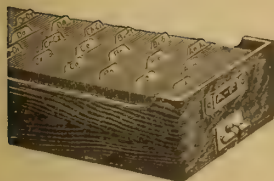
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BASKET CO.



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order, deliv-
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place in
Ontario and
Quebec.



Worth any number of pigeon holes or books. With it the busy business or professional man can collect in a small place all the information and loose details that are scattered throughout his office and desk. Each day is brought to his notice those matters which should have immediate attention. Consists of 400 Record Cards Ruled, 1 Alphabetical Index, 20 Blank Index Cards, 1 Handsome Polished Desk Drawer Tray, 9-in. long (add 10c. for each additional inch in length) made of quarter sawed oak. It not perfectly satisfactory you can have your money back.

Catalogue for the asking.

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45 Adelaide St. East. - - TORONTO

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Mention this paper.

PARTNER WANTED.

A PRACTICAL PARTNER WITH FROM \$3,000 to \$4,000, to take half interest in good Hardware Business in town in Manitoba. Address S. H. W., care HARDWARE AND METAL, Toronto. (2)

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TO THE TRADE

We wish you all prosperity and happiness for the new year, and would advise in order that you may secure same that you begin early this season to lay in your stock if you are of those.....

WHO DEAL IN BRUSHES....

Prices have already advanced and may take another upward tendency any day, so do not delay.

Our New Price List ready in a few days.

.....Write for Discounts.....

MEAKINS, SONS & CO.,
MONTREAL.

MEAKINS & SONS,
HAMILTON.

STANLEY'S UNIVERSAL PLANE.

INCLUDING :

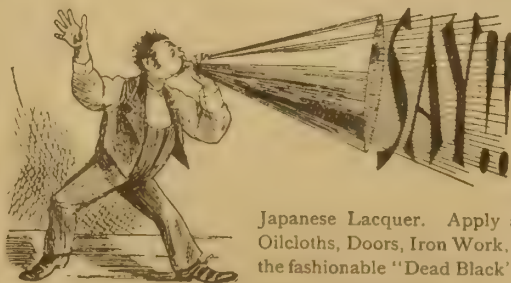
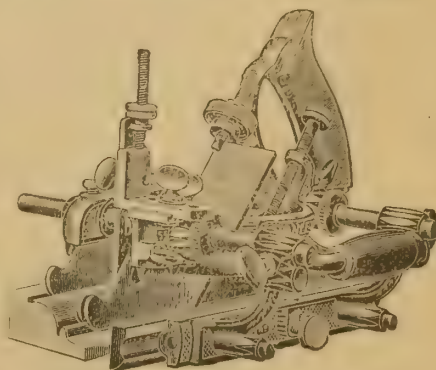
Moulding Plane, Match, Sash, Chamfer, Beading, Reeding, Fluting, Hollow, Round, Plow, Dado, Rabbet, Filletster and Slitting Plane.

No. 55. Universal Plane, \$16.00

WITH 52 CUTTERS.

The Plane is Nickel Plated; the 52 Cutters are arranged in four separate cases; and the entire outfit is packed in a neat Wooden Box.

SOLD BY ALL HARDWARE DEALERS.



Don't forget to Stock

JAP-A-LAC

A STAIN AND VARNISH COMBINED.

Produces a brilliant, elastic and beautiful finish, dries with the elasticity and hardness of Japanese Lacquer. Apply a coat over old Woodwork, Furniture, Floors, Oilcloths, Doors, Iron Work, Carriages, Bicycles, etc. Made in all colors, also the fashionable "Dead Black" Wrought Iron Finish for tarnished Chandeliers, Picture Frames, Lamps, etc. Try it once and you will always use it.

Why don't you sell TURPINE Spirits when Turpentine is so high? An excellent substitute for, and, in many respects, better than turpentine. Price to trade, 48c. per gallon.

Canadian Depot, A. WATT & CO.,

Tel. Main, 2568.

43 St. Sacramento St., MONTREAL.

HOW TO GET OUT A BALANCE SHEET.

James R. Macdonald, in Accountants' Magazine.

A BALANCE sheet, it may be explained initially, is simply a memorandum containing the capital and liabilities of a business at a given date, together with the assets or funds available to satisfy these. It is usually stated in the following form :

IRONMONGER & CO.

Balance sheet as at December 31, 1898.

Liabilities	£ 700
Capital	1,000
Assets	£1,700
	£1,700

From this it will be seen that a balance sheet is nothing more or less than a statement of affairs at a given date, compiled from any data—not necessarily from book records. It is not a ledger account, or part of any bookkeeping system, but merely a memorandum containing figures based on the account—if such exist. Hence the term "balance sheet" (or statement) to distinguish it from a balance account as used on the Continent.

A balance account is a general account in the ledger, into which, at a given date, the balances of all other accounts are transferred. Thereafter one obtains at a glance a kind of panoramic view of the financial situation of the business. For convenience, those items of receipt and expenditure, which relate to revenue, are collected into an intermediate account called the profit and loss account, and the balance of the latter only is transferred along with the others. The following is the form of a balance account :

IRONMONGER & CO.

Balance Account as at 31st December, 1898.

Dr.	
To assets	£1,700
	£1,700
Cr.	
By liabilities	£ 700
By capital	1,000
	£1,700

A balance account differs from a balance sheet, for, in the first place, the former is part of the bookkeeping system, while the latter is not. Second, the same items are placed on opposite sides of each form. Third, the "balance account" bears the symbols of an account proper with its "Dr. to" and "Cr. by," while the balance sheet should not. Fourth, as regards the bookkeeping, where the balance sheet is adopted, the books are "opened" for the new period by the balances brought down from the old, but where the balance account is in use, the new accounts have to be "opened" by journal entry, because all ledger balances have been already cleared off to the balance

account, and the latter itself balances. These simple rules do not appear to be generally known. The example given shows a balance sheet in its most rudimentary form. It is natural to assume that the parties interested in the business would require fuller information as to how their capital, liabilities, and assets are made up. The sole art of framing a balance-sheet consists in subdividing these three main divisions—capital, liabilities, and assets—in such a manner as to show the salient features of the business.

Another important matter is to display the various items in an intelligent manner, so as to bring out their relationship to each other. A good method is to set down, first in order, those liabilities which have to be paid at an early date, and against this the funds which would then be available to meet them. Likewise with future liabilities, as far as possible. A statement so displayed offers useful information and looks symmetrical. It is perfect in substance if it contains all the liabilities, funds and capital of the business. Perfection in form is, on the other hand, only approximately unattainable, because it is largely a matter of fancy, accuracy of principles, experience, and practical knowledge of the business. The latter is, for all practical purposes, a minor matter compared with perfection in substance, which all may attain.

Two typical balance sheets are worth considering in detail—those of a private trading company and of a limited liability company :

IRONMONGER & CO.

Balance sheet as at 31st December, 1898.

Liabilities—	
Bills payable	£5,000
Current accounts	2,500
	£7,500
Capital—	
A	£5,000
B	5,000
	10,000
	£17,500
Assets—	
Cash in bank	£1,000
Bills receivable	1,000
Current accounts	5,000
Stock	3,500
Freehold property	£5,000
Less mortgage thereon	3,500
	1,500
	£12,000

It will be observed that the subdivisions are so arranged as to bring out conspicuously the amount of each principal heading, and that, in the nature of things, the total assets must equal the total capital and liabilities, if the business is solvent. If insolvent, the amount of loss or deficiency, added to the assets, must equal, or "balance," the capital and liabilities taken

together. In private firms, any loss is deducted from the partners' capital, and any profit added on :

THE BUSYTOWN HARDWARE STORES, LIMITED.
Balance sheet as at December, 31, 1898.

Capital—

Share capital—

Ordinary	£1,000
Preference	1,000
Founders'	250
	£2,250
Reserve fund	500
Profit	725
	£3,475

Liabilities—

Bills payable	1,000
Ordinary credits	1,100
Dividends unclaimed	250
	£2,350
	£5,825

Assets—

Cash in bank	500
Loans against securities	1,500
Investments	2,000
Ordinary debtors	250
Office furniture	100
Live and dead stock	1,475
	£2,825

All balance sheets are reducible to the form of three principal divisions—capital, liabilities and assets; although, in the case of public companies it is not usual to do so.

Any observations on the best manner of displaying the various items in the balance sheet are equally applicable to a balance account. In either case the statement is simplified and more clearly explained by adopting the three-division principle.

The various items composing the assets and liabilities in the above balance sheets are more or less explanatory, and, with these examples to guide them, any of our readers, whether trading independently or as private or a limited company, will, we think, be able to make out a financial statement on the lines indicated.

HORSELESS FIRE ENGINES.

Now that the automobile is coming into such general vogue that all the traffic of our cities bids fair to be revolutionized thereby, we must look for a corresponding reform of our great municipal fire departments, says The Automobile Magazine. Steps in this direction have already been taken in Paris, where every fire brigade is to be equipped with horseless engines and apparatus; in Budapest, where self-propelled fire engines have become a familiar sight, and in New York, where the chief of the fire department can daily be seen darting to points of danger in a specially constructed automobile of his own, with which he can distance all other vehicles on the way.

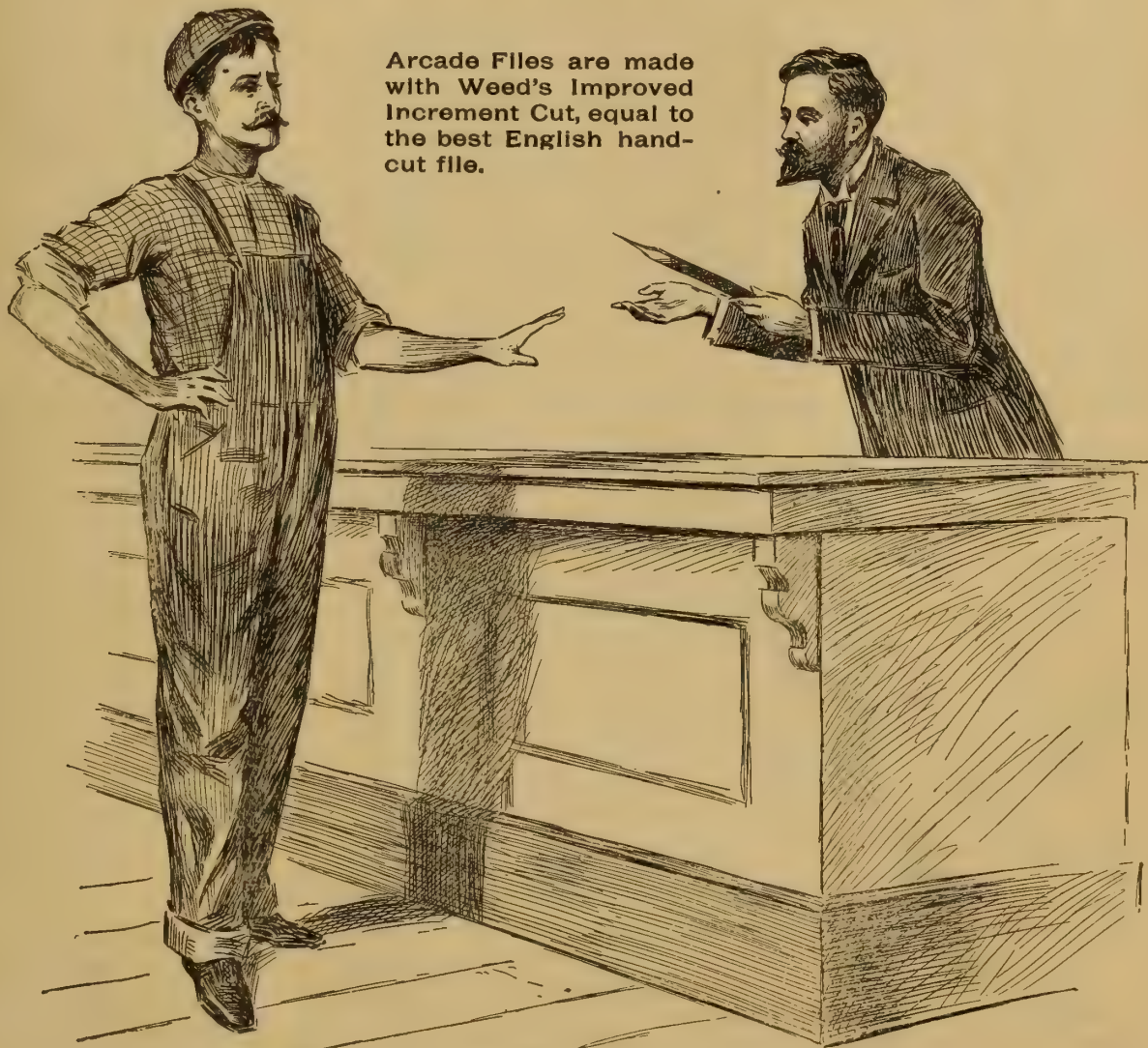
Blaquier & Jones, general merchants, Wyoming, have dissolved, Mr. Blaquier having decided to go west. George Anderson, senior clerk for a number of years, succeeds Mr. Blaquier, and the firm will henceforth be known as Jones & Anderson.

The WORLD'S GREATEST FILE WORKS

ESTABLISHED 1842.

There is no other file "just as good."

THE ARCADE IS THE BEST



Arcade Files are made with Weed's Improved Increment Cut, equal to the best English hand-cut file.

"I want an ARCADE file."

"We are all out of ARCADE files. Try this ; It is just as good."

"No, Sir. I want the ARCADE. It cuts faster and wears longer than any other file made."

NEW YORK:
97 Chambers St.

SAMUEL W. ALLERTON,
President.

THE ARCADE FILE WORKS

Works: ANDERSON, IND.

COURTLANDT C. CLARKE,
Sec. and Treas.

CHICAGO:
118 Lake Street.

ALFRED WEED,
Vice-President and Gen'l Mgr.

HEATING AND PLUMBING

JUST AN ORDINARY PLUMBER.

THE following is taken from a recent issue of *The American Artisan*: "The alleged humorists of the daily press and the comic weeklies have evolved a mythical creature from their distorted imaginations and have labeled him 'plumber.' Now, the plumber who is the target for the brilliant shafts of the joke writers is a man of straw, as fictitious a character as Madge Tulliver or Major Pen-dennis, but the constant harping on the extortions and idleness of this creation must prove galling to the average plumber, who does hard and not particularly inviting work, requiring a manual dexterity that can only come after assiduous practice, and a knowledge of sanitation that can only be derived from faithful study. I am glad, and I am sure all fair minded people will be pleased with me, to see a plumber occasionally given his just dues by the daily press.

"A recent issue of the *Portland Morning Oregonian* told how a foreman of a gas company, in boring a hole in a street without particularly looking where he was going, ran his augur through a lead water pipe with the result that the immediate vicinity had water to burn, so to speak, for quite a while. The foreman then ripped up the pavement, and, by jamming the end of the lead pipe, stopped the flow of water. This *Pacific Coast* paper continues the narrative as follows:

"The conundrum then was how to get the pipe repaired. A plumber was found who was equal to the occasion. He procured a lot of ice and some salt, and packed the mixture around the 'live' end of the pipe, and soon froze the water solid in it. He then cut off the jammed end, inserted a piece of the broken length, made two joints, and then, removing the ice, the pipe soon thawed out and the water flowed through it all right. The spectators who saw how it was done voted the plumber a genius, but he claimed no extraordinary credit for his skill, stopping such leaks being only a part of his business."

THE SEASON'S GREETING.

The friends and customers of *The Mechanics' Supply Co.*, Quebec, have been the recipients of one of the daintiest cards of greeting of the season. The front cover, which is an elegant representation of wedge-wood ware, is devoted solely to the expression of greeting. Inside, in a few brief

statements, the company make a review of the closed year, announce steady growth in their business, and express the wish for the future that their patrons may have a full measure of prosperity, and bespeak a continuance of past favors.

PLUMBING AND HEATING NOTES.

The assets of the estate of Nap. Vezina, plumber, Quebec, have been sold.

Assignment has been demanded of Her-menegilde Roy, plumber, Montreal.

There is an agitation for better heating in the Wallaceburg, Ont., opera house.

Assignment has been demanded of Theo. Goulet & Co., contractors, Montreal.

The board of managers of the Orphans' Home, Ottawa, are soliciting subscriptions for a new furnace.

A meeting of the creditors of Labelle & Deschamps, plumbers, Montreal, has been called for January 10.

Dosithe Dugas, plumber, Montreal, has assigned, and a meeting of creditors has been called for January 10.

Woodstock, Ont., voted in favor of a municipal electric light plant and of an all-night lighting service, on Monday.

It is reported that the Bank of British North America intends erecting a modern bank building on Government street, Victoria.

J. W. Munroe has purchased the property in Pembroke, Ont., between the Dickson and Foster blocks for \$3,000. He intends building a handsome brick block.

THE BRASS CONSOLIDATION.

The formal organization of the American Brass Company has just been completed by the election of the following officers and directors: President, Charles F. Brooker; 1st vice-president, A. A. Cowles; 2nd vice-president, James S. Elton; secretary and treasurer, John P. Elton.

Directors—Charles F. Brooker, Elisha Turner, James A. Doughy, William E. Dodge, D. Willis James, A. A. Cowles, James S. Elton, John P. Elton, C. N. Wayland.

The American Brass Company is a consolidation of the Ansonia Brass and Copper Company, the Coe Brass Manufacturing Company and the Waterbury Brass Company. It is organized under a special charter from the Connecticut Legislature. The capital is \$6,000,000, all in one kind of stock.

PREVENTING FREEZING IN ACETYLENE GENERATORS.

"F. G. E." recently wrote *The Metal Worker* as follows: "I have an acetylene gas machine, and it is in an exposed place where the water will freeze in cold weather. Can I use oil or salt water in the machine or any other liquid in place of water that will not freeze?"

This was the answer given: "The use of oil in acetylene machines has been found by experience to be unsatisfactory, owing to the oil changing under chemical action and interfering with the operation of the generator, besides making the machine dirty to handle. Oil could not be used as a substitute for water. The best protection is salt water, which, if properly prepared, will not freeze until the temperature drops to 6 deg. above zero. The preparation should produce what is termed a saturated solution, which means that salt should be put into the water until it will dissolve no more. It is best effected by the use of hot water, and the solution allowed to cool before it is put into the machine. No bad effect attends the use of salt in the water, and such experts as Professor Vivian Lewes recommend its use, owing to the fact that the gas after generation will not absorb or carry so much moisture from salt water as from fresh water."

THE REAL THING.

"I tell you, sir," he said, "the girls of to-day are not properly educated. Before I marry, I want to find a girl who is able to cook."

"Yes?" returned the other disinterestedly.

"Don't you?"

"Can't say that I care very particularly about that."

"What kind of a girl do you want, then?"

"What kind do I want? Oh, I want a girl who is able to hire a cook, and incidentally a butler and a coachman and a footman and all the rest that go to make life comfortable."

About \$50,000 have been spent in erecting new buildings in Ingersoll, Ont., this year, in addition to new post office and Customs offices erected by the Government.

A. J. Campbell, general merchant, Armow, Ont., has sold his stock to Thomas Watson, Pine River, Ont., for 100c. on the dollar. Mr. Campbell is retiring from business on account of ill-health, being a sufferer from nervous prostration.

EDUCATION GOES TO YOU

There are ambitious young men and women who cannot afford to stop work to prepare for a high position. Don't stop; you study "between times," and we guarantee you a thorough course through

EDUCATION BY MAIL

in Electrical, Mechanical, Steam, Mining and Civil Engineering; Metallurgy, Art Architecture, Practical Newspaper Work, English Branches, Stenography, Machine Design and Mechanical Drawing. Low price; easy terms.

Sent free to those who enroll now, a complete Drawing Outfit worth \$11.10, or other premiums.

Mention subjects interested in when writing to

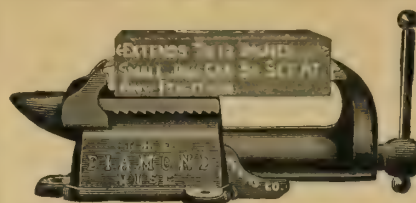
The United Correspondence Schools,

154-156 Fifth Ave., New York,

for Catalogue No. 108.

**DIAMOND VISE AND DRILLING ATTACHMENT**

U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95.

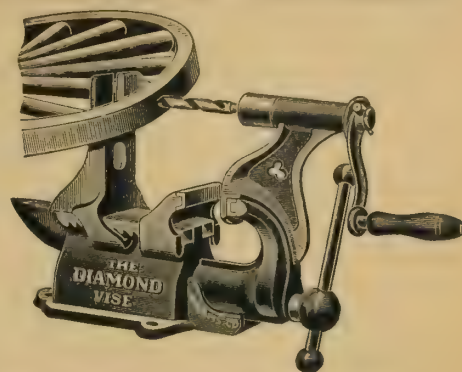


JAWS are faced with steel $\frac{1}{2}$ inch wide, 4 inches long, firmly fastened to jaw, checked and hardened. VISE weighs 38 pounds. DRILL weighs 13 pounds. For Sale by Jobbers of Hardware.

Made by—

The Adams Company, Dubuque, Iowa, U.S.A.

Made by **A. R. Woodyatt & Co., Guelph, Ont.**

**FOR SALE.****A NEW MARLIN RIFLE**

Never been used. Just the Rifle for practice. Price \$30. Will take \$20.

19 Board of Trade, Montreal

The Syracuse Smelting Works

ARE MANUFACTURERS OF

Plumbers' and Tinsmiths' Solder

of highest quality. Highest market prices paid for old Brass and Copper.

SYRACUSE SMELTING WORKS
MONTREAL.

SHIELD BRAND

Sheathing is the

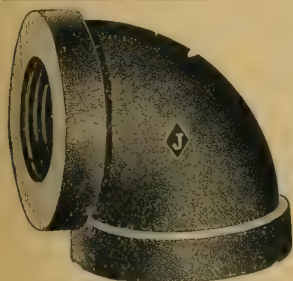
BEST.

Ask your dealer for it.

Manufactured by

Lockerby & McComb

65 Shannon Street, MONTREAL.



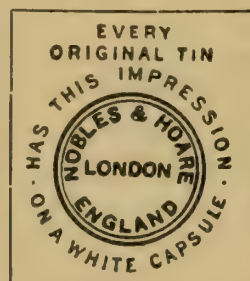
IRON. . .

PIPE. .

FITTINGS

Special Fittings made to order.
Supplies for Heating Contractors.

The James Morrison Brass Mfg. Co., Limited.
TORONTO.

**Nobles & Hoare.**

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.

IT PAYS YOU TO HANDLE

**BOECKH'S
... BRUSHES**

for the same reason that it pays you to handle a first-class article of any kind



BOECKH BROS. & COMPANY,

80 York Street, TORONTO.

Toronto Foundry Co.

Manufacturers of **SOIL PIPE, FITTINGS, SINKS, BOILER STANDS.**

Nos. 146-148-150 Niagara Street, TORONTO

The only Exclusive Manufacturers of
Soil Pipe and Soil Pipe Fittings in
Canada.

All goods stamped T. F. Co. are warranted

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A MEETING to appoint a curator for J. P. Robertson, general merchant, New Richmond, Que., has been called for January 11.

Thomas Cote, general merchant, St. Hilarion, Que., has assigned.

T. Perron, general merchant, Lake Megantic, Que., has assigned.

R. Ehrlich, general merchant, Chortiz, Man., has assigned to Thomas Ryan.

A. Bussiere, general merchant, Stanfold, Que., has compromised at 65c. on the dollar.

Alex. R. R. Smith, painter, Ottawa, has assigned, and a meeting of creditors has been held.

John Hudson Binns, hardware dealer, Killarney, Man., has assigned in trust to George D. Wood.

E. M. Edsall & Co., hardware dealers, Bowmanville, Ont., have assigned to Wm. H. Garrett, and a meeting of creditors has been called.

PARTNERSHIPS FORMED AND DISSOLVED.

Hall & Wadleigh, general merchants, Crosspoint, Que., have dissolved.

Egles & Linington, painters, etc., Toronto, have dissolved. Dissolution dates from January 1, 1900.

A. A. McKay, general merchant, River John, N.S., has admitted Herman McNab, under the style of McKay & McNab.

O. D. Chase & Son, sash and door manufacturers, Sutton, Que., have dissolved, and O. D. Chase has registered as proprietor.

P. E. Panneton and Eugene Panneton have registered partnership under the style of The Three Rivers, Que., Coal and Transport Co.

McCutcheon, Jones & Hannan, sash and door manufacturers, Grand Forks, B.C., have dissolved. F. E. Jones retires, selling out his interest to Robert C. McCutcheon.

SALES MADE AND PENDING.

J. J. Seeley, hardware dealer, St. John, N.B., has sold out.

J. Young, blacksmith, Minesing, Ont., is advertising his business for sale.

The office furniture of The Ottawa Porcelain and Carbon Co., Limited, has been sold.

The stock of J. R. Lemire, general merchant, Nicolet, Que., has been sold at 70c. on the dollar.

The assets of Paul McNally, general merchant, Campbell's Bay, Que., are to be sold on January 10.

CHANGES.

J. W. Ortwein, general merchant, Hensell, Ont., is removing to Seaforth.

Gillis H. Burnett is opening a hardware store in St. John, N.B.

George Cowie, blacksmith, Dollar, Ont., has removed to Richmond Hill, Ont.

Joseph Antonio Beaudry has registered as proprietor of the Specialties Mfg. Co., Montreal.

Dame Elizabeth Robitaille has registered as proprietress of P. Gauvin & Co., wheelwrights, Quebec.

FIRES.

H. M. Green, hardware dealer, Ridgetown, Ont., has suffered loss estimated at \$12,000 by fire. The insurance is placed at \$8,000.

DEATHS.

J. Hector, of Henderson, Hector & Co., dealers in agricultural implements, Wawanesa, Man., is dead.

CANADIAN PRODUCTS WANTED.

THE following were among the inquiries relating to Canadian trade received at the High Commissioner's office in London during the week ending December 15 :

1. A Scotch firm is open to purchase blankets and flannels if satisfactory prices are quoted.

2. An inquiry comes from the Midlands for plasterers' laths (either machine or hand riven) and quotations are desired delivered c. i. f. Liverpool and Glasgow.

3. The addresses of a few Canadian houses which are in a position to ship wood pulp, are asked for by an Antwerp firm.

4. A Welsh firm who import fir props for mining purposes, chiefly from Norway, Sweden and the Baltic ports, inquire if Canadian shippers could supply large quantities to the Mersey and Bristol channel by steam or sailing vessel.

The names of the firms desiring the above information can be forwarded by **HARDWARE AND METAL** on application.

TRAVELERS' CONFERENCE.

During the holiday week, the McClary Manufacturing Company took occasion to invite their travelers from the entire Toronto and London districts to meet together at their head office at London, to take part in discussions and exchange ideas with a view to bettering the articles of this company's manufacture.

Many good points were brought out, the result of which will be seen in more effective lines of stoves produced during the coming season, and also various changes in other lines of goods.

An instructive and pleasant time was spent by all, the programme including two luncheons served in London's best cafe.

PROSPECTS OF THE KLONDIKE.

WHILE there are very few "paying" creeks, it must be understood that nothing below a return of \$10 a day per man under the old expensive conditions has been considered "pay." But, when a sack of flour may be bought for \$1 instead of \$50, and all other things in proportion, it is apparent how great a fall the scale of pay can sustain. In California, gravel containing 5 cents of gold to the cubic yard is washed at a profit; but hitherto, in the Klondike, gravel yielding less than \$10 to the cubic yard has been ignored as unprofitable. That is to say, the old conditions in the Klondike made it impossible to wash dirt which was not at least 200 times richer than that washed in California. But this will not be true henceforth. There are immense quantities of these cheaper gravels in the Yukon Valley, and it is inevitable that they yield to the enterprise of brains and capital.

In short, though many of its individuals have lost, the world will have lost nothing by the Klondike. The new Klondike, the Klondike of the future, will present remarkable contrasts with the Klondike of the past. Natural obstacles will be cleared away or surmounted, primitive methods abandoned, and hardship of toil and travel reduced to the smallest possible minimum. Exploration and transportation will be systematized. There will be no waste energy, no harum-scarum carrying on of industry. The frontiersman will yield to the laborer, the prospector to the mining engineer, the dog-driver to the engine driver, the trader and speculator to the steady-going modern man of business; for these are the men in whose hands the destiny of the Klondike will be intrusted.—From "The Economics of the Klondike," by Jack London, in The American Review of Reviews.

SHARPENS HORSESHOES.

An observing individual has, according to an exchange, discovered that a blacksmith's hand engine, with its rotating flexible shaft, can be utilized in the smith for other purposes than clipping horses, and has patented his idea. He is Henry F. Smith, of Helena, Mont., and his scheme is to utilize the horse-clipper, or a similar device, for a horseshoe calk sharpener, dispensing with the usual rasp and file. An abrading disc is secured to the outer end of the spindle, and then rotated by the shaft and pressed against the projecting portion of a horseshoe, known as the calk. It rapidly cuts the iron away, it being usual to keep the calk sharpened, especially in winter time, to assist the horse in keeping his feet on icy pavements.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
22 St. John Street, Montreal.

Representing British and American manufacturers of
Tinplates, Tinned Sheets, Terne Plates, Canada Plates, Gal-
vanized Sheets, Imitation Russia Sheets, Black Sheets—Iron
and Steel—Hoops and Bands, Proved Coil Chain, Brass and
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.

**VanTuyl & Fairbank**

Petrolia, Ont.

Headquarters for . .

Oil and Artesian Well
Pumps, Casing, Tubing
Fittings, Drilling
Tools, Tables, etc.

R. C. LEVESCONTE

Barrister, Solicitor, Notary, Etc.

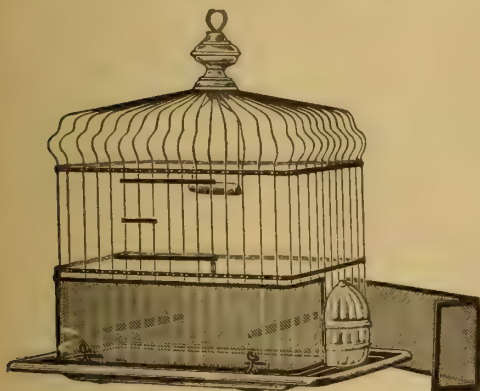
THE MCKINNON BUILDING
Cor. Jordan and Melinda Streets

. . . TORONTO

Telephone 689.
Cable "LeVesconte" Toronto.

E. T. WRIGHT & CO.,

Mfrs., Hamilton, Ont.



See Our Improved Detach-
able Wire Guard.

**"JARDINE"**

**TIRE UPSETTERS
WILL UPSET TIRES**

Some machines sold as Upsetters will not.
Perhaps you make as much money on the
sale of a useless Upsetter as on a good
one, but your customer does not. He
don't want a machine because it is called
an Upsetter; he wants a machine to upset
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

**A. B. JARDINE & CO.
HESPELER, ONT.**



PATENTED.

Standing Seam and Slate Roof SNOW SHOE IRONS

No snow rails need be used unless desired.
The lugs clinch through the seam easily
but securely. Send for catalogue.

**Berger Bros. Co.,**

Mfrs. of TINNERS' HARDWARE AND
ROOFERS' SUPPLIES,
Philadelphia, U.S.A.

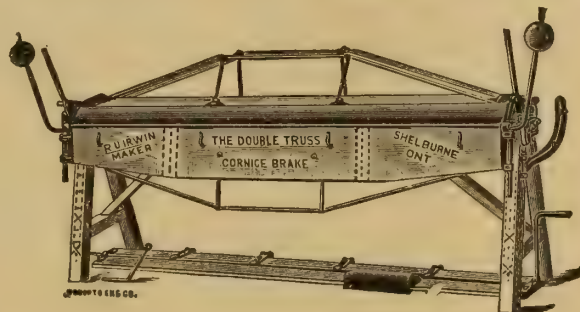
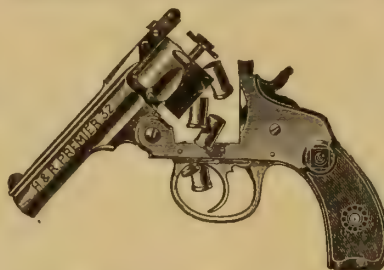
HARRINGTON & RICHARDSON ARMS CO.

WORCESTER, MASS., U. S. A.

Makers of ——— **High Grade REVOLVERS**

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and
Hardware Stores almost everywhere.



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$50

Very handy beader attachment, \$10 extra
if required.
Send for circulars and testimonials to

**The Double Truss Cornice
Brake Co. SHELBURNE, ONT.**

STEVENS IDEAL, NO. 44

This is as reliable and
accurate a rifle as can be
constructed. Placed at a
moderate price to meet the
demand for such a rifle. It
is recommended without
qualification and fully guar-

anteed. Made in the following styles:

.22 Long-Rifle R. F., 25 Stevens R. F., and .32 Long R. F. Standard length of barrel for rim-fire
cartridges, 24 inches. Weight 7½ pounds.

.25-20 Stevens C. F., .32-40 C. F., .38-55 C. F., and .44-40 (.44 W. C. F.) Standard length of barrel
for center-fire cartridges, 26 inches. Weight, 7¾ pounds.

Half-octagon barrel, oiled walnut stock and fore-arm, rifle butt, case-hardened receiver, sporting rear
and Rocky Mountain front sight.

Price, with standard length of barrel, \$13.00.

Can be obtained of any of the leading jobbers in Canada at liberal discount from this price.

Send for complete catalogue of our full line of Rifles, Pistols and Machinists' Tools.

J. Stevens Arms & Tool Co., P. O. Box 217, Chicopee Falls, Mass., U.S.A.

HUTCHISON, SHURLY & DERRETT

DOVERCOURT
TWIN MILLS.

1078 BLOOR STREET WEST
TORONTO.

Having equipped our Factory with entirely new machinery, we are prepared
to furnish the best made goods in the market at closest prices and make
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.

CORPORATE MARK



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO.,

Montreal

CURRENT MARKET QUOTATIONS

Jan. 5, 1910.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb. ingots, per lb. 0 32
Straits 0 32

Tinplates.

Charcoal Plates—Bright.
M.L.S., equal to Bradley. Per box
I.C., usual sizes \$6 50
I.X., " 7 75
I.X.X., " 9 00

J. R. & Co.—
I.C. 6 00
I.C. 7 25
I.X.X. 8 50

Famous—
I.C. 6 25
I.X. 7 50
I.X.X. 8 75

Raven & Vulture Grades—
I.C., usual sizes 5 00
I.X., " 5 75
I.X.X., " 6 50
I.X.X.X., " 7 25
D.C., 12½ x 17 4 50
D.X. 5 25
D.X.X. 7 25

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes 4 35
I.C., special sizes, base... 4 50
20x28 8 75

Charcoal Plates—Terne.

Dean or J. G. Grade—
I.C., 20x28, 112 sheets 8 50
I.X., Terne Tin 10 50

Charcoal Tin Boiler Plates.
Cookley Grade
X.X., 14x58, 50 sheet bxs }
" 14x80 " }
" 14x65, " } 0 07 0 07½

Tinned Sheets.
72x30 up to 24 gauge 0 08 0 08½
" 26 " 0 08½ 0 09
" 28 " 0 09 0 09½

Iron and Steel.

Common Bar, per 100 lbs 2 35
Refined 2 85
Horse Shoe 2 65

Hoop steel, 1½ to 3 in. base,
extras for smaller sizes 3 00
Swedish 4 00
Sleigh Shoe Steel " base 2 70
Tire Steel 2 70
Machinery 2 65

Cast Steel, per lb 0 10 0 11
Toes Calk Steel 0 12 0 14
Thos. Firth & Sons' Cast Steel
Russian Sheet, per lb 0 10½ 0 11
Tank Plates, 1-5 and thicker. 3 00
Boiler Rivets 4 50 5 00

Boiler Tubes.

1½ inch 0 11
2 " 0 12
2½ " 0 14

Steel Boiler Plate.

¾ inch 3 25
3-16 inch 3 40
¾ inch and thicker 3 25

Black Sheets.

18 gauge 3 10

20 gauge 3 10
22 to 24 " 3 20
26 " 3 30
28 " 3 50

Canada Plates.

All dull, 52 sheets 3 25
Half polished 3 35
All bright 3 75

Iron Pipe.

Wrought pipe, per 100 feet, ¼ to ¾ inch,
\$3 61; ½ inch, \$1.00; ¾ inch, \$4.20; 1 inch,
\$1.91; 1½ inch, \$7.85; 1¾ inch, \$9.75; 2 inch,
\$13.01. 2½ to 6 inch, discount 45 p.c.
Galvanized, ½ inch, \$6.50; ¾ inch, \$8.00;
1 inch, \$11.50; 1½ inch, \$16.00; 1¾ inch,
\$20.00; 2 inch, \$28.50.

Galvanized Iron.

G.C. Comet. Amer. Queen's
16 gauge 4 31 4 25
18 to 24 gauge 4 50 3 80 4 35 4 50
26 " 4 75 4 10 4 35 4 75
28 " 5 00 4 35 4 60 5 00
Less than case lots, 25c. per 100 lb. additional
28 gauge American equals 26 gauge English.

Chain.

Proof Coil, 3-16 in., per 100 lb
" ¼ " " 8 25
" 5-16 " " 6 50
" ¾ " " 5 60
" 7-16 " " 5 40
" 1 " " 5 30
" 1½ " " 5 05
" 2 " " 5 05
Halter, kennel and post chains, 4½ and 50 p.c.
Cow ties 40 p.c.
Stall fixtures 35 p.c.
Trace chain 25 and 5 p.c.
Jack chain, iron, single and double, dis-
count 3½ p.c.
Jack chain, brass, single and double, dis-
count 46 p.c.

Copper.

Ingot
English B. S., ton lots 0 19½ 0 20½
Lake Superior Bolt or Bar.

Cut lengths, round, ½ to ¾ in. 0 23½ 0 25
" round and square 1 to 2 inches... 0 23½ 0 25

Sheet.
Untinned, 14 oz., and light, 16
oz., 14x48 and 14x60 0 23 0 23½
Untinned, 14 oz., and light, 16
oz., irregular sizes 0 23 0 23½

NOTE.—Extra for tinning, 2 cents per
pound, and tinning and half planishing 3
cents per pound.
Tinned copper sheets 0 26
Planished 0 32

Braziers. (In sheets.)
4x6 ft. 25 to 30 lbs. ea., per lb. 0 25½
" 35 to 45 " " 0 24½
" 50-lb. and above, " 0 23½

Boiler and T. K. Pitts.
Plain Tinned, per lb 0 28
Spun, per lb 0 32

Brass.
Roll and Sheet, 14 to 30 gauge, 5 per cent.
Sheets, hard-rolled, 2x4 0 24 0 25
Tubing, base, per lb 0 24 0 25

Zinc Spelter
Foreign, per lb 0 07 0 07½
Domestic "

Zinc Sheet.
5 cwt. casks 0 07½
Part casks 0 07½

Lead.
Imported Pig, per lb 0 04½ 0 05
Domestic, per lb 0 05
Bar, 1 lb 0 05
Sheets, 2½ lbs. sq. ft., by roll. 0 05½ 0 05½

Sheets, 3 to 6 lbs., per sq. ft.,
by roll 0 05 0 05½
NOTE.—Cut sheets ¼ cent per lb. extra

Pipe, by the roll, usual weights per yard, lists
at 7 cents per lb. and 17½ per cent. discount
NOTE.—Cut lengths, net price, waste pipe
8-ft. lengths, lists at 7½ cents.

Shot.
Ordinary, drop, \$5.25 per 10 lb.; chilled
\$5.50 per 100 lb. F.O.B. Toronto; terms 3
per cent. cash, freights equalized on Montreal.

Soil Pipe and Fittings.
Discount, 50 per cent. on medium and extra
heavy, and 45 per cent. on light.

Solder. Per lb. Per lb.
Bar half-and-half 0 19½ 0 20
Refined 0 19 0 19½
Wiping 0 18½ 0 19

NOTE.—Prices of this graded according to
quantity. The prices of other qualities of
solder in the market indicated by private
brands vary according to composition.

Antimony. 0 11 0 11½
Cookson's, per lb 0 11 0 11½

White Lead. Per cwt.
Pure, Assoc. guarantee, ground in oil,
25 lb. irons 6 50
No. 1 do 6 12½
No. 2 do 5 37½
No. 3 do 5 00
No. 4 do 6 50

Robertson's Chemically Pure 6 50
Munro's Select Flake White 6 75
Elephant and Decorators' Pure 6 50

Red Lead.
Genuine, 560 lb. casks, per cwt. \$ \$5 00
Genuine, 100 lb. kegs, per cwt. 5 25 5 50
No. 1, 560 lb. casks, per cwt. 4 75
No. 1, 100 lb. kegs, per cwt. 5 00

White Zinc Paint.
Elephant Snow White 0 08 0 09
Pure White Zinc 0 08 0 19
No. 1 0 06 0 07½
No. 2 0 05 0 06½

Dry White Lead.
Pure, casks 0 05½
Pure, kegs 0 05½
No. 1, casks 0 04½
No. 1, kegs 0 05½

Prepared Paints.
(In ¼, ½ and 1 gallon tins.)
Pure, per gallon 1 00 1 10
Second qualities, per gallon 0 90 0 95
Barn (in bbls.) 0 70 0 90
The Sherwin-Williams Paints 1 30
Canada Paint Co's Pure 1 10 1 20
Robertson's Pure 1 10
Sanderson Peary's Pure 1 10
Toronto Paint and Color Co's
Pure 1 10 1 20

Colors in Oil.
(25 lb. tins, Standard Quality.)
Venetian Red, per lb 0 05
Chrome Yellow 0 11
Golden Ochre 0 06
French " 0 05
Marine Black 0 09
" Green 0 08
Chrome 0 19
French Imperial Green 0 19

Colors, Dry.
Yellow Ochre (J.C.) bbls 1 35 1 40
Yellow Ochre (J.F.L.S.), bbls 2 75
Yellow Ochre (Royal) 1 10 1 15
Brussels Ochre 2 00
Venetian Red (best), per cwt. 1 80 1 90
" English Oxides, per cwt. 3 00 3 25
" American Oxides, per cwt. 1 75 2 00
Canadian Oxides, per cwt. 1 75 2 00
Super Magnetic Oxides, 93 p.c. 2 00 2 25

Burnt Sienna, pure, per lb. 0 10
" Umber, " 0 10
" do Raw 0 09
Drop Black, pure 0 09
Chrome Yellows, pure 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre 0 03½
Ultramarine Blue in 28-lb
boxes, per lb. 0 08 0 24
Fire Proof Mineral, per 100 lb. 1 00
Genuine Eng. Litharge, per lb 0 07
Mortar Color, per 100 lb 1 25
James' Gen. Red Lead, 100 lb 0 05
Pure Indian Red, No. 45, lb. 0 08
Whiting, per 100 lb 0 55

Sulphate of Copper.
Casks, for spraying, per lb. 0 07
100-lb. lots, do. per lb. 0 08

Putty. 1 80
Bladders in 100 or 200 lb. kegs or bxs 1 85
Bulk in bbls., per 100 1 85
Bulk in less quantities 1 80
25-lb. tins, 4 in case 2 05
12½-lb. tins, 8 in case 2 30

Varnishes.
(In 5-gal. lots.) Per gal.
Carriage, No. 1 1 30 1 40
Extra do. 1 50 1 60
Body Varnish 3 40 3 50
Furniture Varnish 0 60 0 75
Extra do. 1 10 1 20
Demar Varnish 1 60
Hard Oil Finish 1 30 1 45
Orange Shellac Varnish 2 20 2 25
White Shellac 2 00
Rubbing Varnish 2 00
Brown Japan 85 1 00
Elastic Oak 1 40

Linseed Oil.
Raw. Boiled.
1 to 4 bbls., \$0 60 delivered \$0 63
5 to 9 bbls. 59 " 62
10 to 15 bbls. 58 f.o.b. point ship't 61
16 to 30 bbls. 57 " 60

Turpentine. 0 77
Single barrels 0 78
2 to 4 barrels Freight allowed. Toronto, Hamilton Lon
don and Guelph, 2c. less.

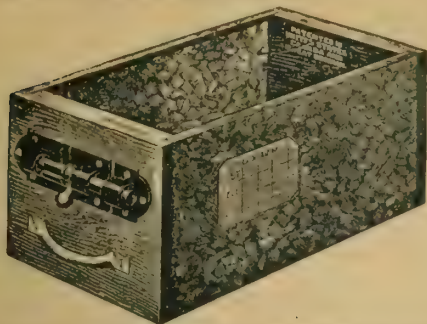
Castor Oil. 0 09
In cases, per lb 0 10
Small lots Cod Oil, Etc. 0 50 0 55
Cod Oil, per gal. 1 20
Pure Olive 90
" Neatsfoot 0 09

Glue.
(In bbls.) 0 08½ 0 09
Common 0 12 0 12½
French Medal 0 11 0 12
Cabinet, sheet 0 16 0 18
White, extra 0 22 0 30
Gelatine 0 16 0 18
Strip 0 19 0 20
Coopers Al clear 0 09

HARDWARE.
Ammunition.
Cartridges.
B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p.c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 p.c. Amr

SHELF BOXES AND SHELVING

We are prepared to make shelving in sections with boxes complete, edges of shelving being finished in same wood as box fronts. This will insure good fitting boxes, and greatly help those remodelling their stores. Full particulars from the maker of



Bennett's Shelf Box and the Klondike Sample Holder.

J. S. BENNETT, 20 Sheridan Ave., Toronto.
N.B.—No trouble to answer inquiries, or to give you the benefit of 23 years' experience as a hardwareman.

WARNOCK'S TOOLS

have been Canada's Standard for 55 years--- since 1844. Every article bearing our name is fully guaranteed. Always specify "Warnock's."

James Warnock & Co., - Galt, Ont.

Central Fire Cartridges, pistol sizes, Dom 30 per cent.

Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.

Central Fire, Military and Sporting, Amer. net list. B.B. Caps. discount 45 per cent. Amer.

Loaded and empty Shells, "Trap" and "Domination" grades, 25 per cent. Rival and Nitro, 10 p.c.

Brass-hot Shells, 55 and 10 per cent. Primers, Dom., 30 per cent.

Wads.

Best thick white felt wadding, in 3/4-lb. boxes, 1 00

Best thick brown or grey felt wads, in 1/2 lb. bags, 0 70

Best thick white card wads, in boxes of 500 each, 12 and smaller gauges, 0 99

Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35

Best thick white card wads, in boxes of 500 each, 8 gauge, 0 55

Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20

Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25

Thin card wads, in boxes of 1,000 each, 8 gauge, 0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—

11 and smaller gauge, 0 60

9 and 10 gauges, 0 70

7 and 8 gauges, 0 90

5 and 6 gauges, 1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge, 1 15

9 and 10 gauges, 1 40

7 and 8 gauges, 1 65

5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.

Anvils.

Per lb., 10 0 12 1/2

Anvil and Vice combined, 4 50

Wilkinson & Co.'s Anvils, lb., 0 19 0 08 1/2

Wilkinson & Co.'s Vices, lb., 0 19 0 10

Augers.

Gilmour's, discount 50 and 10 p.c. off list.

Axes.

Chopping Axes—

Single bit, per doz., 5 50 10 00

Double bit, " 12 00 18 00

Bench Axes, 40 and 15 p.c.

Broad Axes, 33 1/2 per cent.

Hunters' Axes, 5 50 6 00

Boy's Axes, 5 75 6 75

Splitting Axes, 6 50 12 00

Handled Axes, 7 00 10 00

Bath Tubs.

Zinc, 3 90 4 00

Copper, discount 40 and 10 p.c. off revised list

Steel clad, discount 20 per cent. Boxing extra.

Anti-Friction Metal.

Tandem A., per lb., 0 23

" B., " 0 19

" C., " 0 11 1/2

Magnolia Anti-Friction Metal, per lb., 0 25

F. O. B. New York or Chicago.

Bells.

Hand.

Brass, 60 per cent.

Nickel, 55 per cent.

Door.

Gongs, Sargent's, 5 50 8 00

" Peterboro', discount 27 1/2 per cent.

Cow.

American make, discount 68 1/2 per cent.

Canadian, discount 45 and 50 per cent.

Farm.

American, each, 1 25 3 00

House.

American, per lb., 0 35 0 40

Bellows.

Hand, per doz., 3 35 4 75

Moulders, per doz., 7 50 10 00

Blacksmiths', discount 40 per cent.

Belting.

Extra, 50 per cent.

Standard, 50 and 10 to 50, 10 and 5 per cent.

Agricultural, 60 and 10 p.c.

Bits.

Gilmour's, discount 50 and 10 per cent

Rockford, 50 and 10 per cent.

Jen. Gen., net list.

Car.

Gilmour's, 47 1/2 to 50 per cent.

Clark's, 40 per cent.

Clark's, per doz., 0 65 0 90

Diamond, Shell, per doz., 1 00 1 50

Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.

All sizes, per lb., 0 07 1/2 0 12

Bolts and Nuts.

Norway Bolts, full square, 65

Common Carriage Bolts, all sizes, 50

Machine Bolts, all sizes, 32 1/2

Coach Screws, 65

Sleigh Shoe Bolts, 70

Blank Bolts, 52 1/2

Bolt Ends, 62 1/2

Nuts, square, 3 1/2 c off

Nuts, hexagon, 4 c off

Tapping Nuts, 60

Tire Bolts, 60 and 10

Stove Bolts, 60 and 10

Stove rods, per lb., 5 1/2 to 6 c.

Plough Bolts, 50

Boot Calks.

Small and medium, per M., 4 50

Small heel, per M., 4 25

Bright Wire Goods.

Discount, 55 per cent.

Broilers.

Light, dis., 65 to 67 1/2 per cent.

Reversible, dis., 65 to 67 1/2 per cent.

Vegetable, per doz., dis. 37 1/2 per cent.

Henis, No. 8, " 6 00

Henis, No. 9, " 7 00

Queen City, " 7 50 0 00

Butchers' Cleavers.

German, per doz., 6 10 11 00

American, per doz., 12 00 20 00

Building Paper, Etc.

Plain building, per roll, 0 28

Tarred lining, per roll, 0 35

Tarred roofing, per 100 lb., 1 40

Coal Tar, per barrel, 3 75

Pitch, per 100-lb., 0 60

Carpet felt, per 100 lb., 2 50

Full Rings.

Copper, \$2 50 for 2 1/2 in. and \$2 for 2 in.

Butts.

Brass.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, dis., 60 per cent.

Wrought Steel.

Fast Joint, dis. 60 and 10 per cent.

Loose Pin, dis. 60 and 10 per cent.

Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair, 0 40 0 65

Cards.

Horse, per doz., 0 60 1 00

Carpet Sweepers.

Rissell, per doz., 22 50

World, " 21 75

Daisy, " 24 00

Star, " 18 00

Crown Jewel, per doz., 29 00

Grand Rapids, " 33 00

Carpet Stretchers.

American, per doz., 1 00 1 50

Bullard's, per doz., 6 50

Castors.

Bed, new list, dis. 55 to 57 1/2 per cent

Plate, dis. 52 1/2 to 57 1/2 per cent

Cattle Leaders.

Nos. 31 and 32, per gross, 50 9 50

Cement.

Canadian Portland, 2 65 2 90

English, " 3 00

Belgian, " 2 70

Canadian hydraulic, 1 00 1 10

Figures are for barrel lots.

Chalk.

Carpenter's, Colored, per gross, 0 45 0 75

White lump, per cwt., 0 60 0 65

Red, " 0 05 0 06

Crayon, per gross, 0 14 0 18

Chisels.

Socket, Framing and Firmer.

Broad's, dis. 60 and 5 per cent.

Warnock's, dis. 60 per cent.

Churns.

Evolution Churns, metal frames—No. 0, \$8—

No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—

No. 4, \$12.00—No. 5, \$16.00 each. Ditto,

wood frames—20c each less than above.

Discounts: Delivered from factories, 18

p.c.; from stock in Montreal, 56 p.c.

Terms, 4 months or 3 p.c. cash in 30 days.

Cinder Sifters.

Per doz., 1 25

Chips.

Axle dis. 65 per cent.

Closets.

Plain Ontario Syphon Jet, \$8 00

Emb. Ontario Syphon Jet, 8 50

Fittings, 1 00

Plain Teutonic Syphon Washout, 4 75

Emb. Teutonic Syphon Washout, 5 25

Fittings, 1 00

Plain Richelieu, 4 75

Emb. Richelieu, 5 00

Fittings, 1 25

Closet connection, 1 25

Basins, round, 14 in., 0 15

" oval, 17 x 14 in., 1 55

" 19 x 15 in., 2 30

Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair, 17 1/2

" 5, " 22 1/2

" 6, " 15

Boynton pattern, " 20

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis.

40 per cent.

Hart Mfg. Co. (bolt dies), (Amer. list), dis.

per cent.

Door Springs.

Torrey's Rod, per doz., (15 p.c.) 2 00

Coil, per doz., 0 88 1 60

English, per doz., 2 00 4 00

Draw Knives.

Broad's, dis. 60 to 60 and 7 1/2 per cent.

Warnock's, dis. 60 to 60 and 7 1/2 per cent.

Drills.

Hand and Breast.

Miller's Falls, per doz. net list.

DRILL BITS.

Morse's, dis. 37 1/2 to 40 per cent.

Standard, dis. 50 and 5 to 55 per cent.

ELBOWS. (Stovepipe.)

No. 1, per doz., 1 80

No. 2, per doz., 1 60

Bright, 20c. per doz. extra.

ESCUTCHEON ONS.

Discount, 27 1/2 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 45 per cent.

FILES.

Globe File Mfg. Co.'s dis., files, 6 1/2 and 10 to

70 per cent.

Black Diamond, 50 and 10 to 60 per cent.

Kearney & Foote, 60 and 10 per cent. to 60,

10, 10.

Nicholson File Co., 50 and 10 to 60 per cent.

Jewett's, English list, 25 to 27 1/2 per cent

Mechanics' Star & File Mfg. Co. Discount

60 and 10 to 70 per cent.

FORKS.

Hay, manure, etc., dis. 50 and 10 per cent.

HOLLOW WARE			OILERS.			SASH WEIGHTS.			Clout nails, blued and tinned.		
Discount,			McClary's Model galvan. oil			Sectional, per 100 lbs.			Chair nails		
45 and 5 per cent.			can, with pump, 5 gal.			Solid,			Cigar box nails		
HOOKS.			per doz.			0 00 11 00			Patent brads		
Cast Iron.			Zinc and tin, dis. 50, 50 and 10.						Fine finishing		
Fird Cage, per doz.			Copper, per doz.			1 25 3 50			Picture frame points		
Clothes Line, per doz.			Brass,			1 50 3 50			Lining tacks, in papers		
Harness, per doz.			Malleable, dis. 25 per cent.						" " in bulk		
Hat and Coat, per gross.									" " solid heads, in bulk		
Chandelier, per doz.									" " in bulk		
0 50 1 00									Tufting buttons, 22 line, in dozens only		
Wrought Iron.									Tin capped trunk nails		
Wrought Hooks and Staples, Can., dis.									Zinc glazier's points		
47 1/2 per cent.									Double pointed tacks, dozens.		
Wire.									" " bulk		
Hat and Coat, discount 45 per cent.											
Belt, per 1,000.			0 60 0 70								
Screw, bright, dis. 55 per cent.											
HORSE NAILS.											
"C" brand 50 p.c. dis.			Oval head.								
"M" brand 50 p.c.											
Acadian, countersunk head and oval											
top, 50 and 10 per cent.											
HORSESHOES.											
F.O.B. Toronto											
No. 2 and No. 1.											
Iron Shoes.			larger. smaller								
Light, medium, and heavy.			3 80 4 05								
Snow shoes.			4 05 4 30								
Steel Shoes.											
Light.			4 10 4 35								
Featherweight (all sizes).			5 35 5 35								
JAPANNED WARE.											
Discount, 45 per cent. off list, June, 1899.											
ICE PICKS.											
Star, per doz.			3 00 3 25								
KETTLES.											
Brass spun, 7 1/2 p.c. dis. off new list.											
Copper, per lb.			0 30 0 50								
American, 60 and 10 to 65 and 5 p.c.											
KEYS.											
Lock, Can., dis., 27 1/2 p.c.											
Cabinet, trunk, and padlock,											
Am. per gross.			60								
KNOBS.											
Door, japanned and N.P., per											
doz.			1 50 2 50								
Bronze, Berlin, per doz.			2 75 3 25								
Bronze Genuine, per doz.			6 00 9 00								
Shutter, porcelain, F. & L.											
screw, per gross.			1 30 4 00								
HAY KNIVES.											
Discount, 50 and 10 per cent.											
LANTERNS.											
Cold Blast, per doz.			7 50								
No. 3 "Wright's"			8 50								
Ordinary, with O burner			4 25								
Dashboard, cold blast			9 50								
No. 0.			6 00								
Japanning, 50c. per doz. extra.											
LEMON SQUEEZERS.											
Porcelain lined,			per doz. 2 20 5 60								
Galvanized			1 87 3 85								
King, wood			2 75 2 90								
King, glass			4 00 4 50								
All glass.			1 20 1 30								
LINES.											
Fish, per gross.			1 05 2 50								
Chalk			1 90 7 40								
LOCKS											
Canadian, dis. 27 1/2 p.c.											
Russell & Erwin, per doz.			3 05 3 25								
Cabinet.											
Eagle, dis. 30 p.c.											
English and Am., per doz.			50 6 00								
Scandinavian,			1 00 2 40								
Eagle, dis. 15 to 17 1/2 p.c.											
MACHINE SCREWS.											
Iron and Brass.											
Flat head, discount 25 p.c.											
Round Head, discount 20 p.c.											
MALLET.											
Tinsmiths', per doz.			1 25 1 50								
Carpenters', hickory, per doz.			1 25 3 75								
Lignum Vitae, per doz.			3 85 5 00								
Caulking, each.			60 2 00								
MATTOCKS											
Canadian, per doz.			8 50 10 00								
MEAT CUTTERS.											
American, dis. 25 to 30 p.c.											
German, 15 per cent.											
MILK CAN TRIMMINGS.											
Discount, 25 per cent.											
NAILS.											
Quotations are:											
Cut.			Wire.								
2d. and 3d.			\$3 60 \$4 30								
3d.			3 25 3 95								
4 and 5d.			3 00 3 81								
6 and 7d.			2 90 3 65								
8 and 9d.			2 75 3 45								
10 and 12d.			2 70 3 40								
16 and 20d.			2 65 3 35								
30, 40, 50 and 60d. (base).			2 60 3 30								
Steel Cut Nails 10c. extra.											
NAIL PULLERS.											
German and American.			1 85 3 50								
NAIL SETS.											
Square, round, and octagon,											
per gross.			3 38 4 00								
Diamond			12 00 15 00								
NETTING.											
Poultry, 45 per cent. for McMullen's.											
OIL.											
Canada refined (Toronto)			0 13 1/2								
Sarnia Water White			0 15								
Pratt's Astral			0 18								
Sarnia, Prime White			0 14								
American w. w.			0 16 1/2								

STOCKS AND DIES.			STONE.			Per lb.			Washita.		
American dis. 25 p.c.			0 28 0 60						Mindostan.		
			0 06 0 67						slip.		
			0 09 0 09						Labrador.		
			0 13						Axe.		
			0 15						Turkey.		
			0 57						Arkansas.		
			0 00 1 50						Water-of-Ayr.		
			0 00 1 10						Scythe.		
			3 50 5 00						Grind.		
			per ton 15 00 18 00								
STOVE PIPES.											
5 to 6 inch, per 100 lengths.			6 75								
7 inch, per 100 lengths.			7 25								
Stove Polish.											
No. 4-3 dozen in case, net cash			\$4 50								
No. 6-3 dozen in case,			7 50								
STEP LADDERS.											
Best grade, from 3 to 10-ft. long, per foot, 16c.											
2nd grade, 3 to 10-ft., per foot, 11c.											
TACKS BRADS, ETC.											
Strawberry box tacks, bulk			75								
Cheese-box tacks, blued			80 and 12 1/2								
Trunk tacks, black and tinned			80 and 12 1/2								
Carpet tacks, blued and tinned			75 and 10								
" (in kegs)			35								
Cut tacks, blued, in dozens only			70 and 10								
1/4 weights			55								
Swedes, cut tacks, blued and tinned—			80								
In bulk			80								
In dozens			70 and 10								
Swedes, upholsterers', bulk			80 and 12 1/2								
" brush, blued & tinned, bulk			45								
" gim, blued, tinned and			70 and 10								
japanned			30								
Zinc tacks			30								
Leather carpet tacks			55								
Copper tacks			50								
Copper nails			52 1/2								
Trunk nails, black			65								
Trunk nails, tinned			65 and 5								

WIRE FENCING.			F.O.B. Toronto		
Galvanized, 4 bar, 2 1/2 and 5			3 72 1/2		
Galvanized, 2 bar, 4 and 6			3 72 1/2		
Galvanized, plain twist			3 72 1/2		
Terms, 2 per cent. in 10 days.					
Barb wire is \$3.47 f.o.b. Cleveland.					
WIRE CLOTH.					
Painted Screen, per 100 sq. ft., net.			2 00		
Terms, 4 months, May 1; 3 p.c. off 30 days.					
WRENCHES.					
Acme, 35 to 37 1/2 per cent.					
Agricultural, 60 p.c.					
Coe's Genuine, dis. 20 to 25 p.c.					
Towers' Engineer, each			2 00 7 00		
" S., per doz.			5 80 6 00		
G. & K's Pipe, per doz.			3 40		
Burrell's Pipe, each			3 00		
Pocket, per doz.			0 25 2 90		
WRINGERS.					
Leader,			per doz. \$60 00		
Royal Canadian			58 00		
Royal American			48 00		
Discount, 45 per cent. terms 4 months, or			p. 30 days. Prices are f.o.b. London Ham-		
ilton Toronto, Brockville or Montreal.					
WROUGHT IRON WASHERS.					
Canadian make, discount, 25 per cent.					

WESTERN

Incorporated
1851.

ASSURANCE COMPANY

Fire and Marine

Capital, subscribed \$2,000,000.00
Capital - - - 1,000,000.00
Assets, over - - 2,340,000.00
Annual Income - 2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.

STAR HACK SAWS BUTCHER SAWS BRACKET SAWS

THE STAR HACK SAW

Has a file temper, and one 5-cent blade will do more work than \$1 worth of files. It will cut off an inch square bar of steel 100 times without filing.

THE STAR BUTCHER SAW

Will cut four times as long without filing as any other kind in use. It will cut off a half-inch rod of iron 30 times.

THE STAR BRACKET SAW

Is taking the place of all other kinds.

None of these Star Saws are to be filed, as the price is less than the cost of filing. They are taking the place of all other saws as fast as they become known.

For Sale by Most Hardware Dealers

We also make a Power Hack Saw which may be found in most machine shops and iron working establishments, and should be found in all.

MILLERS FALLS CO. 28 Warren Street
NEW YORK

FULL STOCK

DIAMOND BRAND



WIND GUARDS,
CHIMNEY TOPS,
FLUE LININGS,

CULVERT PIPES,
SEWER PIPES,
INVERT BLOCKS.

Manufactured by the

HAMILTON AND TORONTO SEWER PIPE CO.

Hamilton, Ontario.

Limited

Deseronto Iron Co.

LIMITED
DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

Belleville Business College, BELLEVILLE, ONT.



Our Commercial or Business Course

is exceptionally varied and comprehensive, providing not only complete familiarity with the elements of bookkeeping and the ordinary forms of books, but it introduces such a variety of special features of modern bookkeeping, that the student is able to ADAPT HIS KNOWLEDGE TO ANY CONTINGENCY which may arise in his experience as a bookkeeper.

This Department prepares for all Accountancy Examinations.

This College is open throughout the year.

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Executive Offices: 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the re-uits may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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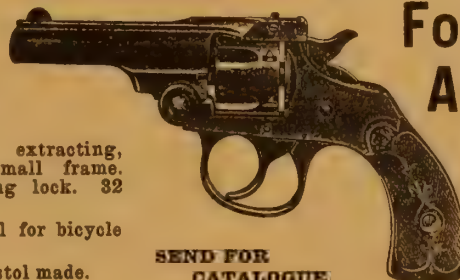
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Made with shorter barrel for bicycle use.

The most perfect small pistol made.



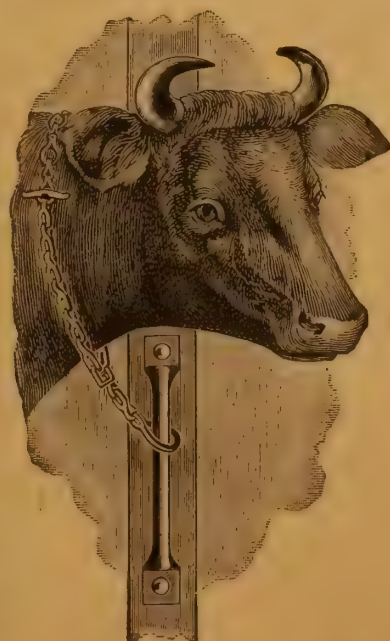
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Manufacturers of
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The special features of the tie and stall fixture are well shown in the illustration. As will be noticed the chain is very short which prevents all danger of entanglement with the animal's foot. At the same time the form of the fixture is such that great freedom is allowed to the head. Because of the short chain this tie is much cheaper than the ordinary patterns.

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This form of tie and stall fixture are sometimes called Niagara pattern.

American or Flat Link Chain,

for years the standard cow tie chain in "the States," is now rapidly coming in favor in Canada. Its short link, handsome appearance and smooth surface—which cannot injure the animal's neck—make it superior to all other styles of chain for cow-ties.

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ONEIDA COMMUNITY, Limited, NIAGARA FALLS, ONT.

Est. 1868

Inc. 1895

Black Diamond File Works

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Awarded
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HAVE YOU TRIED IT?

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BLUESTONE

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FOR STEAM

HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand
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Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

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ALL KINDS AND FOR ALL PURPOSES.

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"FIRMUS" Transmission Rope from the finest quality Manila hemp obtainable.
Orders will not be accepted for second quality or "mixed" goods.

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Langwell's Babbitt.

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AND METAL
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO, JANUARY 13, 1900.

NO. 2



The name and trade mark appear on each box and bar, and besides this the words "Manufactured in United States" and "Patented June 3, 1890" are stamped on the under side of each bar.

Magnolia Metal is still selling at the same price it has always sold at—no advance.

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Best Anti-Friction Metal for
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GENUINE MAGNOLIA METAL is made up
in bars, of which this is a

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WE TAKE THE RISK

when you buy "QUEEN'S HEAD."

It can be returned if any defect is
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Safe!

That little word means everything to the man who is putting hot water or steam into his house—the radiator that leaks or wears out endangers the safety of the house. Above all things the Safford Radiator is *safe*—with it there is absolute security for all time.

There are no rods, bolts or packings—the pipe connections are made with *screw nipples*. There is nothing to get out of repair. Every Radiator is guaranteed to stand a pressure of 140 pounds to the square inch—double the pressure that any other radiator even pretends to bear. 25 different styles for 25 different purposes. Send for illustrated catalogue of

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74 YEARS.

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SHEARS



ACKNOWLEDGED THE BEST.

Tailors' Shears, Trimmers, Scissors, Tinnern's Snips, etc.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 90 Chambers St.

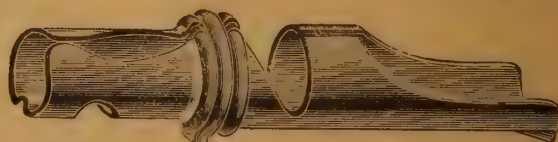
NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

Established 1860

Incorporated 1895

"Eureka" Steel Sap Spouts



NEATLY PACKED
in cardboard boxes
100 each. Made in Berlin
Bronze, 24, 22, 20
gauge; Tinned Steel,
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ECONOMICAL, durable and
cheap. Holds the bucket
safely and securely. Prevents
all leakage and waste. Easily
inserted, does not injure the
tree, and secures full flow of
sap.



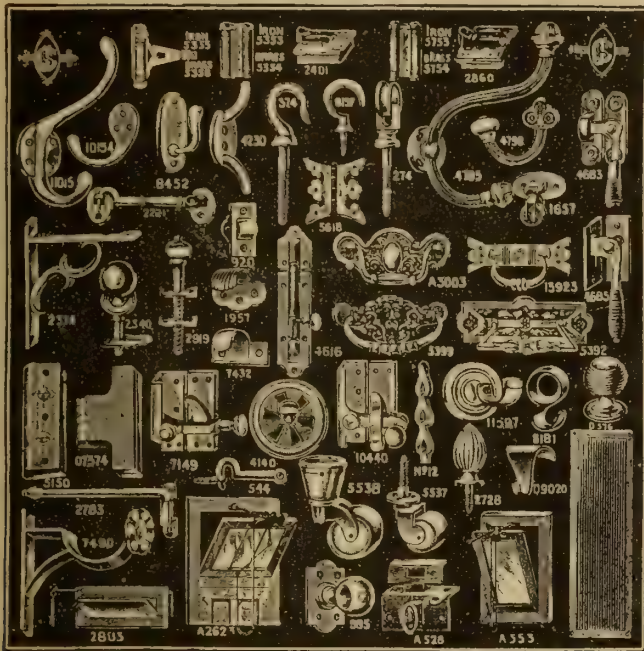
Patented 1896. Cut shows full size of spout

Supplied with or without hooks: When ordering kindly mention which is required.

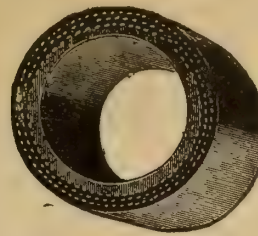
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Manufacturers of every description of **Limited**
CABINET, BUILDERS', FURNISHING AND NAVAL BRASSFOUNDRY
BIRMINGHAM, ENGLAND.



London Showrooms: 57 Holborn Viaduct, E.C.



Hose made with Seamless
Tube.
No seam to open.

A GARDEN HOSE TALK.

The public demand Garden Hose that will stand high pressures suddenly applied, and exposure to all weathers.

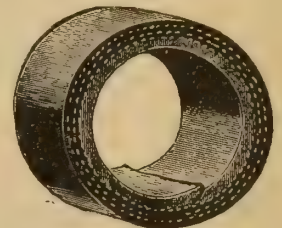
To satisfy these demands, strong duck well protected both inside and out is required.

Weights of duck differ with price of hose. The heavier the duck—all other things being equal—the stronger the hose. We aim to have our cheapest hose stand city pressure.

The inner tube of all qualities of our hose is made by our **PATENT SEAMLESS PROCESS**. With a seamless tube, drawn as is lead pipe, the entire inner circumference is equally strong. There is not a seam for the water to find its way through and thus reach the duck, and eventually cause a leak or leaks.

The cover of our Garden Hose is made to withstand the action of sun, wind, and water.

Our **PATENT SEAMLESS TUBE GARDEN HOSE** is strong and will withstand the action of water from within and weather from without, therefore it is reliable, and it will pay you to handle it. **No returns, No unpleasantness with customers.**



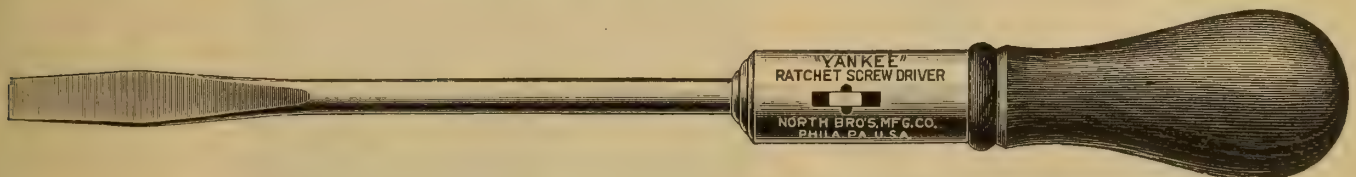
Hose with lapped or butted
seam.
Liable to open where joined.

THE CANADIAN RUBBER CO.

MONTREAL. TORONTO. WINNIPEG.

"YANKEE" TOOLS

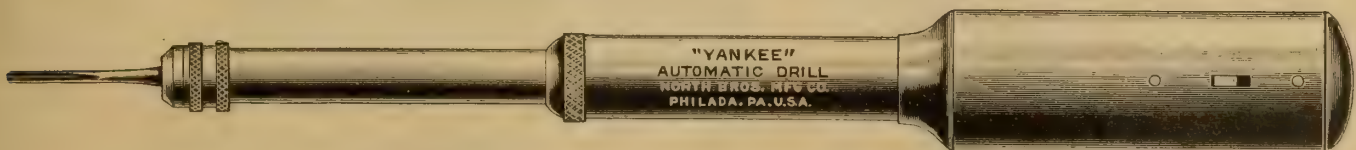
are sold by Leading Jobbers
throughout the Dominion.



No. 10 RATCHET SCREW DRIVER, 2, 3, 4, 5, 6, 8, 10, 12 inch,



No. 30 SPIRAL-RATCHET SCREW DRIVER.



No 40 AUTOMATIC DRILL.

FREE A handsome lithographed and embossed Sign in colors, on tin, to dealers handling these tools. Separate sign for each tool. Write at once which sign is wanted and it will be mailed post paid.

SEND FOR "YANKEE" TOOL BOOK.

North Bros. Mfg. Co.
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FOR...
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We have pleasure in informing the trade that, again for 1900, we are Sole Canadian Agents for these very popular Blue Flame Oil and Gasoline lines. . . .

The Quick Meal "Wickless" Blue Flame Oil Stoves have already had a phenomenal success. With improved features this season, that add even greater merit, they will be found quick sellers—without a peer.

Handling best goods insures briskest trade.

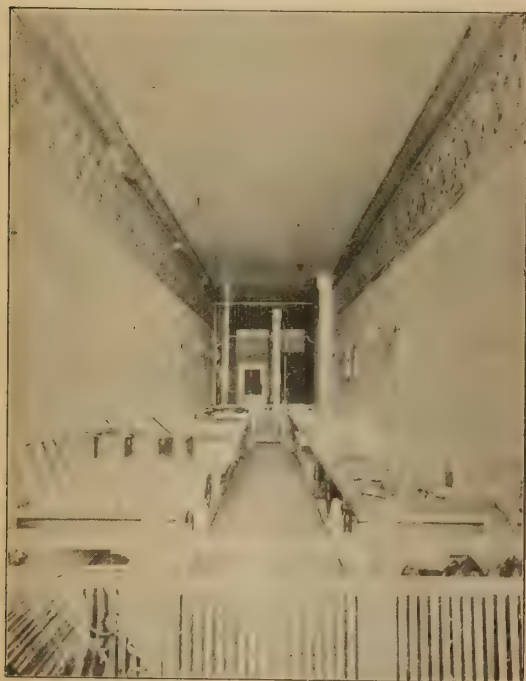
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Luxfer Prisms successfully lighting a store 100 feet long.



This is the best that ordinary glass could do before.

There
Need Be
No
DOUBT

If You
Buy,
You Save
Money.



IF YOU WANT MORE DAYLIGHT, YOU WANT LUXFER PRISMS.

WE MAKE VISITORS WELCOME, AND SOLICIT LETTERS OF ENQUIRY.

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Fine Varnish & Japan
Manufacturers
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Permanent**

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Ready for use with cold water. Anyone can apply it.
 It won't decay on the wall—won't rub off or peel.
 16 beautiful tints and white.

The Alabastine Co'y, Limited - Paris, Ont.

TRADE IN THE NORTHWEST SUPPLIED BY

G. F. Stephens & Co., Winnipeg, Man. Vancouver Hardware Co., Vancouver, B.C.

Hardwood CHARCOAL in Bulk or Sacks.
WOOD ALCOHOL equalling Methylated Spirits as a solvent.

Manufactured only by...

THE STANDARD CHEMICAL CO., Limited

Factories { Fenelon Falls.
 Deseronto.

Gooderham Building, TORONTO

BRASS...

RODS, SHEETS, TUBES.

COPPER

INGOT, BAR, SHEETS, TUBES.

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Samuel, Sons & Benjamin

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GEORGE TUCK & CO.

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KNOX HENRY, Heavy Hardware
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mingham, Eng.

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Register, containing over 5,000 entries of new and
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Established 25 years for the purpose of introducing those
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SEYBOLD, SON & CO.,

Established 30 years.

Carrying a complete assortment of **HARDWARE**,
from a Needle to an Anchor.

NEW CATALOGUE

No. 8, January 1900, has been mailed
to all Hardware Merchants. Have you
received it?

The B. GREENING WIRE CO., Limited
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DAVID MAXWELL & SONS

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Steel Frame.

"MAXWELL FAVORITE CHURN"

PATENTED FEATURES: Improved Steel Stand,
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LAWN MOWERS. High and Low Wheels,
from 12-in. to 20-in.
widths. Cold Rolled
Steel Shafting, Cruci-
ble Steel Knives and Cutting Plate

WHEELBARROWS. In Four different sizes.

If your Wholesale House does not
offer you these articles

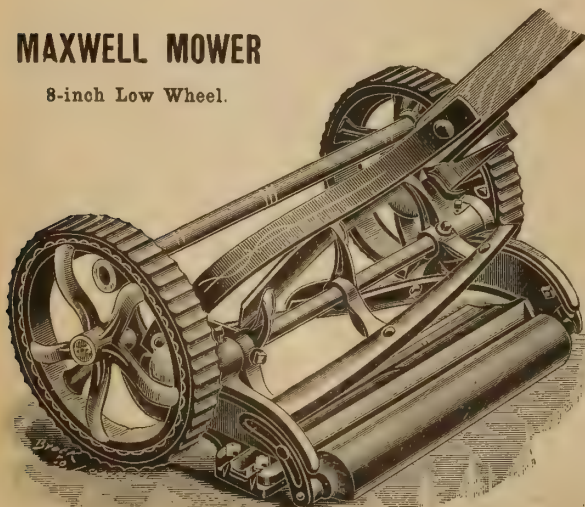
SEND DIRECT TO US.



Wood Frame.

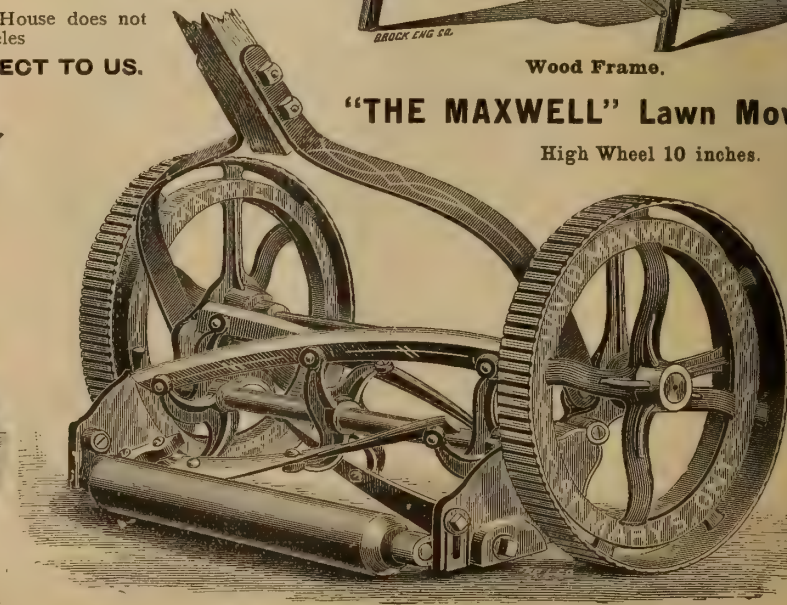
MAXWELL MOWER

8-inch Low Wheel.



"THE MAXWELL" Lawn Mower

High Wheel 10 inches.



WOOD, VALLANCE & Co.,

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SKATES

...AND...

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possess a peculiar toughness
adapting them for the HARD-
WARE TRADE.

The long fibre we make
them of is responsible for this.

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PRINTED or UNPRINTED.

The E. B. EDDY CO., Limited

Hull, Montreal, Toronto, Quebec, Hamilton, Kingston, St. John,
Halifax, Winnipeg, Victoria, Vancouver, St. John's, Nfld.

Dealers Doubled their Dollars

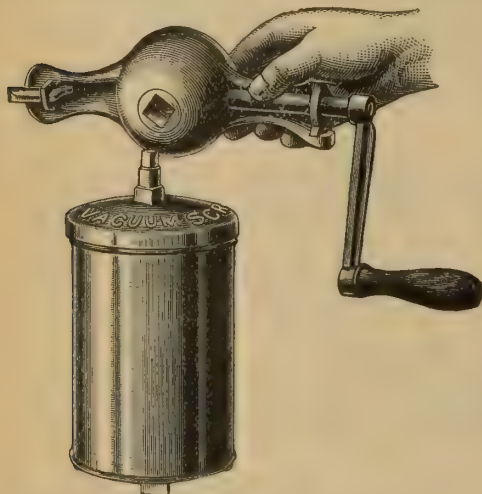
by adopting the proposition we made them last year. We approached them then with what we *thought* would win out. **This Year** we ask you to take advantage of what *has proved* itself a winner. We have letters from dealers saying it increased their freezer business last year 200 per cent. With the first order for 1 dozen Peerless Iceland Freezers we advertise them so as to send freezer customers to your store—they will buy other goods as well as freezers. Write us. The particulars will interest you.

Peerless Iceland Freezers

Sell Easily.

Ice Cream in 3 Minutes.

Satisfy Perfectly.



(We have a record of one minute and forty-five seconds, but above allowance is for inexperienced people).

No complicated machinery to get out of order.

Gearing enclosed both top and bottom.

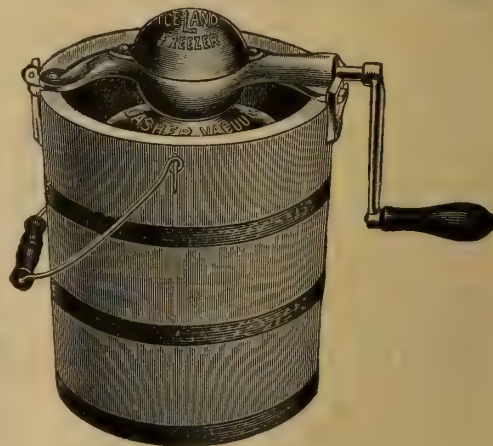
No cogs on can top to catch ice and salt.

Metal parts all coated with pure block tin.

The Freezing Freezer.

W. G. Putman had a big crowd all day yesterday, watching the man making ice cream in two and a half minutes. This was done with the Peerless Iceland Freezer, and the callers at the store were served with the cream during the day. The freezer is substantially built and is the best on the market. Just to show what it could do one batch of cream was frozen in one and three quarter minutes. It is absolutely salt water proof.—*Peoria Herald*.

all and one gus the was line bas on It as a had



DANA & CO., Cincinnati, O., U. S. A.
Departments "R."



The Peerless Ice Chipper

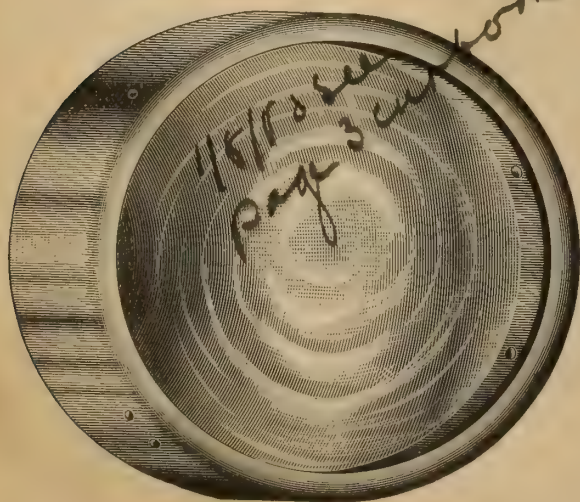
Made from one solid piece of steel heavily coated with tin. Chips ice properly and rapidly. Best tool made for the purpose. Saves time and ice.

Kemp's Broad Hoop, Roll-Rim Milk Can Bottoms

Introduced to the Trade in

1899

and generally pronounced to be the best ever offered.



These

Broad Hoop Roll-Rim Milk Can Trimmings

have been improved for season of

1900

and will be found to be the strongest and therefore the most serviceable.

Kemp Manufacturing Co.

TORONTO, CANADA.



President,
JOHN BAYNE MacLEAN,
Montreal.

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Subscription Canada, \$2.00 Great Britain, \$3.00

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SHALL THE RETAILER IMPORT GLASS?

SHOULD the hardware dealer place import orders for glass, or should he buy from the jobbers as he needs it?

As a rule it has been found a good investment on the part of retailers to place import orders, for, though there is almost always loss sustained through breakage, the difference between import and stock prices is such that a material saving has gone to import buyers.

Last year this was particularly the case, for, after import orders had been placed, the glassmakers of Belgium had to deal with unusual conditions.

First, the coal miners "went out," and their supply of fuel was curtailed. Then their own employes struck, with the result that the production of glass in Belgium was reduced considerably below the estimated output.

At the same time the demand from the many portions of the globe which depend largely on Belgium for their glass was considerably in excess of former years.

It was, therefore, natural that, in the face of so large a demand and so decreased a production, prices should go away up.

Not only did prices advance, however, but great difficulty was experienced by the jobbers who acted as agents in taking the import orders in getting deliveries made. Some of them were not made, in fact, during the summer season, and the importers had to pay winter freight charges. This reduced, though it did not take away, the saving made by placing import orders.

This year the conditions are somewhat different. Whereas, the basis upon which import orders were taken last year was \$2.80 for "Star" glass in 100-foot boxes, this year the basis will be from \$3.60 to \$4, an advance of from 28 to 42 per cent. And whereas, last year the terms were two months from the date of Customs' entry and subject to discount for cash, this year they are net list two months from date of bill of lading in Belgium.

The question is, therefore, will prices be maintained throughout the year? There is good reason to believe that the demand from the different consuming countries will be fully as large as was manifested throughout the last season, but to count on any limitation of production because of strikes, as was the case last year, would not be business.

Whether the hardwareman eventually decides to import or not this year, his decision should be the result of mature consideration.

FAILURES IN CANADA FOR 1899.

THE total number of commercial failures in Canada last year was 1,285, compared with 1,427 in 1898, a decrease of nearly 10 per cent.

The assets were \$4,507,608 against \$4,085,722 in 1898, and the liabilities \$11,077,891 against \$9,644,100.

This was an increase of 10.32 per cent. in the assets and of nearly 15 per cent. in the liabilities.

But some consolation for the fact that the increase in the liabilities was greater than the increase in the assets is to be found in the proportion of the assets to the liabilities: In 1898 the proportion of the assets to the liabilities was 42.39 per cent.; in 1899 it was 44.69, a difference of 2.33 per cent. in favor of the latter year.

FENDERS FOR TORONTO STREET CARS.

The street railway company of Toronto suggests that the Government appoint a commission to report upon the best fender for street cars.

The idea is a good one—for the street railway company.

One thing is certain: A worse fender than that used by the Toronto Street Railway it would be difficult to discover. Ottawa, Montreal, St. John (N.B.), Quebec, Halifax, New York and Chicago have nothing approaching it for either cheapness or inefficiency.

If the Toronto Street Railway really desire a fender that will scoop people up instead of flattening them out in order to go under the car with more facility, it need not travel far to secure the desideratum.

BUSINESS MEN SHOULD DISCOURTEANCE IT.

THE people and newspapers in Canada whose special delight is to breed race and religious prejudices in the country have come prominently into evidence again during the last couple of months.

If there is one thing more than another which has been the curse of Canada, it is these breeders of race and religious prejudices. The periods during which they occupy much prominence are not, as a rule, long, but they have usually been long enough to be decidedly unpleasant and injurious to the country.

They bob up, and the common sense of the majority of the people knocks them down. But, just as we are congratulating ourselves that they have been killed outright, something happens which calls them into existence again, and we learn that, instead of being killed, the blow that knocked them down merely stunned them.

The method of sending the first Canadian contingent to South Africa was the little thing which set the vituperative tongues wagging and the vituperative pens going. But little things are usually great things to little minds.

In the meantime Canada is suffering from these exhibitions of racial and religious prejudices. It could not be otherwise.

A nation is made up of individuals; and when two important portions of it are snarling and snapping at each other like a lot of dogs, and even threatening to resort to arms—as one of Toronto's evening papers has been doing—the interests of that nation must necessarily suffer.

When the partners in a business are out of harmony with each other, there must be either an agreement to remove the cause of the disagreement or to dissolve the partnership. There is no other alternative unless the business is to disappear.

The French-Canadians and the English-Canadians are partners in the Dominion of Canada, and the one has just as many rights in the partnership as the other. A good many appear to forget this. Another thing these breeders of racial and religious prejudices also appear to forget is that the one cannot very well get along without the other, notwithstanding opinions to the contrary.

If the partnership is dissolved, the Dominion of Canada is dissolved.

Of course, no one, outside a few ultra-blind people, believes such a catastrophe in the history of the country will ever take place. But these periodical displays of racial animosity cannot but prevent the partnership being as firmly cemented as it ought to be. And a badly cemented national partnership, like a badly put together vessel, cannot weather the storms as well as would be possible were the conditions as they should be.

It is to be hoped the business men of this country will discountenance this one of many attempts that have been made to raise the race and religious cry in Canada.

SUDDEN DEATH OF MR. BENJAMIN.

THE hardware trade in Canada was startled on Monday by the announcement that early that morning Mr. A. D. Benjamin, the senior partner of the firm of M. & L. Samuel, Benjamin & Co., Toronto, had passed suddenly away.

Whenever death comes it comes as a shock, but the death of Mr. Benjamin came as a double shock, for there was no premonition whatever of it.

Deceased, some six weeks ago, fell from his bicycle and broke one of the small bones of his ankle. But that was never considered a serious matter. It had not even confined him to his home. Even the day following the accident he was at his place of business. He was probably the one man out of an hundred that would have come down town to business under such circumstances. But it was only what might be expected from a man whose usual energy and industry were of an unusual type.

Besides his connection with the wholesale metal firm of M. & L. Samuel, Benjamin & Co., he was the president of The Toronto Metallic Roofing Co., Limited, a director of The Toronto Silver Plate Co., Limited, and the chief owner and controlling spirit of The Cloak Manufacturing Co., Limited, of Toronto.

The late Mr. Benjamin will naturally be greatly missed in commercial circles. But he will probably be just as much missed in philanthropic circles, for his charity was

most liberal, and was extended to nearly all charitable institutions in Toronto.

Deceased was born in Australia, and became actively connected with the firm of M. & L. Samuel, Benjamin & Co. about 20 years ago.

This is the second member of the firm of M. & L. Samuel, Benjamin & Co. who has died suddenly within the past few years, Mr. Emanuel Samuel having been accidentally killed in New York about five years ago.

THE RISE IN WHITE LEAD.

The advance in white lead predicted last week by **HARDWARE AND METAL** has taken place, and prices are materially higher than they were, the rise being 37½c. all around. Makers also are refusing to consider orders for forward booking owing to the excited state of the market, and all transactions now are governed by strict specifications as to quantity and date of delivery.

The new basis, prompt cash f.o.b. Montreal, is as follows:

	New Base.	Old Base.
Government Standard....	\$6.75	\$6.37½
No. 1.....	6.37½	6.00
No. 2.....	6.00	5.62½
No. 3.....	5.62½	5.25
No. 4.....	5.25	4.87½

ADVANCE IN STOVE PIPES.

Two or three weeks ago **HARDWARE AND METAL** announced an advance in the price of elbows. This week an advance is to be noted in stove pipes. It amounts to 50c. per 100 lengths, and quotations are now as follows: 5 and 6-inch pipes, \$7.25 per 100; 7-inch ditto, \$7.75 per 100.

As far as can be learned, comparatively few orders have been placed for future delivery, so that a good many dealers will be compelled to pay the higher prices for their next season's supplies of stove pipes.

NAILS ADVANCE AT LAST.

Both cut and wire nails have advanced in price since last week.

The former are up 25c. per keg and the latter 20c. per keg.

The price of wire nails is now, in both Toronto and Montreal, \$3.50 per keg in less than carlots and \$3.40 in carlots. Cut nails are \$2.85 per keg f.o.b. Montreal, Toronto, Hamilton, and London.

Orders for wire nails for spring delivery have been freely booked during the past week.

NO MORE CHEAP BROOMS.

A MEETING of leading broom manufacturers was held in Chicago on January 5. The chief purpose of the meeting was to discuss the advisability of a further advance in the price of corn brooms. On motion of Mr. O. T. Merkle, seconded by Mr. W. F. Lang, the following resolution was carried:

We hereby agree to sell no brooms for less than \$3 per dozen to the jobbing trade and \$3.25 to the retail trade. The above line is not to exceed 20 lb. to the dozen when dry, and not to have more than three strings, made of common broom corn, and plain wire finish. The next line is not to exceed 22 lb. to the dozen when dry, four strings, plain lock wire or ring neck finish, and to cost \$3.25 per dozen to the jobbing trade and \$3.50 to the retail trade. No discounts or rebates, directly or indirectly, are to be given, except cash discount of 2 per cent. and actual freights. All the better class of brooms above the described grades to be advanced in proportion in price.

This agreement went into force on the day of its adoption and has been signed by 33 of the largest manufacturers in the United States.

From what **HARDWARE AND METAL** can gather, there seems no doubt that the manufacturers in Canada will also mark their prices up in sympathy with the advance in the United States and the increased cost of raw material.

The crop of broom corn is not large, and the unusual length of the corn leaves cheap brooms practically out of the question. In order to make cheap brooms this longer material, it has been explained to **HARDWARE AND METAL**, would have to be cut off, entailing expensive waste. This, when he can sell the longer and better broom at more money, no manufacturer is likely to do.

Retailers will find it much more profitable to sell brooms at from 30 to 60c. than the cheap lines heretofore sold, and the extra price to the consumer is an exceedingly small item per family.

STRONG CANADA PLATE MARKET.

Quite a stronger tone has developed in the market for Canada plates.

The reason for this is the receipt of cables from Great Britain, which show an advance of about 20c. per box in the laid-down cost.

As a result of this, wholesale dealers in Canada are holding their figures firmer, but there is, at the same time, an absence of uniformity in quotations, all-dull, for instance, being held at from \$3.25 to \$3.50

per box of 52 sheets. The same difference in quotations is also to be noted for half-polished and all-bright.

In consequence of the firmness of the market, some of the wholesale houses are anything but encouraging the placing of orders for future delivery.

NEW LIST ON WOOD SCREWS.

THE associated screw manufacturers of the United States have issued a new list of prices on iron wood screws. It is an advance on the previous list, but the discount remains as before. The list is as follows:

No. Inches.	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	20	22	24	26	28	30	
1/4	63	63	63	63	63	63	64	71	80	84	87	92	100	105	115	125	140	165								
1/2	63	63	63	63	63	63	64	66	76	80	84	87	95	100	105	115	125	140	165							
3/4	63	63	63	63	63	64	66	76	80	84	87	92	105	110	115	125	140	165								
1	63	63	63	63	63	67	72	78	85	88	91	95	100	105	115	125	140	165								
1 1/4	61	64	65	70	77	82	88	92	97	105	110	115	125	140	165											
1 1/2	65	67	70	75	82	87	92	98	105	115	120	130	140	155	175	200	230	265	285	300	340	400	475			
1 3/4	73	76	80	87	92	98	105	115	120	130	140	155	175	200	230	265	285	300	340	400	475					
2	83	88	95	105	110	115	120	130	140	155	170	185	205	235	265	295	330	385	440	510	615	685	770	940		
2 1/4	90	95	100	105	110	120	125	130	140	155	170	185	200	220	245	285	325	355	410	475	525	575				
2 1/2																										
2 3/4																										
3																										
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This list is, on an average specification, about 25 per cent. higher than the list now existing in Canada, while the discount to the retail trade is the same, namely, 80 per cent.

An advance in prices in Canada is not at all unlikely. One thing is certain, and that is that at to-day's prices screws are a good purchase. A good many in the trade evidently think so too, for there is quite a brisk demand for future delivery.

He who cannot do business on the "square" is a round peg in a square hole.

WRAPPING PAPER HIGHER IN PRICE.

An advance is announced in the price of wrapping paper of Canadian manufacture. The new prices, which went into effect on January 11, are as follows:

No. 2 rag and "cleaver" brown—Carlots, \$2.10 per 100 lb.; ton lots and less than carlots, \$2.25; less than ton lots, \$2.40.

No. 1 brown—Carlots, \$2.50 per 100 lb.; ton lots and less than carlots, \$2.75; less than ton lots, \$3. "Half Moon," "Bogus" or No. 2 manila—Carlots, \$3; ton lots and less than carlots, \$3.25; less than ton lots, \$3.50.

No. 1 standard manila—Carlots, \$3.50; ton lots and less than carlots, \$3.75; less than ton lots, \$4. Fibre paper—Carlots, \$3.75; ton lots and less than carlots, \$4; less than ton lots, \$4.25.

Bag manila—Carlots, \$3.75.

Hosiery manila—Carlots, \$5.50.

FIRE LOSSES IN 1899.

LOSSES by fire in Canada and the United States during 1899 amounted to \$136,773,200, against \$119,650,500 in 1898, and \$110,319,650 in 1897. The greatest losses of the year were in Philadelphia, where the burning of a departmental store and publishing house caused a loss of \$1,725,000; in New York City, when the Windsor hotel was destroyed, causing \$1,150,000 loss, and in Victor, Col., where a general fire did \$1,100,000 damage.

There were three fires in Canada in which the loss was \$500,000 or more: In Dawson City, where the loss totalled \$850,000; in Montreal, where the burning of a

biscuit and confectionery shop caused \$500,000 damage, and in St. John, N.B., where another \$500,000 was lost by the burning of warehouses and dock property.

It is worthy of note that The New York Journal of Commerce, from whose columns we have taken the above figures, places Dawson City in Alaska. We hope our contemporary will not insist on keeping it there. It is the capital of the Yukon Territory. We cannot afford to lose it, and, therefore, kindly ask our contemporary to return it to where it belongs.

BRUSHES UP IN PRICE.

Brushes of all kinds have been advanced in price by manufacturers, both in the United States and in Canada.

The cause of the advance is the appreciation in the cost of raw materials, etc., bristles, handles, ferrules, wire, lumber, labor, and freights being all dearer.

It is possible that a further advance may take place before long, as the manufacturers have, in some instances, been compelled to refuse orders, while in others it has been found necessary to reduce orders one-half, and then not be able to guarantee delivery.

Advices from Russia and Germany state that there are no stocks of bristles on hand, and that prices are advancing daily, while a number of dressers have been compelled to go out of business owing to inability to procure raw material.

IMPORTANT CASE OVER A FURNACE

A DECISION of importance to heating contractors was given in the Ontario Divisional Court, Toronto, this week in the case of Greenway vs. Gardiner. The judgment given by Armour, C.J., and Falconbridge, J., was on appeal by defendant from a judgment of the junior judge of the County Court of Middlesex in favor of plaintiff in an action in that court for \$141, balance of the price of a heating apparatus put into defendant's house by plaintiff, under a contract which required that the furnace should heat the house up to 70 degrees when the temperature outside was 10 degrees below zero. The counter-claim of defendant for \$290, the amount paid for apparatus in proper condition, had been dismissed in the county court. The defendant contended that it was not sufficient that the thermometer should once have registered 70 degrees when it was 10 degrees below zero outside, but that it should be shown that the furnace was reasonably fit to heat the house.

It was held by the Divisional Court that guarantees such as these in this case are to be construed reasonably according to the interest of the parties, and the more strongly against those giving them. The construction put upon the agreement in question was that the furnace, if fed and managed as such heating apparatus is ordinarily fed and managed, would give 70 degrees of heat when the weather was 10 degrees below zero outside, and heat the rooms containing radiators to such degree. This being so, the court held that the evidence was clear beyond reasonable doubt that the apparatus did not answer the guarantees.

The appeal was, therefore, allowed defendant, with costs; the plaintiff to have judgment of county court for \$141 with costs, but this to be set off with judgment of Divisional Court in favor of defendant's counter-claim for \$290 with costs.

CATALOGUES, BOOKLETS, ETC.

THE MECHANICS SUPPLY CO.

The Mechanics Supply Co., Quebec, have presented their friends with a splendid calendar for 1900. Each sheet of the calendar is different, and is printed both in French and English. Any of our readers by dropping a card to the firm, may receive one of these useful calendars.

AN UP-TO-DATE WIRE CATALOGUE.

The B. Greening Wire Co., Limited, manufacturers of wire, etc., Hamilton, Ont., are now mailing their new catalogue to the trade throughout the Dominion. As this list is thoroughly up-to-date, the prices in it now being in force, every hardware dealer should secure a copy. All dealers who do

not secure a copy this week can have one upon application to The B. Greening Wire Co., Limited, Hamilton.

STANDARD TOOL CO.'S CATALOGUE.

The catalogue issued by the Standard Tool Co., manufacturers of twist drills, reamers, chucks, spring cutters, taps, flat spring and riveted keys, milling cutters and special tools, Cleveland, O., is most complete. This catalogue should be in the possession of every Canadian dealer or user of the tools therein enumerated. The catalogue can be had on application.

A VIEW OF THE TRADE OUTLOOK.

THE Metal Exchange circular discussing the outlook on iron material has the following: "After a year of unparalleled activity and prosperity in all branches of the iron and metal trades, we enter the new year with values on a level far beyond that existing twelve months ago. With but very few exceptions, to-day's values show a decline, in some directions notably so, from the highest prices and the developments of the next three months are reasonably certain to either accentuate the decline and bring us to a permanently lower level, or else to demonstrate that the enormous demand and general prosperity are to continue, with perhaps greater force, after the period of rest and hesitation which is to day in evidence. That there is a very marked difference in the sentiment which at present prevails, as compared with the buoyant feeling that animated the markets a year ago is indisputable. We entered last year with a supreme confidence that was universal. The element of doubt was nowhere discernible. Prices of all commodities were low, money was superabundant and the volume of trade based on the requirements of legitimate consumption increased to such an extent that the powers of production were strained to the utmost to keep up with the demand. As is always the case, these conditions started speculation and the rapidity of the rise in prices was largely due to this cause. The speculative rise was overdone and when monetary conditions became unfavorable the movement culminated in a collapse in tin and a gradual decline in other branches.

"To-day, we commence the new year with hope, but confidence is lacking. Consumers are timid and speculators more inclined for operations for a fall than a rise. The money markets of the world though relieved from recent extreme tension are far from satisfactory and prudent business men are 'sailing very close to the wind.' As a rule stocks on hand have cost their holders above present values and many are watching for an opportunity to relieve themselves of the burden without suffering too great a loss.

These holders will no doubt be free sellers at any advance and sooner or later, at one price or another, these stocks must be absorbed by consumers. That consumers realize the situation and will do their utmost to take advantage of it is evident. They are playing a waiting game, entering the market only when forced to do so, with here and there an exception when such tempting offers are made that they feel they can afford to take the risk."

TRAVELERS AND UNSANITARY HOTELS.

ELSEWHERE in this issue will be found a letter from Mr. Phillips, of Clinton, in regard to the unsanitary condition of hotels.

When he touches upon the necessity of commercial travelers reporting to the proper authorities specific instances of bad sanitation, he makes an appeal which appears to be nothing but reasonable.

HARDWARE AND METAL is perfectly aware that there is some delicacy on the part of the travelers to report against hotels at which they regularly sojourn, but, unless they are prepared to do so, the remedying of the evils in which they are so much concerned must necessarily be much slower than it otherwise would be.

When a hotelkeeper has no qualms about keeping his premises in a filthy condition, the commercial travelers should have no qualms about reporting him.

Hon. J. R. Stratton, Provincial Secretary for Ontario, is interesting himself in the question, and is trying to secure the co-operation of the travelers, as well as put fresh energy into the license inspectors.

In his circular to the travelers, he says: "I should be glad if you would, from time to time, communicate to this Department any suggestions which occur to you whereby their condition might be improved, and the comfort of the traveling public more adequately provided for."

VANCOUVER ISLAND COAL OUTPUT.

The output of coal on Vancouver Island during 1899 shows a satisfactory growth in the industry. The production reached 1,166,251 tons, as compared with 1,117,915 tons in 1898. The greater part of the coal exported was sent to the United States, Australia and the Hawaiian Islands.

**WIRE NAILS
TACKS
WIRE**

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

SAULT STE. MARIE CANALS.

THE statistics of lake commerce through the Sault Ste. Marie canals show an increase in some of the principal items during the past season as compared with the previous year. There were 20,255 vessels engaged in the traffic, being 2,494 more than in 1898. The principal freight items which show an increase are hard coal, grain (other than wheat), salt, iron ore, and lumber. Those which declined are soft coal, flour, wheat, iron, and copper. The following is a comparative statement of lake commerce through canals at Sault Ste. Marie, Michigan, and Ontario, for 1898 and 1899:

Items.	Seasons—	
	1898.	1899.
Vessels—		
Steam.....	12,461	14,378
Sail.....	4,449	4,776
Unregistered.....	851	1,101
Passages.....	17,761	20,255
Tonnage—		
Registered, net tons....	18,622,754	21,958,347
Freight, net tons.....	21,234,664	25,255,810
Passengers, No.....	43,426	49,082
Coal—		
Hard, net tons.....	540,843	841,281
Soft, net tons.....	3,235,607	3,099,606
Flour, barrels.....	7,778,043	7,114,147
Wheat, bushels.....	62,339,996	58,397,335
Grain (other than wheat) bushels.....	26,078,384	30,000,935
Manufactured and pig iron, net tons.....	250,170	214,585
Salt, barrels.....	301,560	316,336
Copper, net tons.....	124,226	120,090
Iron ore, net tons.....	11,706,960	15,328,240
Lumber, M. ft. B. M....	895,485	1,038,057
Silver ore, net tons.....	487	487
Building stone, net tons..	4,670	39,063
Unclassified freight, net tons.....	623,146	587,484

The United States canal was opened May 2 and closed December 18, 1899; season, 231 days. The Canadian canal was opened April 26 and closed December 20, 1899; season, 239 days.

The following is a statistical report of lake commerce through canals at Sault Ste. Marie, Michigan and Ontario, for the season of 1899:

EAST BOUND.			
Items.	U.S.Can.	Canadian Canal.	Total.
Copper, net tons...	115,643	4,447	120,090
Grain, bushels....	28,326,850	1,628,585	29,945,435
Bldg. stone, net tons	38,863	200	39,063
Flour, barrels.....	6,112,638	999,584	7,112,222
Iron ore, net tons..	13,653,225	1,675,015	15,328,240
Iron, pig, net tons..	22,235	1,240	23,475
Lumber, M. ft. B. M..	1,024,675	13,382	1,038,057
Silver ore, net tons	487	487	487
Wheat, bushels....	45,542,364	12,854,971	58,397,335
Unclassified freight net tons.....	90,427	31,563	121,990
Passengers, No....	15,350	8,435	23,785
WEST BOUND.			
Coal, hard, net tons	732,213	109,068	841,281
Coal, soft, net tons	2,543,397	556,209	3,099,606
Flour, barrels.....	375	1,550	1,925
Grain, bushels.....	15,000	30,500	45,500
Mfd. iron, net tons	187,783	3,327	191,110
Salt, barrels.....	271,569	44,767	316,336
Unclassified freight net tons.....	418,908	46,586	465,494
Passengers, No....	18,314	6,983	25,297
Freight—			
East b'nd, net tons..	18,338,253	2,281,281	20,619,534
West b'nd, ".....	3,913,886	722,300	4,636,276
Tot. f'gt, net tons..	22,252,139	3,003,671	25,255,810
Vessels, No.....	16,480	3,775	20,255
Registered tonnage, net tons.....	19,021,489	2,936,858	21,958,347

Note—In addition to above traffic 13,000 cords pulp wood and 2,000,000 feet pine logs passed over the rapids, bound for lower lake ports.

Every Year

the agencies for

THE SHERWIN-WILLIAMS PAINT

grow more valuable to the dealers holding them.

The increase in business is cumulative—you keep all old business and constantly gain new business. A customer who once buys S. W. P. not only comes again, but he sends others.

The paint is right. It gives satisfaction. It is worth all the confidence you can possibly place in it. As a leader in your business, it will prove more profitable than almost any other line of goods you could handle. It gives a money profit, and a "reputation profit."

Write for our booklet, "Do You Sell Paint?"



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21 St. Antoine St.,
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CLEVELAND. BOSTON.
CHICAGO. TORONTO.
NEW YORK. SAN FRANCISCO.
MONTREAL. KANSAS CITY.

EXPORT BILLS OF LADING TAX.

New York Journal of Commerce, of Jan. 9, has the following: "Internal Revenue Collector, Chas. H. Treat, received a communication on Saturday from Commissioner Wilson regarding the taxability of export bills of lading or receipts issued by carriers, covering goods exported from the United States to Canada or Mexico by railroad cars under schedule A of the War Revenue Act. The letter called attention to the opinion of the United States Attorney-General on the subject, and among other things stated: 'It will be seen that the Attorney-General is of the opinion that such export bills of lading or receipts, issued for goods shipped by rail from the United States to Canada or Mexico, require a one-cent stamp and not a ten-cent stamp as heretofore required by this office. All former rulings of this office on the subject are hereby modified to conform to said opinion.'"

PATENTS OBTAINED BY CANADIANS.

E. G. Siggers, patent lawyer, Washington, D.C., U.S.A., reports the following patents granted January 2, 1900, by the United States patent office to inventors residing in the Dominion of Canada. He will mail copy of specification and drawings of any patent for 10 cents in stamps. A. H. Canning, Toronto, rotary engine; Paul E.

Doege, Toronto, propulsion of boats; I. P. Doolittle, Toronto, cover fastening for fruit jars or similar vessels; Jas. Drinkwater, Winchester, nut lock; C. Graef, Clifford, making concentrated apple-juice; F. Lacey, Valleyfield, spool-lifter for yarn-spooling machines; T. P. Moran, Nelson, combined harvester, thresher and bagger; J. W. Rogers, Toronto, driving mechanism for bicycles; L. J. Ruth, Leamington, acetylene gas apparatus; A. L. Schram, Woodstock, water-gauge.

WHO EXPORTS SKEWERS?

A subscriber writes: "Do you know of any firm or agents in Canada (not manufacturers) who export skewers? We understand there is someone doing this, and would be glad to have his address."

[REMARKS: If any of its readers can supply the desired information, HARDWARE AND METAL would consider it a favor if they would do so as promptly as possible.—THE EDITOR.]

HARDWARE AND METAL is in receipt of a card announcing a change in the address of James Watt & Son, importers of white lead, etc., London, England. After being in business at No. 36 Moorgate street, the firm has been compelled to remove to 101 Leadenhall street, as the old premises are to be pulled down.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

DAVID GRANT, general merchant, Singhampton, Ont., has assigned to R. Lee, Toronto, and a meeting of his creditors has been called for January 15.

C. H. McDonald, fruit dealer, etc., Nelson., B.C., has assigned.

David A. Smeall, grocer, Montreal, has filed consent of assignment.

A. C. Fry, grocer, etc., Rossland, B. C., has assigned to John Jackman.

Archibald Wilson, grocer, St. Catharines, Ont., has assigned to A. Borrowman.

Luc Girard, general merchant, Grand Mere, Que., has assigned.

Arnold I. Parker, general merchant, River Beaudette, Que., has assigned.

George R. Marquis, stove dealer and tin-smith, Chatham, N.B., is offering to compromise.

T. J. Ryan, general merchant, Burketon Station, Ont., has assigned to T. F. Williamson.

Clark & Bell, general merchants, Harrow, Ont., have assigned in trust to Henry Barber, Toronto.

A statement of the affairs of E. E. Fournier & Co., departmental merchants, Ottawa, is being prepared.

W. A. Broddy, general merchant, Uxbridge, Ont., has assigned in trust to E. J. Henderson, Toronto.

A meeting of the creditors of W. A. Broddy, general merchant, Uxbridge, Ont., has been called for January 16.

A meeting of the creditors of Clark & Bell, general merchants, Harrow, Ont., has been called for to-day (Friday).

Mrs. Josephine Clairmont, general merchant, Sarsfield, Ont., has assigned, and a meeting of her creditors has been called for January 17.

PARTNERSHIPS FORMED AND DISSOLVED.

Deschambault & Normand, painters, Montreal, have dissolved.

J. M. Clarke, hardware dealer, Smith's Falls, Ont., has admitted J. H. Lewis, under the style of Clarke & Lewis.

SALES MADE AND PENDING.

The assets of A. R. R. Smith, painter, Ottawa, are to be sold.

The effects of G. & R. Fletcher, painters, Montreal, are to be sold by bailiff.

Wm. Guild, jr., general merchant, Lower Stewiacke, N.S., is about to sell out.

Edgar Wilson, blacksmith, Tilsonburg, Ont., is advertising his business for sale.

The assets of G. A. Marion & Co., general merchants, Rockland, Ont., have been sold.

The assets of Mrs. O. Winters, general merchant, L'Orignal, are advertised to be sold.

The assets of Paul McNally, general merchant, Campbell's Bay, Que., are to be sold.

The assets of Eugene Desbiens, general merchant, Jonquieres, Que., have been sold.

The stock of the estate of Edsall & Co. hardware dealers, Bowmanville, Ont., is advertised for sale.

CHANGES.

Onions & Plimley, bicycle dealers, Victoria are adding hardware.

A. Larue, general merchant, Inkerman, Ont., has sold out to Thomas O. Keyes.

Rose A. Tanguay has registered as proprietress of L. M. A. Lemieux & Co., general merchants, Danville, Que.

Edmond Watt, harness dealer, etc., Pictou, N.S., has registered consent for his wife, Annie Watt, to do business in her own name.

FIRES.

J. G. Moser, hardware dealer, Blyth, Ont., has been burned out.

The stove mill of H. C. Rees, saw and stove miller, South Woodslee, Ont., has been burned.

Joseph Benning, general merchant and lobster packer, St. Pierre et Miquelon, N.S., has been burned out; insured for \$8,000.

M. Richard & Co., general merchants, Dundalk, Ont., lost \$5,000 by fire last week. John Anderson, sr., grocer, suffered damage to the extent of about \$500 by the same fire.

DEATHS.

Wolfe Seidon, general merchant, Rigaud, Que., is dead.

Henry Lewis, blacksmith, North Sydney, N.S., is dead.

W. J. Marshall, gunsmith, London, Ont., is dead.

A. D. Benjamin, of M. & L. Samuel Benjamin & Co., and other firms, Toronto, is dead.

THEY WILL TALK FOR THREE DAYS.

The fifth annual meeting of the managers and salesmen of S. F. Bowser & Co., of Fort Wayne, Ind., so well known on this continent as the manufacturers of "the perfect self-measuring oil tank," will be held on January 17, 18 and 19. **HARDWARE AND METAL** is reminded of this by the receipt of a unique little programme of the subjects that are to be discussed and the names of those who are to lead in the discussion of the various subjects.

S. F. Bowser & Co., it might be mentioned, will have 75 salesmen on the road this year. Among the improvements they will have in their goods this year will be a self-measuring and computing pump.

INQUIRIES FOR CANADIAN GOODS.

Mr. Harrison Watson, curator of the Canadian section of the Imperial Institute, London, Eng., has received the following inquiries:

A Yorkshire firm of manufacturers is open to purchase hammer and other wooden tool handles from Canadian manufacturers in large quantities.

A manufacturer of engineers' tools, etc., in all varieties, is prepared to appoint a resident agent in Canada. A knowledge of the trade and a good connection with engineering firms considered necessary.

**IVER
JOHNSON
BICYCLES**

**NOT
CONTROLLED
BY THE
TRUST**

**HONEST
CYCLES
at...**

**HONEST
PRICES**

Bicycles as Hardware

Many good hardware dealers sell bicycles in connection with regular lines and find it profitable. They are more easily handled than cement, putty, nails, shovels, and hundreds of other things handled by the hardware merchant.

The percentage of profit is good, and the trade attracted by the bicycle line is also to be considered.

Iver Johnson Cycles

... ARE ...

Well-known, well-liked, and well-made.

They stand up.

We have an interesting proposition for dealers in the way of prices and discounts.

Write for it

**IVER JOHNSON'S
ARMS & CYCLE WORKS,**

BRANCHES:—

NEW YORK—99 Chambers St.

BOSTON—408 Washington St.

WORCESTER—304 Main St.

FITCHBURG,

MASS.

H. S. HOWLAND, SONS & CO.

Hardware Merchants.

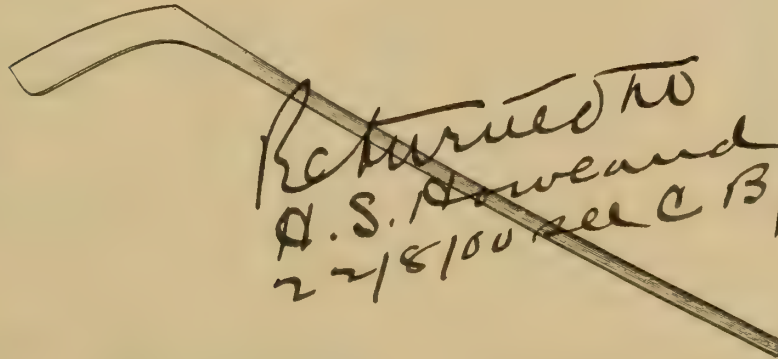
WHOLESALE
ONLY

37-39 Front Street West, **Toronto.**

ONLY
WHOLESALE

"Mic-Mac" Hockey Sticks.

"Mic-Mac"
Natural-Grown
Crook
Blue Birch.



"Mic-Mac"
Natural-Grown
Crook
Blue Birch.

The "Mic-Mac" Hockey Sticks will stand more rough usage than other Hockey Sticks.

The crook is natural-grown and not steam bent.

Buy nothing else if you want the best.

The best players will have them.

AGENTS FOR CANADA

H. S. HOWLAND, SONS & CO., TORONTO.

ORDER AT
ONCE.

Graham Wire and Cut Nails are the Best.

OUR PRICES ARE
RIGHT.

MARKETS AND MARKET NOTES.

QUEBEC MARKETS.

MONTREAL, January 12, 1900.

HARDWARE.

THE advances in prices, to which we have referred before, have hardly been tested yet, as business has been rather quiet. Both jobbers and makers, however, are strongly inclined to proceed very carefully in regard to forward business, even at the advanced level. Further rises since those noted have been in wire and cut nails, which are 20c. higher in one case and 25c. in the other.

BARBED WIRE—Business has been quiet since the advance. We quote \$3.72½.

SMOOTH STEEL WIRE—Quiet and unchanged at \$3.45.

GALVANIZED WIRE—Firm at the rise. We quote as follows: Nos. 6, 7, 8 gauge, \$4.25; No. 9, \$3.55; No. 10, \$4.40; No. 11, \$4.45; No. 12, \$3.70; No. 13, \$3.85; No. 14, \$5.00; No. 15, \$5.30; No. 16, \$5.50.

FINE STEEL WIRE—Discounts, 12½ per cent.

BRASS AND COPPER WIRE—Quiet and

firm. Discounts: 50 and 2½ per cent. on brass and 45 and 10 per cent. on copper.

FENCE STAPLES—Steady at \$3.75 for bright and \$4.35 for galvanized.

FINE STAPLES—Discounts are: Coopers' staples, 50 per cent.; poultry netting, 40 per cent., and electrical, etc., 40 per cent. discount off list.

WIRE NAILS—Prices have been advanced 20c., the base price now being \$3.50.

CUT NAILS—There has been an advance in these also, the base price now being \$2.85.

HORSE NAILS—Steady, with Acadian 10 per cent. higher. Discounts are 50 per cent. on Standard, and 50 and 10 on Acadian.

HORSESHOES—These are firm at the rise. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.70; No. 1 and smaller, \$3.95; snow shoes, No. 2 and larger, \$3.95; No. 1 and smaller, \$4.20; X L steel shoes, new light pattern, No. 2 and larger, \$4; No. 1 and smaller, \$4.25; feather-weight, all sizes, Nos. 0 to 4, \$5.25;

and toe weight steel shoes, all forward, all sizes, \$6.35 f.o.b. Montreal, St. John, N.B., and Halifax, N.S. Delivered f.o.b. in Toronto, Hamilton, London and Guelph 10c. per 100 lb. extra.

SCREWS—Steady. Discounts: Flat head, bright, 80 per cent.; round head do., 75; flat head, brass, 75; round head do., 67½.

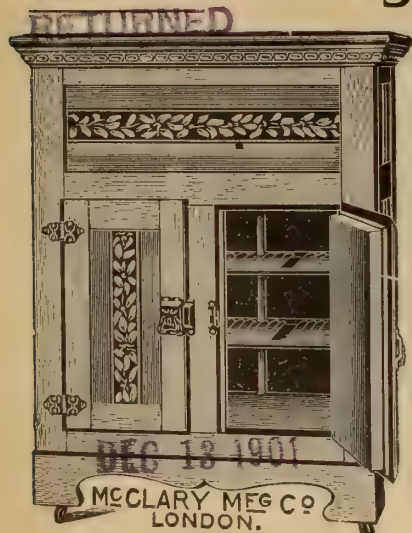
BOLTS AND NUTS—Firm, but quiet. Discounts are as follows: Carriage bolts, 5-16 and smaller, 50 per cent.; ¾ and up, 50 per cent.; full square bolts, 65 per cent.; machine bolts, 52 per cent.; coach screw bolts, 65 per cent., and sleighshoe bolts, 70 per cent.

NUTS AND WASHERS—Steady. We quote as follows: Square nuts, 3½c. per lb. off list, and hexagon 4c. per lb. off list. Washers in 50-lb. boxes 35 per cent.

RIVETS, ETC.—Unchanged. Discounts are: Black and tinned 45 per cent.; ditto burrs, 40 per cent.; copper rivets and burrs, 35 per cent.

WRINGERS—Business is quiet and prices steady.

"Model" Refrigerators



6 SIZES.

Properly Ventilated
Healthful and Clean
An Ice Saver
Finish, Natural Wood
Best arranged Zinc
Linings
Liquids cannot come
in contact with
wood.

HOLD ORDERS TILL OUR TRAVELLERS
CALL WITH SAMPLES.

Aluminum COAL OIL Heater



Round Wick
Great Heat
No Smoke
No Smell
Cannot be Excelled
for Heating Single
Rooms
Oil Tank, made of one
piece copper, no
Seams, no Leaks
Made of Sheet Metal,
no castings to
crack.

ALWAYS COLD.

ALWAYS SWEET.

LIGHT TO MOVE

THE McCLARY MFG. CO.

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER

What does "workable"
mean in galvanized iron?

Saves time and waste, and
makes a good job.

Apollo Iron and Steel Company
26 St Sulpice Street
Montreal

Cements { **PORTLAND
ROMAN
KEENE'S**

Bricks . . { **FIRE
BUILDING
PAVING**

Sand . . . { **SILICA FIRE
MOULDING
BUILDING**

F. HYDE & CO.

31 Wellington street, MONTREAL

English Castor Oil

GUARANTEED PURE.

Pharmaceutical, Tasteless, Cold Drawn
First Pressure
Second Pressure

In cases of 2 tins and in barrels. Stocked
by all Hardware, Oil and Color men.

The Hull Oil Manufacturing Co.
LIMITED

B. & S.H. THOMPSON & CO.

Agents for Canada - MONTREAL

CANADA IRON FURNACE CO.,
Manufacturers of Limited

CHARCOAL PIG IRON
MONTREAL.

BRAND "C.I.F." THREE
RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

Geo. E. Drummond,
Managing-Director and Treasurer

CORDAGE—Firmly held at the rise. We
quote: Manila, 16½c. base, and sisal,
13¼c. base.

FIREBRICKS—Steady at \$19 to \$24, as
to brand.

CEMENT—Business quiet. We quote as
follows: Belgian, \$2.10 to \$2.40; English,
\$2.45 to \$2.60; German, \$2.60 to \$2.80.

METALS.

There has been no striking change in
heavy iron or metals, but the tone generally
is firm.

PIG IRON—This material continues strong
with an upward tendency. Recent sales of
Summerlee Scotch pig have been at \$28
for round lots, which is a rise of 50c. to
75c. per ton.

BAR IRON—This line is firm at \$2.50.

BLACK SHEETS—Rule stiff. We quote:
8 to 15, \$3.10; 18 to 20, \$2.90; 22 and 24,
\$2.95; 26, \$3.10, and 28, \$3.15.

STEEL—Firmly held. We quote: Sleigh-
shoe, \$3; tire, \$3; spring, \$3.60; machinery,
\$3.75 and toe calk, \$3.65.

GALVANIZED IRON—Unchanged, with
holders not urging business. We quote: No.
28 Queen's Head, \$4.75 to \$5.00, and No.
26, \$4.50 to \$4.75; Comet, No. 28, \$4.45 to
\$4.70, and No. 26, \$4.15 to \$4.45.

INGOT COPPER—There is no change in
this metal, which ranges from 18c. to 19c.

INGOT TIN—Steady as last quoted, at
30c.

LEAD—Unchanged at \$4.50.

LEAD PIPE—Dull. We quote as follows:
7c. for ordinary and 7½c. for composition
waste, with 15 per cent. off.

IRON PIPE—As last noted. We quote:
Black pipe, ¼ to ¾, \$3.40; ½, \$3.60;
¾, \$4; 1, \$5.75; 1¼, \$7.50; 1½, \$9.75,
and 2-in., \$12.75.

TINPLATES—In fair request for forward
account, but sellers don't want to trade this
way. Prices are firm, at \$4.40 for coke,
and \$4.75 for charcoal.

CANADA PLATES—This line is also very
firmly held. We quote: 52's, \$2.80;
60's, \$2.90; 75's, \$3; full polished, \$3.40;
galvanized Canada plates, \$4.55 for 52's.

TERNE PLATE—Very firm, at \$8.50.

SWEDISH IRON—The same can be said
of this, at \$3.75.

COIL CHAIN—Quiet. We quote as fol-
lows: No. 6, 12c.; No. 5, 10½c.; No. 4,
10c.; No. 3, 9½c.; ¼-inch, \$8; 5-16,
\$5.65; ¾, \$5.05; 7-16, \$4.80; ½, \$4.65;
9-16, \$4.50; ⅝, \$4.45; ¾, \$4.40; ⅞ and
1 inch, \$4.40.

SHEET ZINC—Quiet and unchanged at
6½c.

ANTIMONY—Steady, at 10¼c.

SPELTER—As last reported, at \$5.25.

GLASS.

This market has been quiet. We quote
as follows: First break, \$2.00; second,

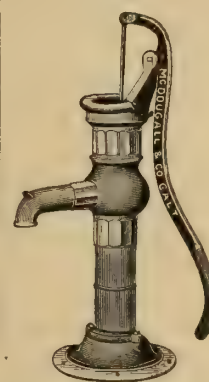
HENRY WRIGHT & CO.'S

Anvils and Vises

RIGHT in PATTERN
in QUALITY
in PRICE

IN STOCK IN MONTREAL.

A. C. LESLIE & CO.
MONTREAL.



**IRON AND
BRASS**

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can
supply your wants with
—quality the best and
prices right. Catalogues
and full information for a
request.

THE R. McDUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.
30 JOHN STREET N.

Hamilton, Ont.

GALVANIZED SHEETS

"QUEEN'S HEAD"
"COMET"
"APOLLO B B"
"JUNIATA"

STEEL SHEETS
20 to 28 Gauge

**TIN PLATES
CANADA PLATES
SHEET ZINC
RUSSIA IRON**

NOVA SCOTIA STEEL CO.
Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

1900

We desire to extend our sincere thanks to every dealer and every salesman who have been in any way instrumental in distributing our "C" brand Horse Nails during the past year 1899.

In spite of the opposition offered by lower-priced nails, we have actually sold a larger quantity of "C" brand than we have previously done for the past five years. In view of these facts we feel encouraged to continue our policy of catering only to the best trade, and to manufacture the best horse nails only.

With horse nails, as with bank and other stocks, there is a standard of value. This has always been accorded by the hardware trade in Canada to the "C" brand made by our company. This position has been obtained solely by the undoubted merits of the horse nails sold by us under our trade mark. They represent the results of an experience of thirty-four years in the manufacture of one article; the use of the best quality Swedish charcoal steel nail rods; adhering to the use of the "hot forged" hammered process; designing the best patterns, which give the maximum of strength with the minimum of weight; in brief, the best—and the best only—in every particular.

When other makers claim for their horse nails the points of excellence which are only found in our "C" brand, and yet, judged by their own quotations, and the price at which purchasers buy them, they are found offering below our "C" brand standard of value, is it not because the quality of the nails are below "par"? If their goods are equal to ours, why don't they command an equal price? The conclusion is a fair one: Simply because they are not worth as much, and they can't get as much for them.

We sell to the trade only. Don't accept substitutes, or boxes bearing similar marks to ours if you want the best. Our horse nails have the "C" brand and our name in full on each box.

CANADA HORSE NAIL COMPANY

MONTREAL.

N.B.—Our Desk Calendar for 1900 will be mailed free on application.

\$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4.00; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PAINTS AND OILS.

The chief feature of the week has been the advance in the price of white lead, which HARDWARE AND METAL predicted last week. Other lines have not shown any change, and business still rules quiet on the whole.

WHITE LEAD—Best brands, Government standard, \$6.75; No. 1, \$6.37½; No. 2, \$6; No. 3, \$5.62½, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

DRY WHITE LEAD—\$5.25 in casks; kegs, \$6.

RED LEAD—Firm; casks, \$4.75; in kegs, \$5.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

PUTTY—We quote: Bulk, \$1.65; bladders, in bbls., \$1.80; bladders, in cases, \$1.95; in tins, \$2.05 to \$2.30.

LINSEED OIL—Raw, 62c.; boiled, 65c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 77c.; two to four barrels, 76c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—Firm; \$1.10 to \$1.30 per gallon.

CASTOR OIL—Firm; 7½ to 8c.

SEAL OIL—37½ to 40c.

COD OIL—32½ to 35c.

NAVAL STORES—Fair demand for all lines, and prices show no change: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 9 to 11c.

PETROLEUM.

Firmly held with a fair demand: "Acme," 18c. and "Silver Star," 17c.

HIDES.

Quiet but steady. We quote: No. 1, 10½c.; No. 2, 9½c., and No. 3, 8½c. Lambskins are 85c.

COAL.

Fair demand and firm. We quote: Stove, \$6; chestnut, \$6; egg, \$5.75; Scotch grate, \$6.25; Scotch steam, \$4.25 to \$4.75; Tower ports steam, \$3.75 to \$4.

ONTARIO MARKETS.

TORONTO, January 12, 1900.

HARDWARE.

FURTHER advances in prices have taken place during the week. The most important is in regard to cut and wire nails, which have advanced 25 and 20c. per keg respectively. White lead and putty are also higher. The discount on

OAKEY'S 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

DERBY SNAP.

With Plated Rust Proof and Guarded Spring.

"THE LATEST AND BEST."

For Sale by all Jobbers at Manufacturers' Prices.



PRIEST'S CLIPPERS

Largest Variety.

Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and

Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO

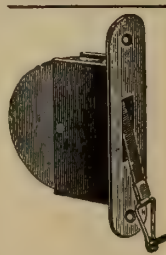
American Shearer Mfg. Co., Nashua, N.H., U.S.A.



COATES' CLIPPERS

HAND AND POWER, easiest running made. Manufactured in every style and variety. Our power machines will meet every requirement. Our flexible shafts are tempered steel, and will not heat. 1899 catalogue ready.

Coates Clipper Mfg. Co. WORCESTER, MASS.



Pullman Sash Balance Co.

Makers of the

"Pullman" Hardware Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.



"BUILD TO-DAY THEN, STRONG AND SURE. WITH A FIRM AND AMPLE BASE." — Longfellow.

DO YOU?

WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD.

TORONTO will bring you tenders from the best contractors.

carpet tacks in kegs has been reduced, now being 25 per cent. Business is fairly good. A good many orders for future delivery are being placed for wire nails and wood screws. Cut nails are still quiet. Bolts are in good demand, and a fair trade is being done in rivets and burrs. Quite a few shipments of goods ordered some time ago have been forwarded this week.

BARBED WIRE—A little business is being done for spring delivery, and prices are firm at the recent advance. We quote as follows: For carlots, f.o.b. Cleveland, \$3.37½ and for less quantities \$3.47½ Cleveland, and \$3.47½ Toronto.

SMOOTH STEEL WIRE—Quite a few orders are being received for oiled and annealed wire for spring delivery. And a fairly good trade is being done in hay-baling wire; in fact, some of the factories are rather short on certain sizes. The base price is unchanged at \$3.45 per 100 lb.

GALVANIZED WIRE—Business is practically confined to a few orders for spring delivery. Prices Toronto are: Nos. 6, 7, 8 gauge, \$4.40; No. 9, \$3.47½; No. 10, \$4.55; No. 11, \$4.60; No. 12, \$3.62½; No. 13, \$3.77½; No. 14, \$5.15; No. 15, \$5.45; No. 16, \$5.65.

WIRE NAILS—The advance which for three or four weeks has been expected has at last materialized, the manufacturers having put their prices up 20c. per keg, making the quotation for ordinary lots \$3.50 and for carlots to the retail trade \$3.40 Toronto.

CUT NAILS—These have advanced 25c. per keg, being now quoted at \$2.85 f.o.b. Toronto, Hamilton and London.

HORSE NAILS—There is just a moderate business being done, and prices are unchanged. Discount on standard oval head is 50 per cent. and on Acadia 50 and 10 per cent.

HORSESHOES—The demand continues fair at unchanged prices. We quote, f.o.b. Toronto, Hamilton, London and Guelph: No. 2 and larger, light, medium and heavy iron shoes, \$4; snow shoes, \$4.25; light steel shoes, \$4.30; featherweight shoes, all sizes, \$5.55. No. 1 and smaller, light, medium and heavy iron shoes, \$4.25 per keg; iron snow shoes, \$4.50; light steel shoes, \$4.55; featherweight steel shoes, all sizes, \$5.55.

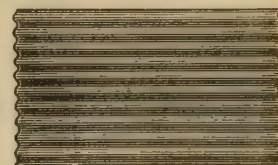
RIVETS AND BURRS—Demand is fair and prices unchanged. We quote: Carriage section, wagon box, rivets, etc. (steel), 60 per cent. off the list; ditto (Norway iron), 60 per cent.; black M rivets (steel), 55 per cent.; ditto (Norway iron), 45 per cent.; iron burrs, 40 per cent.; copper rivets, 35 per cent.; bifurcated, with box, \$1.25; coppered iron rivets and burrs, in 5-lb. carton boxes, 30c. per lb.

WRINGERS—Trade is quiet. We quote

....BEST SERVICE FOR YOU....

From Our "OWL BRAND"

CORRUGATED IRON.



Straight or Curved—Galvanized or Painted.

Because only best "Apollo" or English sheets are used—and corrugations are pressed one at a time, not rolled, fitting perfectly without waste or cutting.

Any desired size or gauge furnished. Also **CRIMPED GALVANIZED IRON** for Cornice Work, etc.

SEND YOUR SPECIFICATIONS.

The METALLIC ROOFING CO., Limited

1179 King Street West, TORONTO.

as follows: "Leader," \$60 per doz.; "Royal Canadian," \$58; "Royal American," \$48. Prices are all f.o.b. Toronto, Hamilton, Brockville, and Montreal. Discount, 45 per cent. Terms, four months, or 3 per cent. 30 days.

CHURNS—There is not much doing. The discount on revolving churns is 58 per cent. at the factory and 56 from stock at Montreal.

SPORTING GOODS—There has been quite a demand for revolvers during the past week, particularly on Toronto account, where there have been several highway robberies of late.

ENAMELED WARE—There have been further shipments of goods ordered some time ago, but not many new orders are being received.

CARPET TACKS—These have been advanced, the discount on keg lots having been reduced to 25 per cent.

ROPE—There is not much doing. In spite of the advance in manufacturers' prices most of the wholesale houses appear to be still selling sisal at 12½c. and manila at 15½c. per lb.

CEMENT—Trade is dull, with prices steady and unchanged. We quote in barrel lots: Canadian Portland, \$2.65 to \$2.90; Belgian, \$3 to \$3.10; English do., \$3.25; Canadian hydraulic cements, \$1 to \$1.10; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

Although somewhat irregular, the outside markets have been, on the whole, somewhat more satisfactory as to price during the past week. The only change locally is in Canada plates, which are firmer.

PIG IRON—The market continues firm.

We quote as follows: No. 1 Hamilton, \$24 to \$25 per ton at the furnace; No. 1 Tona-wanda, \$25.40 in bond, Toronto, and No. 2 \$24.40; No. 1 Southern, \$24 in bond, Toronto.

BAR IRON—Trade is fairly good and prices unchanged. We quote \$2.30 in carlots at the mills and \$2.40 in smaller quantities; from stock, \$2.40 to \$2.50.

LEAD PIPE—A moderate business is to noted. We quote: Ordinary pipe, 7c., and waste, 7½c. per lb. Discount, 15 per cent.

RANGE BOILERS—Business is only moderate. We quote as follows: Galvanized, 30 gals., \$8; 35 gal., \$9; 40 gal., \$10; 150-lb. test boilers, 50c. less than above. Copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 15 per cent.

SHEET ZINC—The demand is fair and prices unchanged. We quote 7¼c. per lb. in casks and 7½c. in part casks.

SPELTER—Very little business is being done. The outside markets have a weak undertone. Locally, prices are unchanged at 7 to 7¼c. per lb.

PIG LEAD—Locally, trade is fair. The New York market is reported to be steady as to price, with the demand fair. We still quote: 4¾ to 5c. per lb. locally.

GALVANIZED IRON—Some shipments are being sent out, but they are chiefly to fill orders booked some time ago. Quite a few orders have been booked for both spring

PARTNER WANTED.

A PRACTICAL PARTNER WITH FROM \$3,000 to \$4,000, to take half interest in good Hardware Business in town in Manitoba. Address S. H. W., care HARDWARE AND METAL, Toronto.

John Bowman Hardware & Coal Co.

LONDON, ONT.

Our Fall stock is now complete and we can supply at the best figures, **AXES, SAWS, LANTERNS, CORDAGE, CHAIN, WINDOW GLASS, PAINTS, OILS**, etc. Our importation of **CUTLERY, SKATES, ENGLISH GUNS, SHOT SHELLS, BLACK and SMOKELESS POWDER, SHOT, WADDING**, etc., now in.

Our Motto: Prompt Shipment, Right Prices.

and fall delivery. We quote: 28 gauge at \$5 for English and \$4.60 for American, but 28 gauge of the latter is equal to 26 gauge of the former.

BLACK SHEETS—There has been a good demand for black sheets during the past week. We quote 28 gauge at \$3.50.

CANADA PLATES—Prices are cabled higher from Great Britain. Some of the local jobbers have advanced their prices, but others again are still quoting the old figures. This accounts for the range in our quotations. We quote: All-dull, \$3.25 to \$3.50; half-polished, \$3.35 to \$3.60; all-bright, \$3.85 to \$4.

PIG TIN—The demand is fairly active. The London, Eng., market has recovered somewhat during the past week, but confidence is still lacking. Locally, the price is nominally unchanged at 32c., but all sorts of rumors as to prices are heard.

COPPER—The London, England, market is a little steadier at the moment. Locally, prices are unchanged. Ingot copper is quiet, and sheet copper is not as active as it was. We quote: Ingot copper, 20 to 21c. per lb., and sheet, 23 to 23½c. per lb.

IRON PIPE—The demand is still fair. We quote as follows: Black pipe, ¼ to ¾ inch, \$3.60; ½ inch, \$3.70; ¾ inch, \$4.20; 1 inch, \$5.90; 1¼ inch, \$7.85; 1½ inch, \$9.75; 2 inch, \$13; 2½ to 6 inch, discount off the list 45 per cent.

Galvanized pipe is quoted as follows: ½ inch, \$6.50; ¾ inch, \$8; 1 inch, \$11.50; 1¼ inch, \$16; 1½ inch, \$20; 2 inch, \$28.50.

SOLDER—The demand is moderate. We quote: 19½ to 20½c. for half-and-half; 19 to 19½c. for refined, and 18½ to 19c. for wiping.

PAINTS AND OILS.

A good business for spring delivery is being done by travelers, who started to take orders a week or two ago. The market keeps firm. White lead, in sympathy with a stiff lead market, has advanced 37½c. per 100 lb. Linseed oil is 1c. dearer in Toronto, Hamilton, Guelph and London, and 3c. higher at outside points. Turpentine has not maintained the 5c. advance of last week, and a decline of 1c. is noted. Putty has advanced 10c.; bladders in barrels are now quoted at \$1.90. At the advances noted in putty, linseed oil and white lead, the market maintains decided strength. Linseed oil is especially stiff. Linseed for crushing could not be bought in the United States at figures low enough to produce oil at to-day's figures, and, as the Canadian seed is now in the hands of crushers, they largely control the situation, particularly as the English oil could not be imported to compete at the present figures. We quote:

WHITE LEAD—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½;

No. 3, \$5.75; No. 4, \$5; dry white lead in casks, \$5.75.

RED LEAD—Genuine, in casks of 560 lb., \$5.00; ditto, in kegs of 100 lb., \$5.25 to \$5.50; No. 1, in casks of 560 lb., \$4.75; ditto, kegs of 100 lb., \$5.

LITHARGE AND ORANGE MINERAL—Litharge, 6 to 6½c.; orange mineral, 7½ to 8½c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—55c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 20c.; in less than cases, 24c.

PUTTY—Bladders, in bbls., \$1.90; bladders, in 100 lb. kegs, \$2.05; bulk, in bbls., \$1.75; bulk, in less quantities, \$1.90.

PLASTER PARIS—Ordinary, \$1.75 per barrel; New Brunswick, \$2 to \$2.20 per barrel.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.10 per gallon; No 1 quality, 90c. per gallon.

SEAL OIL—54c. per gallon, and yellow seal at 45c.

CASTOR OIL—East India, in cases, 8 to 8½c. per lb. and 9 to 9½c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels

Standard Steel Toe Calks

Sizes of
Blunt:



WRITE
FOR
DISCOUNTS.



Sizes of
Sharp
Calks
below for
Fall of 1899:

NO.	LENGTH.	SIZE.
0.....	1½ inch.....	3/8 x 5/16
1.....	1½ ".....	1/2 x 5/16
2.....	1½ ".....	9/16 x 3/8
3.....	2 ".....	5/8 x 3/8

Price, \$1.25 per box of 25 lbs. in bulk.
Or 24 lbs. in 4-lb. packages.

NO.	LENGTH.	SIZE.
4.....	2½ inch.....	3/4 x 3/8
5.....	2½ ".....	3/4 x 3/8
6.....	2½ ".....	7/8 x 7/16
7.....	2½ ".....	7/8 x 7/16

NO.	LENGTH.	SIZE.
0.....	1½ inch.....	9/16 x 3/8
1.....	1½ ".....	9/16 x 3/8
2.....	2 ".....	11/16 x 7/16
3.....	2½ ".....	3/4 x 1/2

Price, \$1.50 per box of 25 lbs. in bulk.
Or 24 lbs. in 4-lb. packages.

JAMES PENDER & CO., Limited, Sole Mfrs. **Saint John, N. B., Canada.**

61c.; boiled, 64c.; 5 to 9 barrels, raw, 60c.; boiled, 63c.; 10 to 15 barrels, raw, 58c.; boiled, 61c.; 16 to 59 barrels, raw, 57c.; boiled, 60c. To outside points, 2c. more is charged.

TURPENTINE—Single barrels, 75c.; two to four barrels, 74c., freight allowed; in less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged. To outside points 2c. more.

GLASS.

Owing to the possibility of change in the freight rates some houses are refusing to leave prices for import open. The feeling regarding the price of glass in stock is stiffening, and an advance is anticipated. We quote as follows: Star, first break in 50-foot boxes, \$2.15, and in 100-foot boxes, \$4; double diamond under 25 united inches, \$6, Toronto. Hamilton and London; terms 4 months or 3 per cent, 30 days.

OLD MATERIAL.

There is a good demand. Deliveries are moderate, and prices are firm. We quote jobbers' prices as follows: Agricultural scrap, 70c. per cwt.; machinery cast, 70c. per cwt.; stove cast scrap, 45c.; No. 1 wrought scrap, 65c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 10½c.; heavy copper, 14c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, 11c.; scrap lead, 2¾c.; zinc, 3c.; scrap rubber, 6c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES—The market keeps strong and busy. We quote: Cowhides, No. 1, 9½c.; No. 2, 8½c.; No. 3, 7½c. Steer hides are worth ½c. more. Cured hides are worth 10½c.

SKINS—Prices are steady, and the demand good. Deliveries are large. We quote as follows: No. 1 veal, 8-lb. and up, 10c. per lb.; No. 2, 8c.; dekins, from 40 to 45c.; culls, 20 to 25c. Sheep and lambskins are selling at \$1 to \$1.10.

WOOL—A good business is being done at firm figures. We quote: Clothing wool and combing fleece, 20c.; unwashed, 12½ to 13c.

SEEDS.

Red clover is stronger in tone, and an advance of 50c. could be had at outside points from dealers, which makes the price \$5 to \$5.50 outside for good to choice samples. Alsike is dull, with prices easier. The range is now from \$4 to \$6.60 for choice

76,800 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

For sale all over the World



16 Governments. 85% R.R., 70% U.S. Contracts. 70% of Total Production of America.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass.** Also of a durable, highly-polished material called "**MARBLETTE**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow 12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No 68 St. Helens.

lots outside. No domestic timothy is moving, though prices are steady at \$1 to \$1.25 aboard cars outside for good to choice machine-threshed timothy, and \$1.50 to \$1.75 for bright, unhulled, flail-threshed seed.

PETROLEUM.

A brisk trade is being done. Prices are steady. We quote as follows: Pratt's Astral, 20c. in bulk (barrels, \$1 extra); American water white, 20c. in barrels; Photogene, 18½c.; Sarnia water white, 18c. in barrels; Sarnia prime white, 16½c. in barrels.

COAL.

The scarcity of soft coal is even more stringent than last week. Anthracite is being delivered more freely. The following prices at Buffalo and bridges are quoted for anthracite for immediate delivery: Nut, \$5 per gross ton, or \$4.46 per net ton; egg and stove, \$4.75 per gross ton, or \$4.24 per net ton; grate, \$4.50 per gross ton, or \$4.01 per net ton.

MARKET NOTES.

Canada plates are firmer. Wrapping paper has advanced in price. White Lead is 37½c. per 100 lb. higher. Turpentine has declined 1c. since last week's advance of 5c.

The discount on carpet tacks in kegs has been reduced to 25 per cent.

Putty is 10c. per 100-lb. dearer. Linseed oil is 1c. dearer at inside, and 3c. at outside points.

WINDOW DISPLAYS AND TAWDRY STOCKS.

Fine window and shelf displays are invaluable, provided there is good, solid worth behind the shows. We have seen cheap, tawdry stocks elaborately displayed, and have been reminded of the special issues of some trade journals, which are distinguished by the lack of ideas in the reading matter and the brilliancy and variety of the colors in which the "specials" are printed. Appearances, of course, should not be neglected in the store, but they should not be made to do duty for more solid qualities.—N. Y. Merchants' Review.

To the Trade

We wish you all prosperity and happiness for the new year, and would advise in order that you may secure same that you begin early this season to lay in your stock if you are of those who deal in

BRUSHES

Prices have already advanced and may take another upward tendency any day, so do not delay.

Our New Price List ready in a few days.

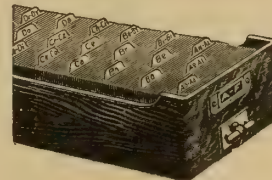
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MEAKINS, SONS & CO.,
MONTREAL.

MEAKINS & SONS,
HAMILTON.

ARCHBALD'S CARD SYSTEM

\$2.25



net cash with order, delivered to any place in Ontario and Quebec.

Worth any number of pigeon holes or books. With it the busy business or professional man can collect in a small place all the information and loose details that are scattered throughout his office and desk. Each day is brought to his notice those matters which should have immediate attention. Consists of 400 Record Cards Ruled, 1 Alphabetical Index, 20 Blank Index Cards, 1 Handsome Polished Desk Drawer Tray, 9-in. long (add 10c. for each additional inch in length) made of quarter sawed oak. If not perfectly satisfactory you can have your money back.

Catalogue for the asking.

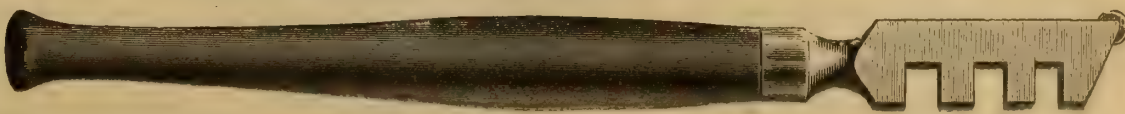
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45 Adelaide St. East. - - TORONTO

Branches—OTTAWA, HAMILTON
Mention this paper.

Barrett's Glass Cutters Standard

Barrett's Practical Glass Cutters are the standard the world over.

Sold by more Hardware Dealers than all other makes combined. Send for prices and sample, **W. L. BARRETT, Manufacturer, Bristol, Conn., U.S.A.**



TRADE CHAT.

THE Dominion Coal Co., Limited, Little Glace Bay, N.S., have declared payable a dividend of 8 per cent. on the preferred stock.

Samuel Bancroft has started as blacksmith in Mapleton, Ont.

A \$35,000 iron bridge is to be built in Ottawa, across the Rideau river at the foot of King street.

Greenwood, B.C., voted in favor of granting a bonus of \$3,600 to the British Columbia Copper Co., in consideration of the erection of a smelter in the town.

The Grand Trunk railway has withdrawn all freight rates from points on its system to points on the T. H. & B., owing, it is said, to a disagreement between the two roads.

The Bain Wagon Co., Woodstock, Ont., received a contract for 16, and The Ottawa Car Co., Ottawa, for 14 specially-constructed wagons for use in South Africa, from the Militia Department.

The Ontario Glass Co., Kingsville, Ont., started operations on Tuesday morning. About 100 men are employed. Natural gas is used in all their furnaces. The company has large orders ahead for fruit jars and bottles.

The Georgian Bay Portland Cement Co., Limited, Owen Sound, Ont., are erecting a 260 x 40 ft. storehouse, installing a new mixing pan and have raised the roof of their drying house 7 ft. The works may be run steadily through the winter.

E. J. Smith, Dawson, has placed a contract with a Victoria firm for a first-class, stern-wheel steamer 100 ft. long with 30 ft. beam. It is to be built in sections, and taken to Dawson, where it will be put together to ply on the Klondike river.

The Nova Scotia Steel Co., Limited, have sold 200,000 tons of Newfoundland iron ore for shipment to the United States during the coming season. This is the first large sale on United States account. This company has applied to have its charter amended to give it the power to lease, sell, or transfer any or all of its property or rights.

A factory is likely to be erected in Ottawa in the spring for the chemical treatment of sawdust. It is stated that experiments which have been conducted recently have proven that valuable acids and oils can with profit be extracted from the apparently useless sawdust. Among the products secured is oil of tar, while carbon can also be manufactured from the residue.

The exports from Toronto during 1899 amounted to \$9,206,605, as compared with \$7,801,990 in 1898, showing an increase of \$1,404,515. The greatest increase was in manufactures, the export of which rose from

\$1,294,881 to \$2,411,223 in the year. In the same period the imports into Toronto rose from \$8,913,973 to \$9,597,153, an increase of \$683,180. The increase was nearly altogether in products of the mine, and animals and their products.

ADDITION TO WORKS OPENED.

The Ontario Lantern Co., Hamilton, opened a three-storey addition to their works on Wednesday evening, by giving a complimentary supper to their 85 employes, when an enjoyable evening was spent by all. The addition thus happily opened will

be installed with machinery at once. It is the intention to employ over 100 hands and to branch out into the manufacture of lines of goods now imported from foreign countries, as well as continuing the manufacture of the present lines of sheet metal. Walter Grose, Montreal, and Ernest Schultz, Hamilton, are the owners of the rapidly extending business, they having begun manufacturing lanterns, etc., 10 or 12 years ago with less than 12 employes. At the banquet, Wednesday evening, Mr. Grose presided and Mr. Schultz occupied the vice-chair. A feature of the entertainment was the shooting at a caricature of Oom Paul with an air gun.

DIAMOND EXTENSION STOVE BACK

Patented, July 11th, 1893.

Canadian Patent, June 14th, 1894.

They are easily adjusted and fitted to a stove by any one.

Please your customers by supplying them immediately with what they want.



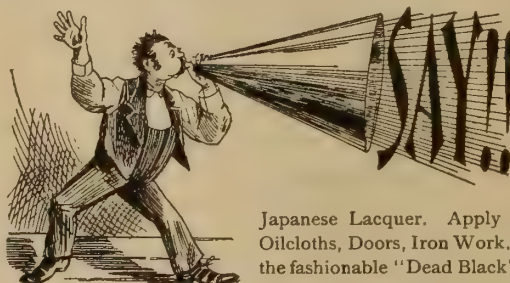
Sold by
Jobbers
of . . .

Hardware
Tinware
and
Stoves.

EXTENDED.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.

" A. R. WOODYATT & CO., Guelph, Ontario.



Don't forget to Stock

JAP-A-LAC

A STAIN AND VARNISH COMBINED.

Produces a brilliant, elastic and beautiful finish, dries with the elasticity and hardness of Japanese Lacquer. Apply a coat over old Woodwork, Furniture, Floors, Oilcloths, Doors, Iron Work, Carriages, Bicycles, etc. Made in all colors, also the fashionable "Dead Black" Wrought Iron Finish for tarnished Chandeliers, Picture Frames, Lamps, etc. Try it once and you will always use it.

Why don't you sell TURPINE Spirits when Turpentine is so high? An excellent substitute for, and, in many respects, better than turpentine. Price to trade, 48c. per gallon.

Canadian Depot, A. WATT & CO.,

Tel. Main, 2568.

43 St. Sacramento St., MONTREAL.

The "DAISY" Barrel Churn

SPECIAL FEATURES FOR SEASON OF 1900.



Angle Steel Stand, with extra patented centre brace.

Patented Double Levers or Bow.

Wheels on the feet.

Hardened and Polished Steel Ball-Bearings.

Patent cover and drip tube.

SIZES—Nos. 0, 1, 2, 3, 4 and 5.

The Barrels are made of the best imported White Oak Staves, and will last many years.

Manufactured only by

The WORTMAN & WARD
MFG. CO., Limited

Head Office:
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The . . .

Watson, Foster Co.

LIMITED

Manufacturers of every grade of
Wall Papers

❁ ❁ ❁ MONTREAL



IT MUST BE DONE

"1900"

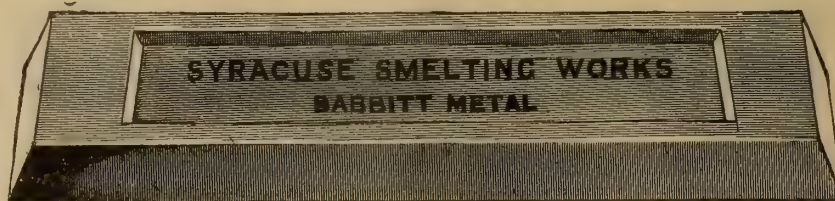
should be the "record-breaker" financial year of every Wall Paper Dealer in Canada. It will be an easy task to accomplish if you select your papers from our extensive collection of Popular Patterns.

There is a "knack" in the elegance of our designs and the harmonious effect of our modern, fashionable colorings that cannot be equalled and is the envy of the trade.

Our travelers are again on the road for the last trip of the season. Dealers who have not yet bought, or wish to increase their previous orders, will please drop us a line, and we will cheerfully send a traveler or a special set of samples containing all the best sellers of the season.

Use Syracuse Babbitt Metal

IT IS THE
BEST MADE



For
Paper and Pulp
Mills, Saw and
Wood Working
Machinery,
Cotton and Silk
Mills, Dynamos,
Marine Engines,
and all kinds of
Machinery
Bearings.

PIG TIN, LEAD, INGOT, COPPER, BRASS, NICKEL, ALUMINUM, ZINC SPELTER,
ANTIMONY, ETC., FURNISHED PROMPTLY.

Factories: { 332 William St., MONTREAL, QUE.
and SYRACUSE, N. Y.

Syracuse Smelting Works



EMERY

Cloth and Paper.
Glass and Flint Paper.
"Atlas" Brand

"FLORA" Knife Polish, in 3d., 6d.
and 1/ tins

Ground, Washed and Flour.

WHEELS of highest quality
for general and
special purposes.

EMERY GRINDING MACHINERY

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LONDON, E.C.



Write for Latest Catalogues and Samples to

THE **LONDON EMERY WORKS CO.,**

Agent in Canada—MR. T. L. PATON, 30 St. Francois Xavier Street, Montreal, P. O. Box 903.

IT PAYS TO BUY
THE BEST.



This Trade Mark is
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ARE YOU PREPARING FOR

Binder Twine?

Are you doing a little thinking in advance?
You must do it to be successful.

Buying a Good Seller —

constitutes an important feature.

If that is secured, your profit side of the ledger will be right. Why not figure with us? It is our business to sell you the famous **Plymouth Twine** and afterwards supply you with valuable market information.

DISTRIBUTERS,
PLYMOUTH BINDER TWINE AGENCY,
54 BAY STREET, TORONTO.

**Prudent People
Prefer Plymouth.**

EXTENDED INSURANCE.

One of the many liberal features embodied in the
UNCONDITIONAL ACCUMULATIVE POLICY
issued by the

Confederation Life Association.

HEAD OFFICE--TORONTO.

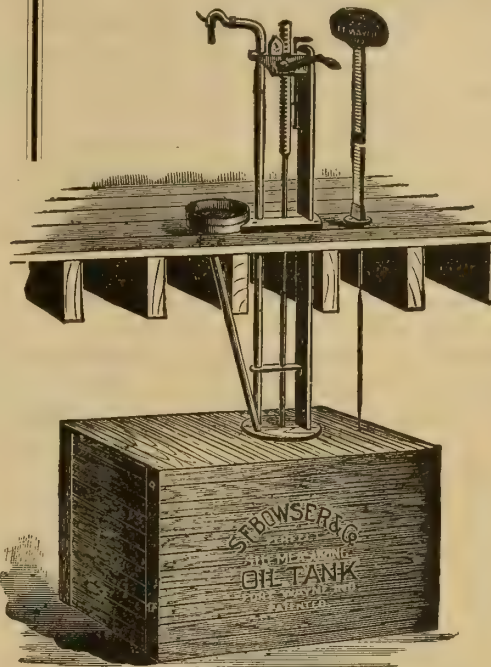
is the provision for Extended Insurance. After two full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald,
Actuary.

J. K. MACDONALD,
Managing Director

..IF YOUR OIL MAN..



Should quote you a confidential price of two cents below the market, he would be pretty sure to get your order, because

**You Are
In Business For
Profit,**

and that two cents per gallon means profit. Yet you hesitate to equip your store with a

BOWSER
Three-Measure
Self-Measuring
OIL TANK

which as surely means a saving greater than two cents upon each and every gallon of oil you handle. It prevents loss from leakage and evaporation; it saves the oil you now lose from sloppy measures; it saves loss from pilfering while you are gone to the cellar after oil; it saves other goods from contamination from kerosene, it saves your time; it saves your back; it saves your labor, and muss, and dirt. All this it saves—and more.

CELLAR OUTFIT.

BOWSER... OIL TANKS

Are built of GALVANIZED STEEL
PUMPS ALL METAL...
BRASS VALVES

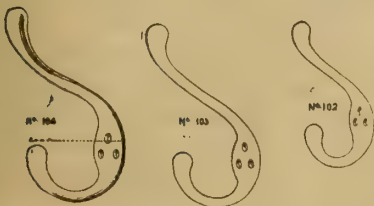
Everything fully guaranteed. They will earn 25 per cent. of their value every year. Let us prove it to you. Send your address.

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Factory, Fort Wayne, Ind.

SAVE MONEY

by buying

Gunn's Patent Brassic Goods



Equal to solid brass in every particular. Cost less money—look and wear as well. Sales increasing all the time.

THE GUNN CASTOR CO., Limited
KNOX HENRY,

Canadian Agent, 220½ Board of Trade, MONTREAL.

THE ROUND REACTING WASHER

A STRICTLY FIRST-CLASS
MACHINE, AT A
REASONABLE PRICE.

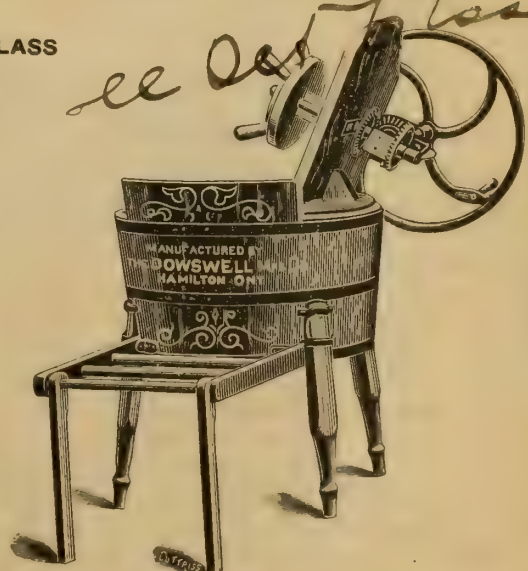
Most Efficient A Quick Seller

No other machine so easily
operated.

Closed in—keeping suds hot
and preventing escape of
vapor into the room.

We commend these mach-
ines to the trade.

Send for Prices and Circulars,



THE DOWSWELL MANUFACTURING CO., LIMITED,
HAMILTON, ONT.

A PLEASANT AFFAIR.

THE St. John Sun of January 1, says that one of those pleasant events where employer and employee, laying aside for the time all business cares, meet to express their mutual good-will and sympathy, occurred on Saturday evening, December 30, at White's restaurant, King street, when Emerson & Fisher, the wholesale hardware merchants, gathered their St. John employees, numbering about 40, around the festive board, where all enjoyed an excellent dinner and a delightful evening, interspersed with music and speeches. The gathering broke up before midnight, all expressing their appreciation of the opportunity afforded to meet each other socially and looking forward to their next merry meeting.

The following is a copy of the menu :

Soup.	
Oysters.	
Opening Up a New Line.	
Fish.	
Chicken Halibut.	Parsley Sauce.
A Tender Customer.	
Roast.	
Turkey, Cranberry Sauce.	
Old Time-rs.	Chicken, Bread Sauce.
	Scratching Around for Trade.
	Entrees.
Lobster Salad.	Tomato Escallop.
	Good Times.
Cream Potatoes.	Vegetables.
	Squash.
	Celery.
	Farmers' Line
	Relishes.
Mixed Pickles.	Worcestershire Sauce.
	Chutney Sauce.
Wetmore's Clifton Horse Radish.	
Light Business.	
Pastry.	
Fruit Pudding.	Hard Sauce.
Snow Pudding.	Apple Pie,
Cranberry Pie,	Squash Pie.
Orders Coming in Freely.	
Dessert.	
Oranges,	
Rasins,	
Grapes,	
Figs,	
Nuts.	
Crackers and Cheese,	Confectionery.
Working Overtime.	
Tea.	Coffee.
Early Closing Movement.	
God Save The Queen.	

OWEN SOUND'S INDUSTRY.

Since the decision of the courts that the law compelling the cutting of Canadian logs at Canadian mills was constitutionally enacted it has become certain that millions of feet of Ontario pine must be cut at some point on the Georgian Bay. At present there are about seven million feet of logs afloat and much of this quantity is seeking a place where manufacturing into lumber may be done. There is every likelihood that Owen Sound will get a big share of this cutting. Negotiations are now in progress and a successful issue may be looked for the erection of a large mill at some point in the harbor. Another big mill close to the town would furnish a welcome addition to the town's industrial world. A few days will elapse before details will have advanced

sufficiently to give definite information, but the project will go through, and early in the new year operations will doubtless begin.—Times, Owen Sound.

TO BE CLOSED UP

The Rock Island Hardware Co. will, it is expected, close out their affairs some time about February 1, 1900. True & Blanchard Co., of Newport, Vt., who have formerly furnished a part of the capital used by The Rock Island Hardware Co., now wish to withdraw this money owing to the rapidly growing demands of their own business. It was expected that a customer would be found to carry on operations, as the concern in question is, by far, too desirable and well-established to be discontinued, but such not being the case, the company's affairs will be closed out as near February 1, 1900, as possible. A special sale will begin at once, in which the goods on hand will be closed out at bargain prices. All outstanding accounts will be collected and all obligations will be settled during the month of January.

CARIBOO GOLD.

The British Columbian correspondent of a New York financial journal sent his paper the following :

"The past season has been a good one in Cariboo, and more will be heard from this section shortly. As your readers may be aware, there was great excitement in Cariboo 40 years ago in connection with placer mining, but, until the last year or two, the country has been almost forgotten, save by the "old-timers." The Cariboo district has produced, it is estimated, between \$60,000,000 and \$70,000,000 in gold during the past 20 years. There are three kinds of mining in vogue, one placer mining by ground sluicing, another by the use of hydraulic machines, and a third by sinking to bed rock at great depth and then drifting. In some of the camps bed rock lies 500 ft. below the surface, and when the floor is reached very rich gravel is often found. The clean-up of The Cariboo Hydraulic



TWO "FAMOUS" HEAVY WEIGHTS.

Company, it is expected, will be at least \$200,000. Some of the nuggets taken out during the season's operations have been worth \$100, and for 1899 the district is expected to produce \$900,000 or \$1,000,000."

ST. JOHN, N.B., HARDWARE ASSOCIATION.

The sixth annual meeting of the St. John, N.B. Hardware Association was held on January 3, in the board of trade rooms. The election of officers resulted as follows :

President—R. B. Emerson.

Vice-president—William Kerr.

Secretary-treasurer—John J. Barry.

Directors—W. H. Thorne, Thomas McAvity, James Pender.

Executive committee—R. B. Emerson, William Kerr, W. H. Thorne, Thomas McAvity, Jas. Pender, John J. Barry.

Wholesale committee—Emerson & Fisher, W. H. Thorne & Co., Limited, S. Hayward Co., Limited, M. E. Agar, Jas. Robertson Co., Limited, T. McAvity & Sons, Kerr & Robertson, I. & E. R. Burpee, H. Horton & Sons.

Manufacturers' committee—Jas. Pender, George McAvity, George W. Ketchum, W. S. Fisher, P. McMichael.

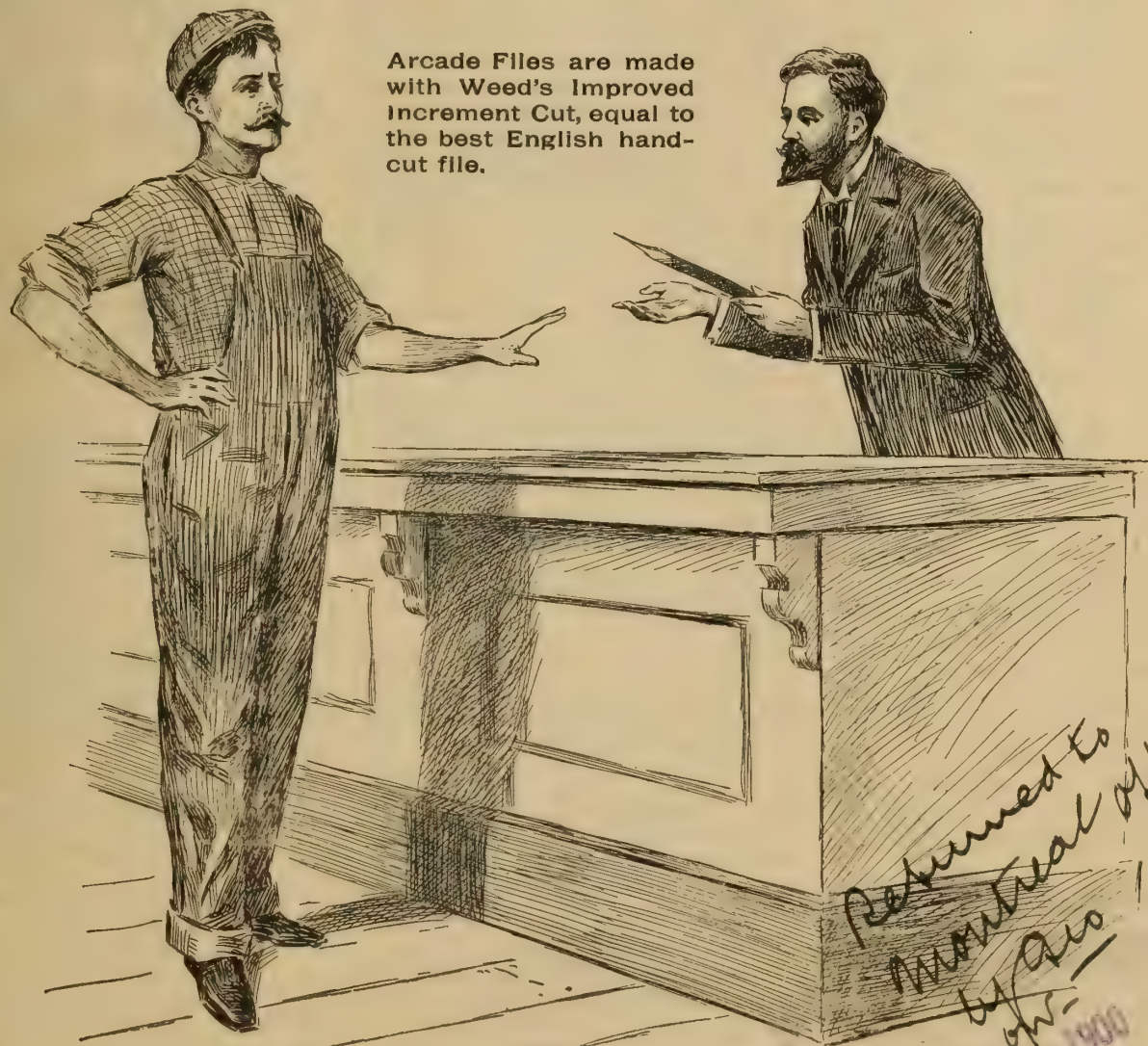
The imports into Ottawa during December, 1899, were \$1,536,688, against \$1,370,720 in December, 1898, showing an increase of \$165,969. The exports for the same period show an increase of \$694,644.

The WORLD'S GREATEST FILE WORKS

ESTABLISHED 1842.

There is no other file "just as good."

THE ARCADE IS THE BEST



Arcade Files are made with Weed's Improved Increment Cut, equal to the best English hand-cut file.

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MONTREAL office
by Geo.
W. -
Feb - 1900*

"I want an ARCADE file."

"We are all out of ARCADE files. Try this; It is just as good."

"No, Sir. I want the ARCADE. It cuts faster and wears longer than any other file made."

NEW YORK:
97 Chambers St.

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EASTERN ONTARIO ORE.

MR. T. D. LEDYARD, of Toronto, Canada, sends us some more information about the "Belmont" iron mine. One of the first shipments from this mine was a sample lot of four carloads (71 gross tons) of ore to The Deseronto Iron Company, who furnish the following analysis, viz.: Metallic iron, 61.29; silica, 6.91; phosphorus, 0.003; lime, 2.82; sulphur, 0.027. Since the "Belmont" has been further developed, ore richer in iron has been taken out, some of that recently mined from three pits considerable distances apart showing, respectively, metallic iron 65.80, 68.03 and 72.02 per cent. The "Belmont" ore is remarkably free from phosphorus, in that respect being equal to the purest Swedish ores. The latest analyses show the "Belmont" to contain in phosphorus 0.003, 0.004 and 0.006, and furnish another proof that it is suited to make the finest tool steel. As indicating the remarkable character of this Eastern Ontario ore he gives Barrington & Holt's report of July 12, regarding the Spanish iron ores:

	Price f.o.b.		Port of shipment.	Guaranteed minimum of phosphorus.	Iron.
	s. d.			p.c.	p.c.
Ordinary 50 per cent. Portman	6 3	Portman	0.05	50	
Ordinary 50 per cent. Portman	6 9	Cartagena	...	50	
Special low phosphorus.....	6 7	Portman	0.03	50	
Special low phosphorus.....	6 11	Cartagena	0.03	50	
Extra quality phosphorus...	7 3	Cartagena	0.015	50	

Now, compare these four carloads of the "Belmont" iron mines—phosphorus 0.003, or one-tenth as little phosphorus as the "specially low" phosphorus of the Spanish ores, and one-fifth of the "extra" quality of these ores. Moreover, the "Belmont" ore yields over 60 per cent. of iron, against only 50 per cent. in the Spanish. The sulphur in either is not in sufficient quantity to merit attention, being exceedingly low.—Iron and Steel Trades Review.

HOLDING POSITIONS.

It generally occurs that the prizes of business life are not secured by the men whose thoughts and schemes are expended upon seizing them, says a correspondent of Saturday Post. Everywhere, in all ranks of employment, are men that take themselves too seriously. Such, almost without exception, are the men whose interests are exterior and not interior. Their efforts are not directed towards self-improvement, towards the rendering of a better and increasingly-improving service to employer or to the world. The first requirement is to be fitted for better and higher things; the second is to attain them. Preparation comes by painful steps and slow; promotion comes frequently to the truly earnest man as a surprise.

There is no position more pathetic than

that of the overplaced man. His fall is usually only a matter of time. The world's judgment is accurate and almost inevitable. It is, therefore, of the utmost consequence that a man, whatever his position, should know the strength of his tenure. Let a man judge of his hold upon a place with an honest self-respect, conscious of what he is and can be; but, as he values his position, let his self-judgment be free from vanity, conceit, or narrowness.

UNSANITARY HOTELS.

Editor HARDWARE AND METAL,—With regard to the unsanitary and unsatisfactory hotels, I have recently seen that the Ontario Government is about to take the matter into "serious consideration."

Through the license inspectors the worst of the evils can be remedied in a month if vigorous action be taken. I suggest that commercial travelers report specific instances, especially in the matter of bad sanitation, to the proper officer of the Ontario Government. Perhaps HARDWARE AND METAL can tell us who he is. Hotels are licensed for the accommodation of the public in the matter of food and lodging, and not for the sole purpose of permitting the hotelkeeper to sell liquor. If he is caught with an open bar after hours he is fined, but he may charge what he pleases for bad food and cold storage bedrooms, and keep a disease-breeding wash-room running 24 hours a day without being reprimanded.

It is not so much a question of expense as of good housekeeping. I have seen expensively fitted up lavatories in a filthy condition for want of soap and water and elbow grease. There are rooms in well-built hotels which are never scrubbed. This may suit bar-room loafers, who spit promiscuously, but it is not from the patronage of dirty loafers that hotelkeepers make a living. The difficulty is that some landlords find such fellows congenial company, and cater down to their level, while the decent commercial man is simply tolerated because it pays.

There is no use, however, in grumbling at hotels in general. Some of them are excellent and as comfortable as club houses. What is wanted is persistent specific complaints about the bad ones. Will HARDWARE AND METAL please take this matter up, and let us know with whom these complaints should be registered?

WM. Q. PHILLIPS.

Clinton, Ont., January 6, 1900.

[REMARKS.—Hon. J. R. Stratton, Provincial Secretary, Toronto, is the authority with whom complaints should be lodged.—THE EDITOR.]

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Canada Paint Co.

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Montreal - Toronto

Creosote Shingle Stains

for

DIPPING AND BRUSHING...

These Stains are made from pigments only, and the colors are therefore as durable as oil paints. Their first purpose is the preservation of the shingle from the effects of moisture, but they also have a beautiful soft tone which cannot be produced in any other way. They are specially adapted to country residences where ornamental shingle work is now so much used, and, as their cost is less than oil paints, they are in great favor.

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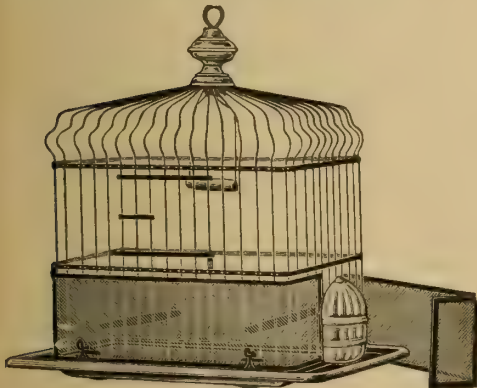
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**"JARDINE"**

**TIRE UPSETTERS
WILL UPSET TIRES**

Some machines sold as Upsetters will not. Perhaps you make as much money on the sale of a useless Upsetter as on a good one, but your customer does not. He don't want a machine because it is called an Upsetter; he wants a machine to upset tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

**B. B. Wrought Ornamental
Pipe Straps.**

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MADE ALSO IN MALLEABLE IRON.

These are a distinct advance, over the old plain straps, being much stronger and neater.

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Tinners' Hardware and Roofers' Supplies,

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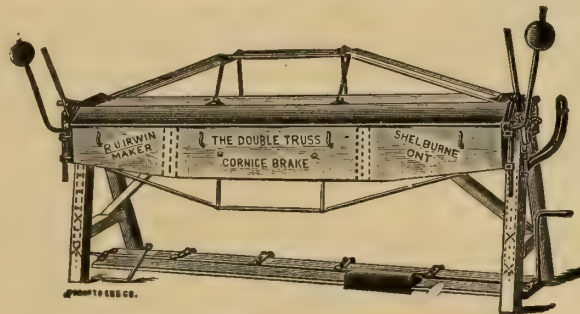
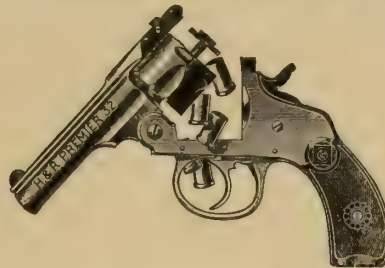
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This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

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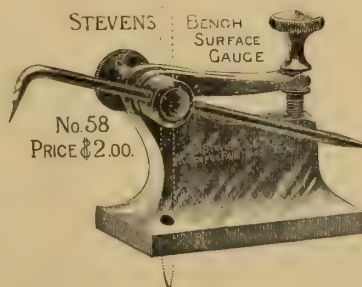
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Write for our New Catalogue containing a description of our Tools.
It is also a valuable hand-book of information for mechanics and people
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to furnish the best made goods in the market at closest prices and make
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.

HEATING AND PLUMBING

WROUGHT IRON PIPE FOR A YEAR.

A RETROSPECT of the past year reviewing the market in tubular goods shows a very much greater tonnage produced and marketed at higher prices than ever before. Following the month of December, 1898, which in itself was a record breaker in the wrought iron pipe trade, both as related to mill shipments and tonnage entered, the new year gave promise of the heaviest tonnage ever known. Merchant pipe was then quoted as follows: Butt black, 55 per cent. discount; lap black, 65 per cent.; butt galvanized, 45 per cent.; lap galvanized, 50 per cent. base, with five 10's, 7½ and 5 per cent. for car lots delivered. Oil country goods, such as screw and socket joint casing, were quoted at 60 per cent. discount, and inserted joint at 60 and 10 per cent. Boiler tubes were variously quoted at 60 and 5, 72½ and 5, and 75 and 5 per cent., according to the size. Early in February leading mills in Pittsburgh territory had booked orders for 6,000,000 to 7,000,000 feet of small pipe. Then, advances were made as the product became scarcer, one large mill being then 12 weeks behind in deliveries. By the middle of February the output of the pipe mills was practically engaged for the ensuing three or four months.

On February 22, a uniform discount was adopted by 17 leading mills, making practically the entire output of the country of merchant pipe, both black and galvanized, butt and lap weld, on all of which was quoted the base discount of 60 and five 10's for retail lots. In March, some phenomenal records for production were made, the tonnage of some concerns in western Pennsylvania far surpassing previous records. It had now become not a question of price, but the finding of a mill with pipe to sell, all of the mills being sold ahead two to four months. In April, merchant pipe was quoted at 60 and three 10's in retail lots. By May 1, most of the pipe mills were under option and instructed not to enter orders for delivery after June 1, merchant pipe in retail quantities advancing again to 60 and two 10's.

Through a portion of 1898 and a large part of the next year negotiations progressed towards the ultimate taking over of 13 of the leading tube works plants by what is now known as The National Tube Company, the undertaking being virtually closed about June 1 and possession acquired a

month later. Most of the prominent concerns were thus consolidated, but several important interests are outside. In the fore part of June merchant pipe sold in small lots at 60 per cent. off. Later in the month, The National Tube Company sent out notices to the different concerns taken over that formal possession would be taken July 1. In the middle of September, the mills had orders booked sufficient to keep them going for the next three or four months. Since then the price of wrought iron pipe has been advanced again, until at the close of this year, it was quoted to small buyers at 40 to 45 per cent. off. Prices now, compared with former years, are very much higher, a condition unavoidable owing to the enhancement in the price of raw materials, supplies, and labor. The prospects for the current year, aside from unforeseen or extraneous conditions at present unknown, are indicated by the desire of large buyers to book tonnage far into the year and at the present range of values, and are encouraging.

VENTILATION.

In discussing the disadvantages of ventilating buildings from the top by means of lowered windows or ventilating registers, a correspondent of The New York Tribune throws the blame on architects and builders, who get their faulty ideas adopted, and continues the discussion as follows: "They should know better than to make openings at the top of rooms, which simply allow heat and pure air to escape. It is not at all satisfactory to heat all outdoors and still have to breathe carbonic acid gas. Court-rooms, school-rooms, auditoriums, offices, dwelling-rooms, and especially sleeping-rooms, are giving slow poison to millions. The trades are to blame. It is their business to know. The remedy is simple and comparatively cheap. The fireplace idea and its modifications will solve every problem. The opening near the floor and the heat in it makes perfect ventilation, for it gets rid of the poisonous air, and, somehow, without opening any window, fresh air comes in. It will do it every time. An airtight building is an impossibility. Fresh air will come in when impure air is taken out. Build brick stacks and make openings into them at the floor, for large buildings."

J. A. Denis, wholesale and retail hardware dealer, etc., Montreal, is dead.

TROUBLE IN HEATING A SCHOOL.

FROM G. K. L., New York: "I notice the plan of 'J. M. R.,' Manitoba, Canada, in The Metal Worker of December 2, regarding a furnace plant that does not work satisfactorily. If I understand his description and sketch correctly, it is my opinion that the whole trouble lies in the fact that the area of his exhaust pipes exceeds the area of his supply pipes. In the classroom he has two 12-inch supply pipes with a combined area approximating 226 inches. The exhaust cold air and vent flues consist of two 11-inch pipes with an area of 190 inches, four 7-inch round registers with a net area of 100 inches, or a total exhaust area of 290 inches; hence his exhaust exceeds his supply by 64 inches—that is, if the vent and cold air registers perform their functions properly. The result is that there is being taken from the room more air than is being fed into it, which must leave the classroom a very unhealthy place indeed, particularly when the fact is taken into consideration that the alleged cold air pipes from the room are simply taking partly warmed foul air from the room to the furnace to get heated up and coming back again to get still fouler from the respirations of the scholars. The same condition prevails in the hall; that is, the exhaust or cold air pipe is larger than the supply pipe, regardless of the opening of the entrance door with its chilling effect.

The outcome of the arrangement is that there is no warm air remaining in the place to keep it warm, and the only pure air that comes into the building comes in when the door is opened or through the 8-inch cold air duct from the outside, a condition of affairs that should not be tolerated for a moment in a schoolroom. While the heating capacity of the furnace is given, the space to be heated is not, but I presume the furnace is large enough; therefore, I would suggest that all of the vent and cold air exhaust registers be taken out, then run 14-inch hot air pipes to the registers in the classrooms, as these registers are large enough. A 9 x 13 vent register should be placed in the chimney flue near the floor. A 12 x 12 vent register should be placed in the wall on the south side of the building, near the floor opening on the outside of the building. The cold air duct from the outside of the building to the furnace should be enlarged, so as to have a capacity of 288 square inches. The hot air pipe and

register in the hall are large enough, and the hall requires no ventilation except that which it gets from the opening and closing of the door. Should these suggestions be carried out, I am positive that the classrooms will be full of hot air, two-thirds of which would be good and pure. In reference to the 8-inch cold air pipe that now runs from the outside, I believe that a close investigation will reveal the fact that it is either working the reverse way—that is, trying to heat all Canada—or is gallantly feeding cold air into the schoolroom through one of the 11-pipes from the bottom of the furnace."—Metal Worker.

ELECTRIC HEATING.

THE question as to whether electric heating is or is not more effective and economical than gas or coal in any given case, must not be judged simply from the standpoint of actual cost, but due allowance must be made for the advantages and disadvantages attending each method, though, even when the first cost alone is considered, it is often forgotten by the intending user or his adviser that the charge for heating and motor-driving current is generally considerably less than that used for lighting—often only one-half. In private houses there are many places, such as halls, passages, small rooms, etc., unprovided with fireplaces that might be fitted with wall-sockets to enable radiators to be connected during severe weather or other occasional times. Gas stoves are very well in their way, but they can only be fixed where there is a fireplace or other flue. The advantages of the electric radiator are that it is always ready; it can immediately be connected at any point where a wall-socket is provided; it gives off absolutely no fumes or dirt; there is a minimum of danger from fire, this risk being practically negligible; it can be placed anywhere about a room, and can do no harm if it is knocked over; and it requires no attention. For those who like some visual evidence of heat there are luminous radiators which are gradually coming into use and are likely to become extremely popular ere long. There are specially-arranged low-temperature radiators and warming pans which can be put into the bed, and, if necessary, left going all night, control being afforded by an adjacent switch. Another kind of appliance is the electrically-heated ladies' curling tongs.

The advantages of electric cooking and boiling apparatus, irons, etc., are more

apparent in the summer, when there is a general and often complete absence of fires. Until electricity becomes cheaper the gas cooking and heating stove will assuredly hold its own; but, for heating water on the spot in dressing and bedrooms, and, say, for afternoon tea in drawing and dining-rooms, the electric kettle has a clear field before it.

When we consider various manufacturing processes we find electrically-heated appliances of great use and convenience; the ease of regulation and the safety from fire risk being important considerations. Thus, irons of various kinds are employed in laundries, dyeworks and tailors' rooms; glue pots and hot plates in carpenters', cabinetmakers', printers', bookbinders', metal lacquering, and various other shops. In hat manufacture electric heating has been employed with great success; and metal-workers may be reminded that the electric soldering iron is easily kept up and regulated as to temperature, and is always clean.—Ironmonger.

PLUMBING AND HEATING CONTRACTS.

The Bennett & Wright Co., Limited, have contracts for plumbing, heating, gas-fitting and electric wiring in two houses for Dr. Ryerson, Bloor street; and for plumbing and heating a house for Mr. Henderson, Maple avenue.

PLUMBING AND HEATING NOTES.

The Toronto Hotel Co. are applying for incorporation.

Charles Varbonne, contractor, Longueuil, Que., has assigned.

Theo. Goulet & Co., contractors, Montreal, have assigned.

Rossland, B.C., has purchased five lots for fire hall purposes.

The Renfrew, Ont., Electric Co., Limited, has been incorporated.

A Lutheran church will be erected in Ayton, Ont., next summer.

The assets of the estate of Nap. Vezina, plumber, Montreal, have been sold.

Freight sheds, 180 x 32 feet, are to be erected in Rossland, B.C., by the C.P.R.

Bilodeau & Renaud have been appointed curators of D. Dugas, plumber, Montreal.

The Lang Manufacturing Co. is erecting an extensive biscuit factory in St. Henri, Que.

Port Arthur, Ont., has granted a bonus of \$50,000 to The Ontario and Rainy River Railway Company in consideration of being made the eastern terminus of the railway,

TO GET AHEAD

In the business world you must have a thorough knowledge of your work. You study at home during leisure hours, and we guarantee to fit you for a responsible, high-salaried position through the best course in the world of

EDUCATION BY MAIL

In Electrical, Mechanical, Steam, Mining and Civil Engineering; Metallurgy, Art, Architecture, Practical Newspaper Work, English Branches, Stenography, Machine Design and Mechanical Drawing. Low price; easy terms.

Sent free to those who enroll now, a complete Drawing Outfit worth \$11.10, or other premiums.

Mention subjects interested in when writing to

The United Correspondence Schools,

154-156-158 Fifth Ave., New York, for Catalogue No. 108.



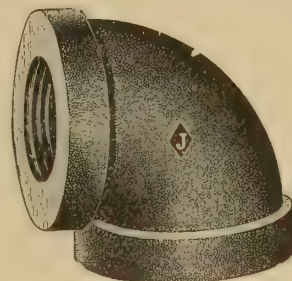
The Syracuse Smelting Works

ARE MANUFACTURERS OF

Plumbers' and Tinsmiths' Solder

of highest quality. Highest market prices paid for old Brass and Copper.

SYRACUSE SMELTING WORKS
MONTREAL.



IRON. . .

PIPE. .

FITTINGS

Special Fittings made to order.
Supplies for Heating Contractors.

The James Morrison Brass Mfg. Co., Limited.
TORONTO.

and of the establishment of a 1,000,000-bushel elevator, roundhouses, workshops, etc., there by the company.

Over \$138,000 was spent in erecting residences in Brantford during 1899, as compared with \$82,530 in 1898.

John Gray and Henry Wighton have registered partnership as contractors in Montreal under the style of Gray & Wighton.

Gagnon & Caron have been appointed curators of Labelle & Deschamps, plumbers, Montreal, and of James Douglas, contractor, Westmount, Que.

Steele & Burnett, Montreal, propose erecting a \$25,000 furniture factory at Tottenham, Ont. They may get a loan of \$15,000 from the municipality.

Saxe & Archibald, architects of M. S. Foley's great apartment house, Dominion square, Montreal, are rushing the work day and night. This is the first modern skeleton steel frame building to be erected in Montreal.

Toronto Foundry Co.

Manufacturers of SOIL PIPE, FITTINGS,
SINKS, BOILER STANDS.

Nos. 146-148-150 Niagara Street, TORONTO

The only Exclusive Manufacturers of
Soil Pipe and Soil Pipe Fittings in
Canada.

All goods stamped T. F. Co. are warranted

WADE & BUTCHER'S

"SPECIAL" Razors

Are unequalled for quality and finish.

JAMES HUTTON & CO., - MONTREAL

Sole Agents for Canada.

CURRENT MARKET QUOTATIONS

Jan. 12, 1900.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb. ingots, per lb.	0 32
Straits	0 32

Tinplates.

Charcoal Plates—Bright.	
M.L.S., equal to Bradley.	Per box
I.C., usual sizes	\$6 50
I.X.	7 75
I.X.X.	9 00
J. R. & Co.—	
I.C.	6 00
I.X.	7 25
I.X.X.	8 50
Famous—	
I.C.	6 25
I.X.	7 50
I.X.X.	8 75
Raven & Vulture Grades—	
I.C., usual sizes	5 00
I.X.	5 75
I.X.X.	6 50
I.X.X.X.	7 25
D.C., 12½x17	4 50
D.X.	5 25
D.X.X.	7 25

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 35
I.C., special sizes, base.	4 50
20x28	8 75

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	8 50
I.X., Terne Tin	10 50

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs	0 07
" 14x60	0 07½
" 14x65	0 07½

Tinned Sheets.

72x30 up to 24 gauge	0 08	0 08½
" 26	0 08½	0 09
" 28	0 09	0 09½

Iron and Steel.

Common Bar, per 100 lbs	2 35	2 45
Refined	2 85	2 95
Horse Shoe		2 65
Hoop steel, 1½ to 3 in. base,		
extras for smaller sizes	3 00	
Swedish	4 00	4 25
Sleigh Shoe Steel " base	2 70	
Tire Steel	2 70	
Machinery	2 65	
Cast Steel, per lb	0 10	0 14
Toe Calk Steel	3 25	
Thos. Firth & Sons' Cast Steel	0 12	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	3 00	3 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½-inch	0 11
2	0 12
2½	0 14

Steel Boiler Plate.

¼ inch	3 25
3-16 inch	3 40
1 inch and thicker	3 25

Black Sheets.

18 gauge	3 10
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20 gauge	3 10
22 to 24	3 20
26	3 30
28	3 50

Canada Plates.

All dull, 52 sheets	3 25	3 50
Half polished	3 35	3 60
All bright	3 75	4 00

Iron Pipe.

Wrought pipe, per 100 feet, ¼ to ¾ inch.	
\$3 61; ½ inch, \$3.00; ¾ inch, \$4.20; 1 inch, \$5.19; 1½ inch, \$7.85; 2 inch, \$9.75; 2½ inch, \$13.00. 2½ to 6 inch, discount 45 p.c.	
Galvanized, ½ inch, \$6.50; ¾ inch, \$8.00; 1 inch, \$11.50; 1½ inch, \$16.00; 2 inch, \$20.00; 2½ inch, \$28.50.	

Galvanized Iron.

G. C. Comet.	Amer.	Queen's
16 gauge	4 35	4 25
18 to 24 gauge	4 50	4 35
26	4 75	4 35
28	5 00	4 35
Less than case lots, 25c. per 100 lb. additional		
28 gauge American equals 26 gauge English.		

Chain.

Proof Coil, 3-16 in., per 100 lb	8 25
" 5-16 "	6 50
" ¾ "	5 60
" 7-16 "	5 40
" 1 "	5 30
" 1½ "	5 05
" 2 "	5 05
Halter, kennel and post chains, 40 and 50 p.c.	
Cow ties	40 p.c.
Stall fixtures	35 p.c.
Trace chain	25 and 5 p.c.
Jack chain, iron, single and double, discount 35 p.c.	
Jack chain, brass, single and double, discount 40 p.c.	

Copper.

English B. S., ton lots	0 19½	0 20½
Lake Superior		
Bolt or Bar.	0 23½	0 25
Cut lengths, round, ½ to ¾ in.		
" round and square	0 23½	0 25
" 1 to 2 inches		

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 23	0 23½
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 23	0 23½
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.		
Tinned copper sheets	0 26	
Planished	0 32	

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 25½
" 35 to 45 "	0 24½
" 50-lb. and above, "	0 23½

Boiler and T. K. Pitts.

Plain Tinned, per lb	0 28
Spun, per lb.	0 32

Roll and Sheet, 14 to 30 gauge, 5 per cent.		
Sheets, hard-rolled, 2x4	0 24	0 25
Tubing, base, per lb.	0 24	0 25

Zinc Spelter

Foreign, per lb	0 07	0 07½
Domestic "		

Zinc Sheet.

5 cwt. casks	0 07½
Part casks	0 07½

Lead.

Imported Pig, per lb	0 04½	0 05
Domestic, per lb		
Bar, 1 lb.	0 05	
Sheets, 2½ lbs. sq. ft., by roll.	0 05½	0 05½

Sheets, 3 to 6 lbs., per sq. ft.,		
by roll.....	0 05	0 05½
NOTE.—Cut sheets ½ cent per lb. extra		
Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 15 per cent. discount f o. b. Toronto.		

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 7½ cents.

Shot.

Ordinary, drop, \$5.25 per 10 lb.; chilled \$5.50 per 100 lb. F.O.B. Toronto: terms 3 per cent. cash, freights equalized on Montreal.	
---	--

Soil Pipe and Fittings.

Discount, 50 per cent. on medium and extra heavy, and 45 per cent. on light.

Solder.

Bar half-and-half	Per lb.	Per lb.
Refined	0 19½	0 20
Wiping	0 18½	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 11	0 11½
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White Lead.

Pure, Assoc. guarantee, ground in oil,	Per cwt.
25 lb. irons	6 87½
No. 1 do	6 50
No. 2 do	6 12½
No. 3 do	5 75
No. 4 do	5 37½
Robertson's Chemically Pure	6 50
Munro's Select Flake White	6 75
Elephant and Decorators' Pure	6 50

Red Lead.

Genuine, 560 lb. casks, per cwt.	\$5 00
Genuine, 100 lb. kegs, per cwt.	5 25
No. 1, 560 lb. casks, per cwt.	4 75
No. 1, 100 lb. kegs, per cwt.	5 00

White Zinc Paint.

Elephant Snow White	0 08	0 09
Pure White Zinc	0 08	0 09
No. 1	0 06	0 07
No. 2	0 05	0 06½

Dry White Lead.

Pure, casks	0 05½
Pure, kegs	0 05½
No. 1, casks	0 04½
No. 1, kegs	0 05½

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)		
Pure, per gallon.....	1 00	1 10
Second qualities, per gallon..	0 90	0 95
Barn (in bbls.).....	0 70	0 90
The Sherwin-Williams Paints		1 30
Canada Paint Co's Pure.....	1 10	1 20
Robertson's Pure.....		1 10
Sanderson Peasey's Pure.....		1 10
Toronto Paint and Color Co's		
Pure.....	1 10	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)	
Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French	0 05
Marine Black	0 09
" Green	0 09
Chrome	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J.C.) bbls	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls	2 75	
Yellow Ochre (Royal)	1 10	1 15
Brussels Ochre	2 00	
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt.	3 00	3 25
American Oxides, per cwt.	1 75	2 00
Canadian Oxides, per cwt.	1 75	2 00
Super Magnetic Oxides, 93 p.c.	2 00	2 35

Burnt Sienna, pure, per lb.	0 10
do Umber, "	0 10
do Raw	0 09
Drop Black, pure	0 09
Chrome Yellows, pure	0 18
Chrome Greens, pure, per lb.	0 12
Golden Ochre	0 12
Ultramarine Blue in 28-lb boxes, per lb.	0 08
Fire Proof Mineral, per 100 lb.	1 00
Genuine Eng. Litharge, per lb	0 07
Mortar Color, per 100 lb.	1 25
James' Gen. Red Lead, 100 lb	0 05
Pure Indian Red, No. 45, lb.	0 08
Whiting, per 100 lb.	0 55

Sulphate of Copper.

Casks, for spraying, per lb.	0 07
100-lb. lots, do, per lb.	0 08

Putty.

Bladders in bbls.	1 90
Bladders in 100 or 200 lb. kegs or bxs	2 05
Bulk in bbls., per 100	1 75
Bulk in less quantities	1 90
25-lb. tins, 4 in case	2 15
12½-lb. tins, 8 in case	2 40

Varnishes.

(In 5-gal. lots.)		Per gal.
Carriage, No. 1	1 30	1 40
Extra do.	1 50	1 60
Body Varnish	3 40	3 50
Furniture Varnish	0 60	0 75
Extra do.	1 10	1 20
Demar Varnish		1 60
Hard Oil Finish	1 30	1 45
Orange Shellac Varnish	2 00	2 10
White Shellac	2 20	2 25
Rubbing Varnish		2 00
Brown Japan	85	1 00
Elastic Oak		1 40

Linseed Oil.

Raw.		Boiled.
1 to 4 bbls. \$0 60 delivered	\$0 60	\$0 63
5 to 9 bbls.	58	62
10 to 15 bbls.	58 f.o.b. point	ship 'nt 61
16 to 30 bbls.	57	60

Turpentine.

Single barrels	0 78
2 to 4 barrels	0 77
Freight allowed. Toronto, Hamilton London and Guelph, 2c. less.	

Castor Oil.

In cases, per lb	0 09
Small lots	0 10

Cod Oil, Etc

Cod Oil, per gal.	0 50	0 55
Pure Olive		1 20
" Neatsfoot		90

Glue.

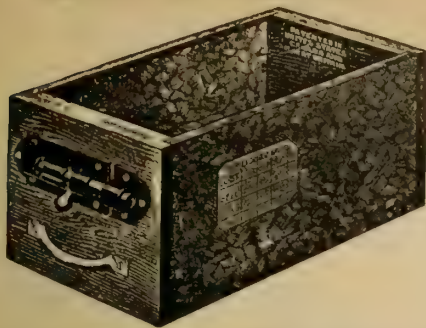
	(In bbls.)	
Common	0 08½	0 09
French Medal	0 12	0 12½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatin	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear		0 09

HARDWARE.

Ammunition.

Cartridges.	
B. E. Caps, Dom., 50 and 5 per cent.	
Rim Fire Pistol, dis. 45 p.c., Amer.	
Rim Fire Cartridges, Dom., 50 and 5 p.c.	
Rim Fire Military, net list, Amer.	
Central Fire Pistol and Rifle, 18 p.c. Amr	

SPECIAL NOTICE



* To meet the demand for a strong, inexpensive shelf box we are making up four special sizes with bright iron bodies, stained and varnished or enamelled fronts, fitted with solid bronze pulls and price cards from \$11 to \$13.50 per 100 boxes. Samples mailed for 15c. Boxes made to suit your present shelving. Prices on application to

J. S. BENNETT, 20 Sheridan Ave., Toronto.

WARNOCK'S TOOLS

have been Canada's Standard for 55 years--- since 1844. Every article bearing our name is fully guaranteed. Always specify "Warnock's."

James Warnock & Co., - Galt, Ont.

Central Fire Cartridges, pistol sizes, Dom 30 per cent.

Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.

Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent. Amer.

Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p.c.

Brass-hot Shells, 55 and 10 per cent.

Primers, Dom., 30 per cent.

Wads.

Best thick white felt wadding, in 1/4 lb. bags, 1 00

Best thick brown or grey felt wads, in 1/4 lb. bags, 0 70

Best thick white card wads, in boxes of 500 each, 12 and smaller gauges

Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35

Best thick white card wads, in boxes of 500 each, 8 gauge, 0 55

Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20

Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25

Thin card wads, in boxes of 1,000 each, 8 gauge, 0 70

Chemically prepared black edge grey cloth wads, in boxes of 250 each— 11 and smaller gauge, 0 80

9 and 8 gauges, 0 70

5 and 6 gauges, 0 93

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each— 11 and smaller gauge, 1 15

9 and 10 gauges, 1 40

7 and 8 gauges, 1 65

5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.

Anvils.

Per lb. 10 0 12 1/2

Anvil and Vice combined 4 50

Wilkinson & Co.'s Anvils, lb. 0 13 0 09 1/2

Wilkinson & Co.'s Vices, lb. 0 19 1/2 0 10

Augers.

Gilmour's, discount 50 and 10 p.c. off list.

Axes.

Chopping Axes—

Single bit, per doz. 5 50 10 00

Double bit, 12 00 18 00

Bench Axes, 40 and 15 p.c.

Broad Axes, 33 1/2 per cent.

Hunters' Axes, 5 50 6 00

Boy's Axes, 5 75 6 75

Splitting Axes, 6 50 12 00

Handled Axes, 7 00 10 00

Bath Tubs.

Zinc, 3 90 4 00

Copper, discount 40 and 10 p.c. off revised list

Steel clad, discount 20 per cent. Boxing extra.

Anti-Friction Metal.

Tandem "A" per lb. 0 23

" " " " 0 19

" " " " 0 11 1/2

Magnolia Anti-Friction Metal, per lb. 0 25

F. O. B. New York or Chicago.

Bells.

Brass, 60 per cent.

Nickel, 55 per cent.

Door.

Gongs, Sargent's, 5 50 8 00

" Peterboro', discount 27 1/2 per cent.

Cow.

American make, discount 66 1/2 per cent.

Canadian, discount 45 and 50 per cent.

Farm.

American, each, 1 25 3 00

House.

American, per lb. 0 35 0 40

Bellows.

Hand, per doz. 3 35 4 75

Moulders', per doz. 7 50 10 00

Blacksmiths', discount 40 per cent.

Belting.

Extra, 50 per cent.

Standard, 50 and 10 to 50, 10 and 5 per cent.

Agricultural, 60 and 10 p.c.

Bits.

Gilmour's, discount 50 and 10 per cent.

Rockford, 50 and 10 per cent.

Jennings' Gen., net list.

Gilmour's, 47 1/2 to 50 per cent.

Clark's, 40 per cent.

Clark's, per doz. 0 65 0 90

Diamond, Shell, per doz. 1 00 1 50

Nail and Spike, per gross, 2 25 5 20

All sizes, per lb. 0 07 1/4 0 12

Blind and Bed Staples.

Clark's, 40 per cent.

Norway Bolts, full square, 65

Common Carriage Bolts, all sizes, 50

Machine Bolts, all sizes, 52 1/2

Coach Screws, 65

Sleigh shoe Bolts, 70

Blank Bolts, 52 1/2

Bolt Ends, 62 1/2

Nuts, square, 3 1/2 c.

Nuts, hexagon, 4 c.

Tapping Nuts, 60 and 10

Tire Bolts, 60 and 10

Stove Bolts, 60 and 10

Stove rods, per lb., 5 1/2 to 6 c.

Plough Bolts, 50

Boot Calks.

Small and medium, per M., 4 50

Small heel, per M., 4 25

Bright Wire Goods.

Discount, 55 per cent.

Broilers.

Light, dis., 65 to 67 1/2 per cent.

Reversible, dis., 65 to 67 1/2 per cent.

Vegetable, per doz., dis. 37 1/2 per cent.

Henis, No. 8, 6 00

Henis, No. 9, 7 00

Queen City, 7 50 0 00

Butchers' Cleavers.

German, per doz., 6 00 11 00

American, per doz., 12 00 20 00

Building Paper, Etc.

Plain building, per roll, 0 28

Tarred lining, per roll, 0 35

Tarred roofing, per 100 lb., 1 40

Coal Tar, per barrel, 3 75

Pitch, per 100 lb., 0 60

Carpet felt, per 100 lb., 2 50

Bull Rings.

Copper, \$2.50 for 2 1/2 in. and \$2 for 2 in.

Butts.

Wrought Brass, net revised list.

Loose Pin, dis., 60 per cent.

Wrought Steel.

Fast Joint, dis. 60 and 10 per cent.

Loose Pin, dis. 60 and 10 per cent.

Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair, 0 40 0 65

Cards.

Horse, per doz., 0 60 1 00

Carpet Sweepers.

Bissell, per doz., 22 50

World, 21 75

Daisy, 24 00

Star, 18 00

Crown Jewel, per doz., 29 00

Grand Rapids, 24 00 33 00

Carpet Stretchers.

American, per doz., 1 00 1 50

Bullard's, per doz., 6 50

Castors.

Bed, new list, dis. 55 to 57 1/2 per cent.

Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.

Nos. 31 and 32, per gross, 50 9 50

Cement.

Canadian Portland, 2 85 2 90

English, 3 00

Belgian, 2 70

Canadian hydraulic, 1 00 1 10

Figures are for barrel lots.

Chalk.

Carpenters, Colored, per gross, 0 45 0 75

White lump, per cwt., 0 60 0 65

Red, 0 05 0 06

Crayon, per gross, 0 14 0 18

Chisels.

Socket, Framing and Firmer.

Broad's, dis. 60 and 5 per cent.

Warnock's, dis. 60 per cent.

Churns.

Revolving Churns, metal frames—No. 0, \$8—

No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—

No. 4, \$12.00—No. 5, \$16.00 each. Ditto,

wired frames—20c. each less than above.

Discount: Delivered from factories, 18

p.c.; from stock in Montreal, 56 p.c.

Terms, 1 month or 3 p.c. cash in 30 days.

Cinder Sifters.

Per doz., 1 25

Clips.

Plain Ontario Syphon Jet, \$8 00

Emb. Ontario Syphon Jet, 8 50

Fittings, 1 00

Plain Teutonic Syphon Washout, 4 75

Emb. Teutonic Syphon Washout, 5 25

Fittings, 1 00

Plain Richelieu, 4 75

Emb. Richelieu, 5 00

Fittings, 1 25

Closet connection, 1 25

Basins, round, 14 in., 0 5

" oval, 17 x 14 in., 1 55

" 19 x 15 in., 2 30

Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair, 17 1/2

" " 5, 22 1/2

" " 6, 15

Boynton pattern, 20

Dies.

Hart Mfg. Co. (pipe dies) (Amer. list), dis.

40 per cent.

Hart Mfg. Co. (bolt dies) (Amer. list), dis.

per cent.

Door Springs.

Torrey's Rod, per doz. (15 p.c.) 2 00

Coil, per doz., 0 88 1 60

English, per doz., 2 00 4 00

Draw Knives.

Broad's, dis. 60 to 60 and 7 1/2 per cent.

Warnock's, dis. 60 to 60 and 7 1/2 per cent.

Drills.

Hand and Breast.

Miller's Falls, per doz. net list.

DRILL BITS.

Morse, dis. 37 1/2 to 40 per cent.

Standard, dis. 50 and 5 to 55 per cent.

ELBOWS. (Stovepipe.)

No. 1, per doz., 1 80

No. 2, per doz., 1 60

Bright, 20c. per doz. extra.

ESCUTCHEONS.

Discount, 27 1/2 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACIORY MILK CANS.

Discount off revised list, 45 per cent.

FILES.

Globe File Mfg. Co.'s dis., files, 6J and 10 to

70 per cent.

Black Diamond, 50 and 10 to 60 per cent.

Kearney & Foote, 60 and 10 per cent. to 60,

10, 10.

Nicholson File Co., 50 and 10 to 60 per cent.

Jowitt's, English list, 25 to 27 1/2 per cent.

Mechanics' Star & File Mfg. Co. Discount

60 and 10 to 70 per cent.

FORKS.

Hay, manure, etc., dis., 60 and 10 per cent.

revised list.

FRUIT PRESSES.

Henis, per doz., 3 25 3 50

Shepard's Queen City, dis. 15 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 28 to 33, each, 1 65 2 40

GLASS—Window—Box Price.

Star

Size Per Per D. Diamond Per

United Per Per Per

Inches 50 ft. 100 ft. 50 ft. 100 ft.

HOLLOW WARE.			OILERS.			SASH WEIGHTS.			Clout nails, blued and tinned.....			65
Discount,..... 45 and 5 per cent.			McClary's Model galvan. oil			Sectional, per 100 lbs..... 3 25			Chair nails..... 35			
HOOKS.			can, with pump, 5 gal.,			Solid,..... 1 50			Cigar box nails..... 35			
Cast Iron.			per doz..... 0 00 11 00			SASH CORD.			Patent brads..... 40			
Bird Cage, per doz..... 0 50 1 10			Zinc and tin, dis. 50, 50 and 10.			Per lb..... 0 23 0 30			Fine finishing..... 40			
Clothes Line, per doz..... 0 27 0 63			Copper, per doz..... 1 25 3 50			SAW SETS.			Picture frame points..... 10			
Harness, per doz..... 0 72 0 88			Brass,..... 1 50 3 50			"Lincoln," per doz..... 6 50			Lining tacks, in papers..... 15			
Hat and Coat, per gross..... 1 00 3 00			Malleable, dis. 25 per cent.			SCALES			" " in bulk..... 10			
Chandelier, per doz..... 0 50 1 00			PAIERS.			Gurney Scales, 45 p.c.			" " solid heads, in bulk..... 75			
Wrought Iron.			Galvanized flaring pails, discount 45 per cent.			B. S. & M. Scales, 45 p.c.			Tufting buttons, 22 line, in dozens only 60			
Wrought Hooks and Staples, Can., dis.			Galvanized washtubs, discount 45 per cent.			Champion, 55 per cent.			Tin capped trunk nails..... 15			
47½ per cent.			PIECED WARE.			Fairbanks Standard, 35 p.c.			Zinc glazier's points..... 5			
Wire.			Discount, 40 per cent. off list, June, 1899.			Dominion, 55 p.c.			Double pointed tacks, dozens..... 85			
Hat and Coat, discount 45 per cent.			PICKS.			" Richelieu, 55 p.c.			" " bulk..... 35			
Belt, per 1,000..... 0 61 0 70			Per doz..... 6 00 9 00			Chatillon Spring Balances, 10 p.c.			TAPE LINES.			
Screw, bright, dis. 55 per cent.			PICTURE NAILS.			SCREW DRIVERS.			English, ass skin, per doz..... 2 75 5 00			
HORSE NAILS.			Porcelain head, per gross..... 1 50 3 00			Sargent's, per doz..... 0 65 1 00			English, Patent Leather..... 5 50 9 75			
"O" brand 50 p.c. dis. } Oval head.			Brass head,..... 0 40 1 00			SCREWS			Chestman's each..... 0 90 2 85			
"M" brand 50 p.c.			PLANES.			Wood, F. H., iron, and steel, 80 p.c.			" steel, each..... 0 80 8 00			
Acadian, countersunk head and oval			Wood, bench, Canadian dis. 55 per cent.			Wood R. H., " dis. 75 p.c.			THERMOMETERS			
top, 50 and 10 per cent.			American dis. 55.			F. H., brass, dis. 75 p.c.			Tin case and dairy, dis. 75 to 75 and 10 p.c.			
HORSESHOES.			Wood, fancy Canadian or American, 37½			Wood R. H., " dis. 67½ p.c.			TRANSMO LIFTERS.			
F.O.B. Toronto			to 40 per cent.			F. H., bronze, dis. 67½ p.c.			Payson's per doz..... 2 60			
No. 2 and No. 1			Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.			R. H., 62½ p.c.			TRAPS. (Steel.)			
Iron Shoes.			Miscellaneous, dis. 25 to 27½ per cent.			Drive Screws, 80 per cent.			Game, Newhouse, dis. 2 p.c.			
and and			Bailey's Victor, 25 per cent.			Bench, wood, per doz..... 3 25 4 00			Game, H. & N., P. S. & W., 65 p.c.			
larger and smaller			English, per doz..... 2 00 5 00			iron,..... 4 25 5 75			Game, steel, 72½, 75 p.c.			
Light, medium, and heavy. 4 00 4 25			PLANE IRONS.			SCYTHES.			TROWELS.			
Snow shoes..... 4 25 4 50			Button's Genuine, per doz pairs, dis. 37½			Discount, per doz, net..... 9 00 15 00			Disston's, discount 10 per cent.			
Steel Shoes..... 4 30 4 55			40 p.c.			SCYTHE SNATHS.			German, per doz..... 4 75 6 00			
Featherweight (all sizes)..... 5 55 5 55			Button's Imitation, per doz..... 5 00 9 00			Canadian, dis. 45 p.c.			Brade's "..... 5 00 10 50			
JAPANNED WARE.			German, per doz..... 0 60 2 60			SHEARS			S. & D., discount 35 per cent.			
Discount, 45 per cent. off list, June, 1899.			PRESSED SPIKES.			Seymour's, dis. 50 and 10 p.c.			TWINES.			
ICE PICKS.			Discount, 20 per cent.			Heinisch, dis. 50 and 10 p.c.			Bag, Russian, per lb..... 0 21			
Star, per doz..... 3 00 3 25			PULLEYS.			Seymour or Heinisch tailor shears. 15 p.c.			Wrapping, mottled, per pack..... 0 50 0 60			
KETTLES.			Hothouse, per doz..... 0 55 1 00			SHOVELS AND SPADES.			Wrapping, cotton, per lb..... 0 17 0 18			
Brass spun, 7½ p.c. dis. off new list.			Axle..... 0 22 0 33			Canadian, dis. 40 and 5 per cent.			Mattress, per lb..... 0 33 0 45			
Copper, per lb..... 0 30 0 50			Screw..... 0 27 1 00			SINKS.			Staging,..... 0 27 0 35			
American, 60 and 10 to 65 and 5 p.c.			Awning..... 0 35 2 50			Steel and galvanized, discount 45 per cent.			Broom,..... 0 30 0 55			
KEYS.			PUMPS.			SNAPS.			VICES.			
Lock, Can., dis., 27½ p.c.			Canadian cistern..... 1 40 2 25			Harness, German, dis. 25 p.c.			Hand, per doz..... 4 00 6 00			
Cabinet, trunk, and padlock,			Canadian pitcher spout..... 1 15 2 00			Lock, Andrews'..... 4 50 11 50			Bench, parallel, each..... 2 00 4 50			
Am. per gross..... 60			PUNCHES.			SOLDIERING IRONS.			Coach, each..... 6 00 7 00			
KNOBS.			Saddlers', per doz..... 1 00 1 85			1, 1½ lb., per lb..... 0 37			Peter Wright's, per lb..... 0 12 0 13			
Door, japanned and N.P., per			Conductors',..... 9 00 15 00			2 lb. or over, per lb..... 0 34			Pipe, each..... 5 50 9 00			
doz..... 1 50 2 50			Tinners' solid, per set..... 0 00 0 72			SQUARES.			Saw, per doz..... 6 50 13 00			
Bronze, Berlin, per doz..... 2 75 3 25			" hollow, per inch..... 0 00 1 00			Iron, No 493, per doz..... 2 40 2 55			ENAMELLED WARE.			
Bronze Genuine, per doz..... 6 00 9 00			RANGE BOILERS			" No. 494,..... 3 25 3 40			White, Princess, Turquoise, Blue and White			
Shutter, porcelain, F. & L.			Galvanized, 30 gallons..... 8 00			Steel, dis. 50 and 5 to 50 and 10 p.c., rev. list.			discount 50 per cent.			
screw, per gross..... 1 30 4 00			" 40 "..... 10 00			Try and bevel, dis. 50 to 52½ p.c.			Diamond, Famous, Premier, 50 and 10 p.c.			
HAY KNIVES.			Copper, 30 "..... 22 00			STAMPED WARE.			Granite or Pearl, Imperial, Crescent, 50, 10			
Discount, 50 and 10 per cent.			" 35 "..... 26 00			Pain, dis. 75 and 12½ p.c. off revised list.			and 10 per cent.			
LANTERNS.			" 40 "..... 30 00			Retained, dis., 75 p.c. off revised list.			WIRE.			
Cold Blast, per doz..... 7 50			RAKES.			Galvanized..... 4 25			Brass wire, 50 to 50 and 2½ per cent. off the			
No. 3 " Wright's..... 8 50			Discount off Copper Boilers 10 per cent.			Bright..... 4 00			list.			
Ordinary, with O burner..... 4 25			Cast steel and malleable Canadian, list dis.			STOCKS AND DIES.			Copper wire, 45 and 10 per cent. net cash 30			
Dashboard, cold blast..... 9 50			50 and 10 p.c. revised list.			American dis. 25 p.c.			days, f.o.b. factory.			
No. 0..... 6 00			Wood, 25 per cent.			STONE.			Smooth Steel Wire, base, \$3.45 per 100			
Japanning, 50c. per doz..... 6 00			RASPS AND HORSE RASPS.			Per lb.			lb. List of extras: Nos. 2 to 5, ad-			
LAWN MOWERS.			New Nicholson horse rasp, discount 60 p.c.			Washita..... 0 28 0 60			vance 7c. per 100 lb.—Nos. 6 to 9, base—			
Woodyatt & Star, discount 40 p.c.			Globe File Co.'s rasps, 60 and 10 to 70 p.c.			Hindustan..... 0 06 0 07			No. 10, advance 7c.—No. 11, 14c.—No. 12,			
LEMON SQUEEZERS.			Heller's Horse rasps, 50 to 50 and 5 p.c.			" slip,..... 0 09 0 09			20c.—No. 13, 35c.—No. 14, 47c.—No. 15,			
per doz.			per doz.			Labrador..... 0 13			60c.—No. 16, 75c. Extras net per 100 lb.:—			
Porcelain lined..... 2 20 5 60			Geo. Butler & Co.'s..... 8 00 18 00			" Axe..... 0 15			Coppered wire, 60c.—tinned wire, \$2—			
Galvanized..... 1 87 3 85			Boker's..... 7 50 11 00			Turkey..... 0 50			oiling, 10c.—special hay-baling wire, 30c.—			
King, wood..... 2 75 2 90			Wade & Butcher's..... 3 60 10 00			Arkansas..... 0 10			spring wire, \$1—best steel wire, 75c.—			
King, glass..... 4 00 4 50			Theile & Quack's..... 7 00 12 00			Water-of-Ayr..... 0 00 1 50			bright soft drawn, 15c.—in 50 and 100-lb.			
All glass..... 1 20 1 30			Elliott's..... 4 00 18 00			Scythe,			bundles net, 10c.—in 25-lb. bundles net,			
LINES.			REAPING HOOKS.			Grind,			15c.—packed in casks or cases, 15c.—			
Fish, per gross..... 1 05 2 50			Discount, 50 and 10 per cent.			5 to 6 inch, per 100 lengths..... 6 75			bagging or papering, 10c.			
Chalk..... 1 90 7 40			REGISTERS.			7 inch, per 100 lengths..... 7 25			Fine Steel Wire, dis. 12½ per cent.			
LOCKS.			Discount..... 60 per cent.			STOVE PIPES.			List of extras: In 100-lb. lots: No.			
Canadian, dis. 27½ p.c.			RIVETS AND BURRS.			5 to 6 inch, per 100 lengths..... 6 75			17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20,			
Russell & Erwin, per doz..... 3 05 3 25			Carriage, Section, Wagon Box Rivets, etc.			7 inch, per 100 lengths..... 7 25			\$6.65—No. 21, \$7—No. 22, \$7.30—No. 23,			
Cabinet.....			(Steel), 45 p.c.			STOVE POLISH.			\$7.65—No. 24, \$8—No. 25, \$9—No. 26,			
Eagle, dis. 30 p.c.			Black M. Rivets (Steel), 45 p.c.			ENAMELINE			\$9.50—No. 27, \$10—No. 28, \$11—No. 29,			
English and Am., per doz..... 50 6 00			Black and Tinned Rivets, 45 p.c.			No. 4—3 dozen in case, net cash..... \$4 50			No. 12, \$3.62½—No. 13, \$3.77½—No. 14,			
Scandinavian..... 1 00 2 40			Extras on Iron Rivets in 1-lb. cartons, ½c.			No. 6—3 dozen in case,..... 7 50			\$5.15—No. 15, \$5.45—No. 16, \$5.65.			
Eagle, dis. 15 to 17½ p.c.			per lb.			STEP LADDERS.			Clothes Line Wire, 19 gauge,			
MACHINE SCREWS.			Extras on Iron Rivets in ½-lb. cartons, 1c.			Best grade, from 3 to 10-ft. long, per foot, 16c.			per 1,000 feet..... 3 30			
Iron and Brass.			per lb.			2nd grade, 3 to 10-ft., per foot, 11c.			WIRE FENCING.			
Flat head, discount 25 p.c.			Copper Rivets & Burrs, 35 p.c. dis., and			TACKS BRADS, ETC.			Galvanized, 4 barb, 2½ and 5			
Round Head, discount 20 p.c.			cuttings, 1c. per lb. extra, net.			Per cent.			inches apart..... 3 72½			
MALLETS.			Extras on Tinned or Coppered Rivets in			Strawberry box tacks, bulk..... 75			Galvanized, 2 barb, 4 and 6			
Tinsmiths', per doz..... 1 25 1 50			½-lb. cartons, 1c. per lb.			Cheese-box tacks, blued..... 80 and 12½			inches apart..... 3 72½			
Carpenters', hickory, per doz..... 1 25 3 75			Burrs, iron or steel, 40 per cent.			Trunk tacks, black and tinned..... 80 and 12½			Galvanized, plain twist..... 3 72½			
Lignum Vitae, per doz..... 3 85 5 00			Terms, 4 mos. or 3 per cent. cash 30 days.			Carpet tacks, blued and tinned..... 75 and 10			Terms, 2 per cent. in 10 days.			
Caulking, each..... 60 2 00			Canadian, dis. 35 37½ per cent.			" (in kegs)..... 35			Barb wire is \$3.47½ f.o.b. Cleveland.			
MATTOCKS			ROPE, ETC.			Cut tacks, blued, in dozens only..... 70 and 10			WIRE CLOTH.			
Canadian, per doz..... 8 50 10 00			Sisal.			In bulk..... 55			Painted Screen, per 100 sq. ft., net..... 2 00			
MEAT CUTTERS.			Manila.			In dozens..... 70 and 10			Terms, 4 months, May 1; 3 p.c. off 30 days.			
Dis. 25 to 30 p.c.			7-16 in. and larger, per lb. 13½			In bulk..... 80 and 12½			WRENCHES.			
German, 15 per cent.			¾ in. and 5-16 in. 14 17½			In dozens..... 80 and 12½			Acme, 35 to 37½ per cent.			
MILK CAN TRIMMINGS.			Cotton..... 14 17½			In dozens..... 80 and 12½			Agricultural, 60 p.c.			
Discount, 25 per cent.			Russia Deep Sea..... 15½			In dozens..... 80 and 12½			Coe's Genuine, dis. 20 to 25 p.c.			
NAILS.			Jute..... 8			In dozens..... 80 and 12½			Towers' Engineer, each..... 2 00 7 00			
Cut.			Lath Yarn..... 9			In dozens..... 80 and 12½			" S., per doz..... 5 80 6 00			
Wire.			New Zealand Rope..... 10½			In dozens..... 80 and 12½			G. & K.'s Pipe, per doz..... 3 40			
2d. and 3d..... \$3 85 \$4 50			RULES.			In dozens..... 80 and 12½			Burrell's Pipe, each..... 3 00			
3d..... 3 50 4 15			Boxwood, dis. 75 and 10 p.c.			In dozens..... 80 and 12½			Pocket, per doz..... 0 25 2 90			
4 and 5d..... 3 25 4 00			Ivory, dis. 37½ to 40 p.c.			In dozens..... 80 and 12½			WRINGERS.			
6 and 7d..... 3 15 3 85			SAD IRONS.			In dozens..... 80 and 12½			Leader..... per doz. \$60 00			
8 and 9d..... 3 00 3 65			Mrs. Potts, plain, polished..... 0 95			In dozens..... 80 and 12½			Royal Canadian..... 50 00			
10 and 12d..... 2 95 3 60			" nickle-plated..... 1 05			In dozens..... 80 and 12½			Royal American..... 50 00			
16 and 20d..... 2 90 3 55			10c. advance for plated.			In dozens..... 80 and 12½			Discount, 45 per cent.; terms 4 months, or			
30, 40, 50 and 60d. (base)..... 2 85 3 50			SAND AND EMERY PAPER.			In dozens..... 80 and 12½			p.c. 30 days. Prices are f.o.b. London Ham-			
Steel Cut Nails 10c. extra.			Dominion Flint Paper, 47½ per cent.			In dozens..... 80 and 12½			ilton Toronto, Brockville or Montreal.			
NAIL PULLERS.			B & A sand, 40 and 2½ per cent.			In dozens..... 80 and 12½			WROUGHT IRON WASHERS.			
German and American..... 1 85 3 50			Emery, 40 per cent.			In dozens..... 80 and 12½			Canadian make, discount, 25 per cent.			
NAIL SETS.			SAWS.			In dozens..... 80 and 12½						
Square, round, and octagon,			Hand, Disston's, dis. 12½ p.c.			In dozens..... 80 and 12½						
per gross..... 3 38 4 00			S. & D., 40 per cent.			In dozens..... 80 and 12½						
Diamond..... 12 00 15 00			Crosscut, Disston's, per ft..... 0 35 0 55			In dozens..... 80 and 12½						
NETTING.			S. & D., dis. 35 p.c. on Nos. 2 and 3.			In dozens..... 80 and 12½						
Poultry, 45 per cent. for McMullen's.			Hack, complete, each..... 0 75 2 75			In dozens..... 80 and 12½						
			" frame only..... 0 75 2 75			In dozens..... 80 and 12½						
			OIL.			In dozens..... 80 and 12½						
			Canada refined (Toronto)..... 0 13½			In dozens..... 80 and 12½						
			Sarnia Water White..... 0 15			In dozens..... 80 and 12½						
			Pratt's Astral..... 0 18			In dozens..... 80 and 12½						
			Sarnia, Prime White..... 0 14			In dozens..... 80 and 12½						
			American w. w..... 0 16½			In dozens..... 80 and 12½						

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will be Carefully, Efficiently, and Promptly attended to by

The Roberts Advertising Agency,
WINNIPEG, CANADA.

FOR SALE.

A NEW MARLIN RIFLE

Never been used. Just the Rifle for practice.
Price \$30. Will take \$20.
19 Board of Trade, Montreal.

Buy the Best.



HERCULES

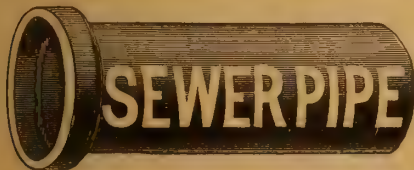
Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

FULL STOCK

DIAMOND BRAND



WIND GUARDS,
CHIMNEY TOPS,
FLUE LININGS,

CULVERT PIPES,
SEWER PIPES,
INVERT BLOCKS.

Manufactured by the

HAMILTON AND TORONTO SEWER PIPE CO
Hamilton, Ontario. Limited

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

Belleville Business College, BELLEVILLE, ONT.



Our Commercial or Business Course

is exceptionally varied and comprehensive, providing not only complete familiarity with the elements of bookkeeping and the ordinary forms of books, but it introduces such a variety of special features of modern bookkeeping, that the student is able to ADAPT HIS KNOWLEDGE TO ANY CONTINGENCY which may arise in his experience as a bookkeeper.

This Department prepares for all Accountancy Examinations.

This College is open throughout the year.

Address: J. FRITH JEFFERS, M.A., Principal.

CHAS. F. CLARK, President.

J. RED CHITTENDEN, Treasurer.

ESTABLISHED 1849.

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices throughout the civilized world.

Executive Offices: 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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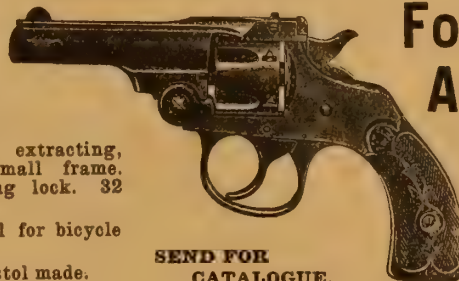
THOS. C. IRVING, Gen.-Mgr., Western Canada, Toronto, Ont.

PERFECTION AUTOMATIC REVOLVER.

NEW Automatic shell extracting, double action, small frame. Weighs 12 oz. Rebounding lock. 32 caliber. 5 shot.

Made with shorter barrel for bicycle use.

The most perfect small pistol made.



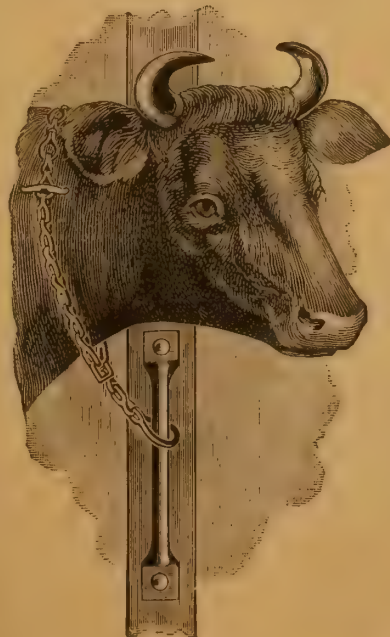
SEND FOR
CATALOGUE.

Forehand Arms Co.

Manufacturers of
the

Forehand Guns

Worcester,
Mass.



Dominion Pattern Cow Tie AND Stall Fixture

The special features of the tie and stall fixture are well shown in the illustration. As will be noticed the chain is very short which prevents all danger of entanglement with the animal's foot. At the same time the form of the fixture is such that great freedom is allowed to the head. Because of the short chain this tie is much cheaper than the ordinary patterns.

The stall fixture is made from a tough quality of steel and is very strong. Also, owing to its circular cross-section, it is exceedingly rigid. Its simplicity, convenience, cheapness, and ease of attaching make it very popular with cow tie users.

This form of tie and stall fixture are sometimes called Niagara pattern.

American or Flat Link Chain,

for years the standard cow tie chain in "the States," is now rapidly coming in favor in Canada. Its short link, handsome appearance and smooth surface—which cannot injure the animal's neck—make it superior to all other styles of chain for cow ties.

For sale by all Jobbers; manufactured by

ONEIDA COMMUNITY, Limited, NIAGARA FALLS, ONT.

Est. 1868

Inc. 1905

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals

TRADE MARK.



Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

TRADE MARK.



TO INSURE COMFORT AND SAFETY

... USE ...

"Maltese Cross" Inner Tubes

AND



The Toronto Rubber Co.

Limited

158 Yonge Street - TORONTO, CANADA

CORDAGE . .

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope

Sisal Rope

Jute Rope

Russian Rope

Marline

Houseline

Hambroline

Clotheslines

Tarred Hemp Rope

White Hemp Rope

Bolt Rope

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Deep Sealine

Ratline

Plow Lines

Lathyrn

Shingleyarn

Bale Rope

Lariat Rope

Hemp Packing

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Drilling Cables and

Spunyarn

Pulp Cord

Lobster Marnil

Paper Cord

Cheese Cord

Hay Rope

Fish Cord

Sand Lines

"FIRMUS" Transmission Rope from the finest quality Manila hemp obtainable.
Orders will not be accepted for second quality or "mixed" goods.

CONSUMERS CORDAGE COMPANY, Limited

Toronto Branch: 27 FRONT ST. WEST.

TEL. 94.

Wm. B. Stewart, Agent.

 **Montreal, Que.**

The Brightest and Whitest—
Langwell's Babbitt.

Montreal.

CANADIAN

HARDWARE

AND METAL
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO, JANUARY 20, 1900.

NO. 3



Magnolia Metal

Best Anti-Friction Metal for
all Machinery Bearings.

GENUINE MAGNOLIA METAL is made up
in bars, of which this is a

FAC-SIMILE.



The name and trade
mark appear on each box
and bar, and besides this
the words "Manufactured
in United States" and
"Patented June 3, 1890"
are stamped on the under
side of each bar.

Magnolia Metal is still selling at the same price it has always sold at—no advance.

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Fisher Building, 287
Dearborn Street.

Owners and Sole Manufacturers,

266 and 267 West St., New York

CANADIAN OFFICE—524 Board of Trade
Building, Montreal. CLEVELAND OFFICE—15 South Water Street.

"QUEEN'S HEAD"

is sold in every part of the world.

"You can buy lower priced Iron, but
you can't buy cheaper."

JOHN LYSAGHT, LIMITED

BRISTOL, ENG.

MONTREAL

Safe!

with it there is absolute security for all time.

That little word means everything to the man who is putting hot water or steam into his house—the radiator that leaks or wears out endangers the safety of the house. Above all things the Safford Radiator is *safe*—

There are no rods, bolts or packings—the pipe connections are made with *screw nipples*. There is nothing to get out of repair. Every Radiator is guaranteed to stand a pressure of 140 pounds to the square inch—double the pressure that any other radiator even pretends to bear. 25 different styles for 25 different purposes. Send for illustrated catalogue of

The Safford Radiators.

THE DOMINION RADIATOR COMPANY, Limited,
Toronto, Ontario.

AGENCIES AT

Montreal,
Winnipeg,
Glasgow,
Antwerp,
Auckland, N.Z.

Quebec,
Vancouver,
Edinburgh,
Berlin,

St. John, N.B.
London,
Belfast,
Christiana,
Johannesburg, S.A.R.

... Skates ...

— AND —

Hockey Supplies

STICKS

PUCKS

PADS, Etc.

INDOOR BASEBALL GOODS.

RICE LEWIS & SON

(LIMITED)

Cor. King and Victoria Streets,

Toronto.

The Dealer



"The only tools you'll need."

When you've got a good agency you'll puncture your chances unless you insist on your Dunlop Tire option.

It's "easy reading" for the dealer who knows that it's "all Dunlops in 1900."

The Dunlop Tire Co.

LIMITED

Montreal.

Winnipeg.

St. John.

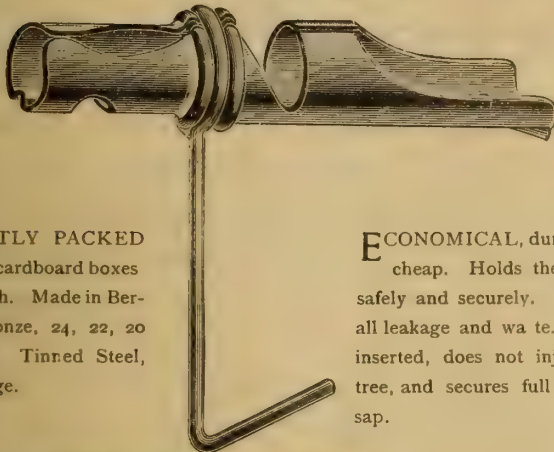
TORONTO.

Established 1860

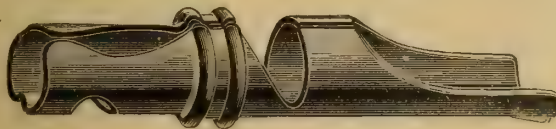
Incorporated 1895

"Eureka" Steel Sap Spouts

NEATLY PACKED
in cardboard boxes
100 each. Made in Ber-
lin Bronze, 24, 22, 20
gauge; Tinned Steel,
20 gauge.



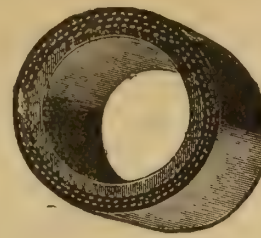
ECONOMICAL, durable and
cheap. Holds the bucket
safely and securely. Prevents
all leakage and waste. Easily
inserted, does not injure the
tree, and secures full flow of
sap.



Patented 1896. Cut shows full size of spout

Supplied with or without hooks: When ordering kindly mention which
is required.

The THOS. DAVIDSON MFG. CO., Limited
MONTREAL.



Hose made with Seamless
Tube.
No seam to open.

A GARDEN HOSE TALK.

The public demand Garden Hose that
will stand high pressures suddenly applied,
and exposure to all weathers.

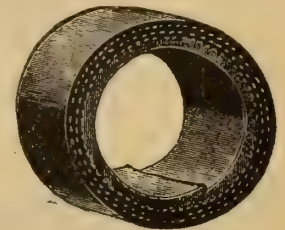
To satisfy these demands, strong duck
well protected both inside and out is re-
quired.

Weights of duck differ with price of hose. The heavier the duck—all
other things being equal—the stronger the hose. We aim to have our cheap-
est hose stand city pressure.

The inner tube of all qualities of our hose is made by our **PATENT
SEAMLESS PROCESS**. With a seamless tube, drawn as is lead pipe, the entire
inner circumference is equally strong. There is not a seam for the water to
find its way through and thus reach the duck, and eventually cause a leak or
leaks.

The cover of our Garden Hose is made to withstand the action of sun,
wind, and water.

Our **PATENT SEAMLESS TUBE
GARDEN HOSE** is strong and will with-
stand the action of water from within and
weather from without, therefore it is reliable,
and it will pay you to handle it. **No returns,
No unpleasantness with customers.**



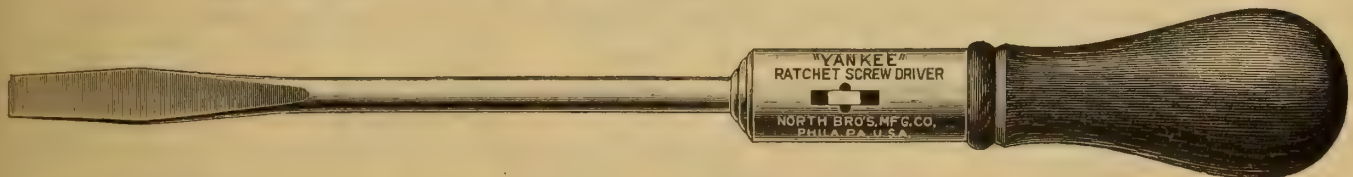
Hose with lapped or butted
seam.
Liable to open where joined.

**THE CANADIAN
RUBBER CO.**

MONTREAL. TORONTO. WINNIPEG.

"YANKEE" TOOLS

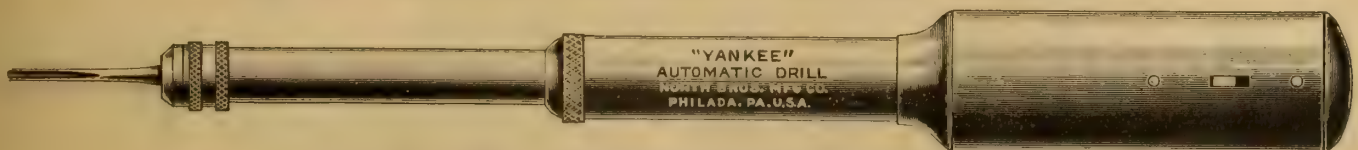
are sold by Leading Jobbers
throughout the Dominion.



No. 10 RATCHET SCREW DRIVER, 2, 3, 4, 5, 6, 8, 10, 12 inch.



No. 30 SPIRAL-RATCHET SCREW DRIVER.



No 40 AUTOMATIC DRILL.

FREE A handsome lithographed and embossed
Sign in colors, on tin, to dealers handling
these tools. Separate sign for each tool.
Write at once which sign is wanted and it
will be mailed post paid.

SEND FOR "YANKEE" TOOL BOOK.

North Bros. Mfg. Co.
Philadelphia, Pa., U.S.A.

SUMMER STOVES...

—FOR 1900.

We are prepared to supply every possible requirement in Blue Flame Oil, Gasoline, and Gas Stoves.

We are sole agents for the highly favored "**Quick Meal**" lines.

Most dealers know of the wonderful success achieved by the **Quick Meal** "**Wickless**" **Blue Flame Oil Stoves** last season—their improved 1900 features will attract even greater commendation.

Our **OXFORD GAS RANGES** for this year offer best results in every respect—maintaining the lead which has given them their high prestige.

Send for catalogues and make ready for a brisk Spring trade in these quick-selling lines.

THE GURNEY FOUNDRY CO., Limited - TORONTO.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

WINNIPEG AGENTS: 155 and 157 Lombard St.

VANCOUVER AGENT: C. A. Godson, 151 Hastings St.

THE SPRING TRADE



To secure thoroughly reliable goods send
your orders for

**Ready-Mixed House and Floor Paints,
Varnishes, Japans, Coach Colors,
White Lead, Colored Paints, Enamels,
Wood Stains, Wall Tints, Putty, etc.**

To **Henderson & Potts,** NOVA SCOTIA PAINT AND
VARNISH WORKS,

HALIFAX, and 747 Craig St., MONTREAL.

Sole Agents for the
Dominion for

Brandram's Celebrated White Lead.

McLaskill, Dougall & Co
Fine Varnish & Japan
Manufacturers
Montreal
Price Lists on application

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of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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CANADIAN PRESS CLIPPING BUREAU,

505 Board of Trade Bldg., MONTREAL, QUE.

Telephone Main 1255.

26 Front St. West, Toronto. Telephone 2148.

"Economical Profits."

Can you think of any two words that mean quite so much to you and your customers as "economical profits?" Your customers learn how to economize with that permanent, sanitary, easy-to-use, Water Color Wall Covering, "Church's Alabastine," and **you make a snug profit besides.**

A customer's good-will is worth having — it builds up business! It creates steady trade, and that is what you want — isn't it? You get it, and with it comes "economical profits" when you sell

Ready for use with **cold** water. (16 beautiful tints and white.) Won't peel or rub off. Applied coat over coat—no sponging or scraping necessary.

THE ALABASTINE CO., Limited,
PARIS, ONT.

Trade in the Northwest supplied by { G. F. Stephens & Co., Winnipeg, Man.
Vancouver Hardware Co., Vancouver, B.C.

Church's Alabastine.

Hardwood CHARCOAL in Bulk or Sacks.
WOOD ALCOHOL equalling Methylated Spirits as a solvent.

Manufactured only by ...

THE STANDARD CHEMICAL CO., Limited

Factories { Fencion Falls.
Deseronto.

Gooderham Building, **TORONTO**

Terne Plates

From stock or for import.

Enquiries solicited.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

30 Front St West TORONTO.

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E. DESBARATS ADVERTISING AGENCY.
MONTREAL.



Ontario Nut Works, Paris
BROWN & CO.

Manufacturers of
All sizes of Hot Pressed
Nuts, Square and Hexagon

GEORGE TUCK & CO.

.. Importers of ..

Asbestos and Tuck's Packings

Pipe and Boiler Coverings, Cotton Waste, Oils,
Oakum, etc., and General Engineers' Supplies.

No. 7 ST. PETER STREET, - - MONTREAL

KNOX HENRY, Heavy Hardware
and Metal Broker
Room 220½ Board of Trade, MONTREAL.

SPECIALTIES - C Brand Horse Nails - Canada
Horse Nail Co.

BOLTS - Tire and Stove Rivets of all kinds - Chal-
craft Screw Co.

BRASS GOODS - Gunn Castor Co., Limited, Bir-
mingham, Eng.

SENT for specimen copy of Phillips' Monthly Machinery
Register, containing over 5,000 entries of new and
second-hand machinery of every description. The oldest
established and most successful medium in the world.
Established 25 years for the purpose of introducing those
who have machinery for sale, to those who wish to buy, has a
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world, and is used for continual reference by a large number
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D. PHILLIPS, M.I.M.E., Newport, Mon., England. Tele-
graphic address "Machinery, Newport, Mon."

One of the
LEADING WHOLESALE HARDWARE HOUSES
in Montreal to-day is

SEYBOLD, SON & CO.,

Established 30 years.

Carrying a complete assortment of **HARDWARE**,
from a Needle to an Anchor.

**Special list of low-priced Japanned
and Regalvanized Wire Cloth.**

24, 30, 36 in. wire, in 50 ft. rolls.

SAMPLES SENT WHEN DESIRED.

WRITE FOR PRICES.

The B. GREENING WIRE CO., Limited
HAMILTON and MONTREAL.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA

"MAXWELL FAVORITE CHURN"

PATENTED FEATURES: Improved Steel Stand,
Roller Bearings, and Foot and Hand Lever Drive.

LAWN MOWERS.

High and Low Wheels,
from 12-in. to 20-in.
widths. Cold Rolled
Steel Shafting, Cruci-
ble Steel Knives and Cutting Plate

WHEELBARROWS.

In Four different sizes.

If your Wholesale House does not
offer you these articles

SEND DIRECT TO US.



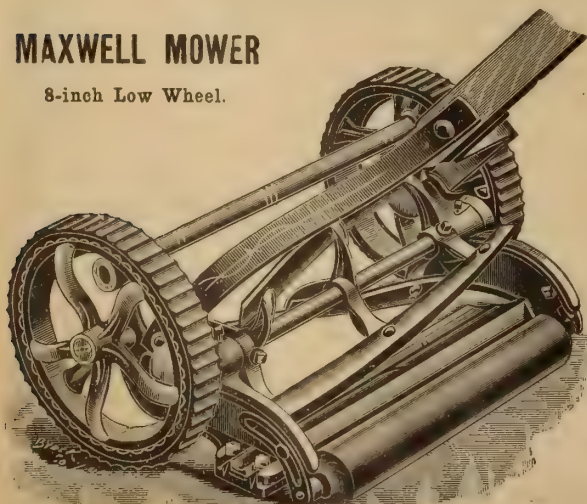
Steel Frame.



Wood Frame.

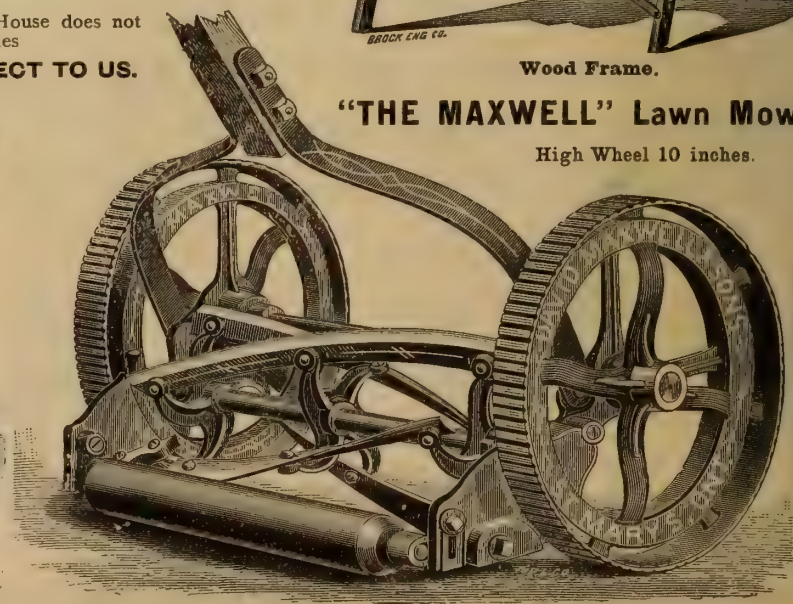
MAXWELL MOWER

8-inch Low Wheel.



"THE MAXWELL" Lawn Mower

High Wheel 10 inches.



WOOD, VALLANCE & Co.,

.. HARDWARE MERCHANTS ..



SKATES

...AND...

CUTLERY.

HAMILTON - ONTARIO

Branch House : George D. Wood & Co., Winnipeg, Man.
Toronto Office : 88 York Street—H. T. Eager.



WOOD, VALLANCE & CO.,
HAMILTON, ONT.

GEO. D. WOOD & CO.,
Iron Merchants

Importers of British and Foreign

HARDWARE.

WINNIPEG, CANADA.

**EDDY'S
WRAPPING
PAPERS**

possess a peculiar toughness
adapting them for the HARD-
WARE TRADE.

The long fibre we make
them of is responsible for this.

SEND FOR A SAMPLE ORDER
PRINTED or UNPRINTED.

The E. B. EDDY CO., Limited

Hull, Montreal, Toronto, Quebec, Hamilton, Kingston, St. John,
Halifax, Winnipeg, Victoria, Vancouver, St. John's, Nfld.

Dealers Doubled their Dollars

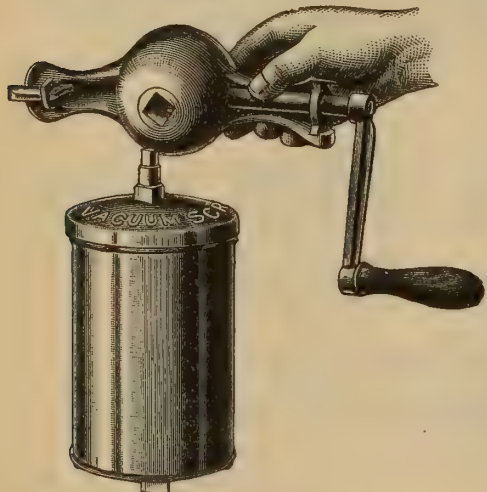
by adopting the proposition we made them last year. We approached them then with what we *thought* would win out. **This Year** we ask you to take advantage of what *has proved* itself a winner. We have letters from dealers saying it increased their freezer business last year 200 per cent. With the first order for 1 dozen Peerless Iceland Freezers we advertise them so as to send freezer customers to your store—they will buy other goods as well as freezers. Write us. The particulars will interest you.

Peerless Iceland Freezers

Sell Easily.

Ice Cream in 3 Minutes.

Satisfy Perfectly.



(We have a record of one minute and forty-five seconds, but above allowance is for inexperienced people).

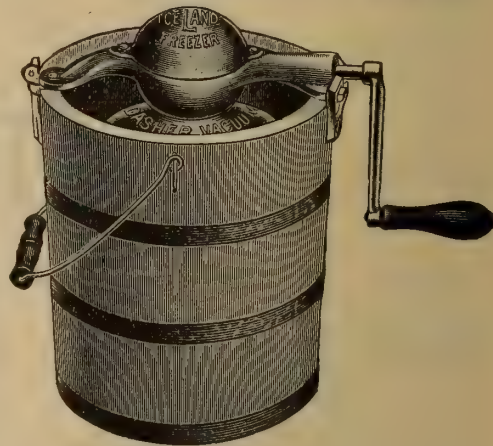
No complicated machinery to get out of order.

Gearing enclosed both top and bottom. No cogs on can top to catch ice and salt. Metal parts all coated with pure black tin.

The Freezing Freezer.

W. G. Putman had a big crowd all day yesterday, watching the man making ice cream in two and a half minutes. This was done with the Peerless Iceland Freezer, and the callers at the store were served with the cream during the day. The freezer is substantially built and is the best on the market. Just to show what it could do one batch of cream was frozen in one and three quarter minutes. It is absolutely salt water proof.—*Peoria Herald*.

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DANA & CO., Cincinnati, O., U. S. A.
Departments "R."



The Peerless Ice Chipper Made from one solid piece of steel heavily coated with tin. Chips ice properly and rapidly. Best tool made for the purpose. Saves time and ice.

Kemp's Broad Hoop, Roll-Rim Milk Can Bottoms

Introduced to the Trade in

1899

and generally pronounced to be the best ever offered.



These Broad Hoop Roll-Rim Milk Can Trimmings

have been improved for season of

1900

and will be found to be the strongest and therefore the most serviceable.

Kemp Manufacturing Co.

TORONTO, CANADA.



Vol. XII.

MONTREAL AND TORONTO, JANUARY 20, 1900.

No. 3

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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SELLING SLOW-SELLING GOODS.

STOCK-TAKING reveals in every store goods which have been slow of sale during the preceding year. It is obvious, therefore, that efforts beyond the ordinary must be put forth if they are to be disposed of.

The first thing to be done is to mark them down to a figure at which it is thought they will attract buyers.

It is good policy then to bring them into prominence in the store. It may be wise, in some instances, to do a little window displaying with them. Of course, advertising must not be overlooked. And the "ad." in the local paper should be well written and well displayed. Bargain days are quite popular, and several lines of goods might be put forward on a certain day, terming the latter bargain day, or whatever other name may suggest itself.

There is quite an object lesson in the practices of the big departmental stores immediately after the holiday season. Their advertisements teem with lists of left-over goods offered at attractive prices. The departmental stores do not keep slow-selling goods in stock if there is any possibility of disposing of them. When one price does not sell an article they reduce the figure again and again, if necessary, until customers are found.

It is better to sell an article at even half cost than to allow it to "eat its head off" while you are holding it at a price that will insure a profit but that will not sell it.

A DUTY ON ELECTRICITY.

The United States proposes to put a duty on electricity brought across the Niagara river, enumerating it as an unmanufactured article and dutiable at 10 per cent.

Some years ago, it will be remembered, a duty was placed on natural gas coming from Canada.

It is apparently not true that a proposition is on foot to levy a duty on the north winds that blow into the United States from Canada, or on lightning other than that which is carried across the boundary line on wires. But, of course, there is no knowing what might be done.

In the meantime, however, the Merchants' Exchange, of Buffalo, is protesting against the duty on electricity.

MANILA HEMP UPWARD.

The raw hemp market for manila stock continues very strong and prices are steadily advancing. Cables from London quote good current manila hemp at £70, fair at £59, and brown at £44.

GOOD RECRUIT FOR CHICAGO.

MR. A. F. MACPHERSON has resigned his position as secretary-treasurer of the Montreal Rolling Mills Co., and retires on January 31.

Mr. Macpherson entered the employ of the company on October 3, 1873, as a junior clerk in the office, and, by careful attention to business, secured his promotion to his present position, which he has filled for the past eight years.

Mr. Macpherson is personally known to all the principal members of the hardware trade from the Atlantic to the Pacific, as he was resident agent in Toronto for 10 years, and has traveled extensively in the interest of the Montreal Rolling Mills Co.

He has associated himself with the Consolidated Steel Truck Co., of Chicago, which has supplied the Bettendorf truck and body bolster now fitted on all the freight cars of the Canada Atlantic railway in course of construction.

Mr. Macpherson will reside in Chicago, and will be found at the offices of the company, 1425 Old Colony Building, where he will be pleased to see any of his old Canadian hardware friends when they are visiting the western metropolis.

ADVANCE IN BUILDING PAPER.

Higher prices by about 10 per cent. are announced in building paper. Our quotations are now: Plain building, 30c. per roll; tarred lining, 40c. per roll; tarred roofing, \$1.60 per 100 lb.

The demand for building paper has been particularly brisk of late, while supplies are coming forward but slowly.

IMPORTANT STOCK-TAKING QUESTION.

A LETTER appeared in a recent issue of Ironmonger, London, England, in regard to a subject which is doubtless being considered by hardwaremen in Canada as well as by their confreres in the Mother Country. The subject was how in these days of high prices, a proper valuation is to be placed upon the stock for striking a balance sheet. The letter in question reads as follows :

At the end of each year I make out a balance sheet to show the result of the past year's trading.

Now, during 1899 there has been such a great advance in prices that if my stock is taken upon the existing basis the balance sheet will disclose a very rosy state of affairs. I do a wholesale and retail country business, which means carrying a very heavy stock, and possibly an equal amount of goods to that now held would be worth almost £2,000 more to-day than it would have been a year ago, if at once realized. Unfortunately, I cannot reduce my stock, but as goods are sold have to keep on replacing.

Have we yet reached top figures? This, I know, is a difficult question to answer; but, at all events, the time must come when prices will go down. Then the trouble is this: If the stock be now taken at the present high prices it means that as soon as the tide turns, and prices fall, the stock will become of so much less value that, even if a good trade be done at fair profits, the business for the next year or two will appear unprofitable on paper.

I do not like to look forward to future bad balance sheets, and would prefer to make 1899 considerably worse than it is represented to be upon the stock as taken at current rates; but I should like to hear what the custom of the trade is upon this point.

The editor, in commenting upon the above, suggests that it would be unwise to value stock at current prices. "The better plan," he says, "would be to value it at cost."

It is certainly the better plan, for it is always better to contract rather than to run the risk of inflating values for arrangement on the balance sheet.

EARLY CLOSING IN TORONTO.

It is to be hoped that the movement in favor of early closing on the part of the retail grocers and butchers of Toronto will be followed by a similar movement on the part of the hardware dealers of the city.

Whether it be considered advisable or not to endeavor to secure compulsory early closing of hardware stores by means of a city by-law, it should not be difficult to have the short hour day generally observed by hardware dealers in the city, for the number of hardwaremen in Toronto is so small, compared with the number of grocers,

that it should be comparatively easy for them to at least come to some understanding in regard to the matter.

The merchant desires a run on his goods and the publisher a run on his circulation, but, of all things, a banker desires a run as the last.

TROUBLE AMONG ROD MILL MEN.

The manufacturers of wire in the Cleveland, Ohio, district, have a labor trouble with the rod mill men on their hands. And it is feared the disaffection may spread to other departments.

As the employers have taken a decided stand, it is feared matters may be worse before they are better.

Manufacturers' stocks appear to be in fairly good condition, but importers in Canada have been urged to furnish specifications as soon as possible so that the filling of orders may be delayed as little as possible during the prevalence of the labor trouble.

REDUCTION IN BRASS.

Brass, unlike most lines appertaining to the hardware trade, has developed some weakness lately.

Both sheet brass and brazed brass tubing declined 5 per cent. in the United States last week, and this week jobbers in Toronto have raised their discount to 10 per cent. off the list on roll and sheet copper, decreasing the cost to the retailer about 5¼ per cent.

The reduction in the price on the Canadian market has led to more activity in the demand.

OUTSIDE INVESTMENTS.

It is a risky thing as a rule to take money out of one's business to invest in outside speculations.

"Last year," remarked a well-known business man to **HARDWARE AND METAL**, "I drew money out of my business to invest in a couple of outside concerns. In one I lost \$1,700 and in the other \$300. It was the first time I ever did such a thing and it will be the last."

It would be hard to lay it down as a hard and fast principle that no man ought to take money from his business to invest in outside enterprises, but the fact that so many firms have been crippled by such practices, is clearly an injunction to think twice before thus investing once.

THREE ENTERPRISING TOWNS.

AN evidence of the enterprise of three Nova Scotian towns is given in a short sketch in The Halifax Herald of the growth of Windsor, Digby and Bridgewater, since the fires which almost wiped them out of existence.

The Windsor fire was in October, 1897, the Bridgewater one in January and the Digby one in February last year.

Though the population of Digby is but 2,000, and though its fire destroyed \$250,000 worth of property, the merchants and residents of the town met the matter so bravely, that, with the exception of a few compromises, the business men went through the crisis, and the town is rapidly recovering its former position.

Digby contains about the same population as Bridgewater, but the loss was less, it reaching \$85,000, including most of the business section. In the spring rebuilding commenced, and is steadily going on, improvements being made in all sections.

Windsor boasts about 3,000 population. Its great fire consumed 600 buildings. In the two and one-quarter years since these were destroyed, nearly \$1,000,000 have been spent on new buildings, including four churches, a Government building, a \$35,000 schoolhouse, three hotels, three banks, 61 stores, 40 miscellaneous buildings, offices, factories, etc., and 236 residences.

In each of the three towns, the buildings erected since the fire have been superior to those they succeeded. Many brick and stone business houses succeed wooden ones, and, instead of being old-fashioned, are complete and up-to-date in all particulars.

KEEP YOUR SIDEWALK CLEAN.

It is important that the sidewalk in front of a place of business should be kept clear of snow, and, in every way, should be made as comfortable as possible to the pedestrian. Small things influence some people a great deal.

Frequently, pedestrians have been heard, after a difficult, and sometimes unfortunate, navigation of an especially slippery spot, to vow they would never patronize the merchant responsible for the condition of the walk. And, to be candid, they could not be blamed. Consideration, in this respect, for the pedestrian pays better than inconsideration.

CANADIAN HARDWARE IN ENGLAND.

THE IRONMONGER, London, Eng., of January 6, has the following: "Simultaneously with the recent republication in pamphlet form of the articles on the 'Hardware Trade in Canada,' by our special commissioner to the Dominion, we placed the Canadian samples, which that gentleman sent home, on view at our Birmingham office. We are pleased to say that the notice these samples have attracted, and the interest they have excited, repay us for the trouble which their acquisition entailed. Various comments have been passed by manufacturers upon the specimens shown, and in most cases it has been acknowledged that lessons may be learned and profit derived from a careful examination of the goods. With respect to those samples which exhibit certain points of difference from the ordinary English-made types, many manufacturers assert that they have not gone out of their way to change the make of their goods simply because their customers have expressed no desire that they should do so.

"In the case of boxwood rules, for instance, it was alleged by our commissioner that the Canadian demanded a marking running in the opposite direction to the English marking. Our makers aver that they are prepared to mark in accordance with the wishes of purchasers. This is a step in the right direction, but it does not go far enough. Rightly or wrongly, the impression exists that British makers push business on the 'take it-or-leave it' principle, and that to request them to make a change from accustomed models is to court refusal. To obliterate this impression, it should be the policy of our manufacturing houses, individually and collectively, to put themselves to the trouble of finding out what exactly are the local requirements. In the case of the rules mentioned above, the fact that American rules entering this country are marked as we mark ours is evidence that our cousins are alive to the importance of meeting the idiosyncrasies of users in different parts of the world. These remarks are intended to have a much wider application than to the single instance we cite.

"Perhaps no sample was the object of such careful scrutiny as the sample sheet of galvanized iron exhibited. Doubt was expressed as to the sample representing the quality in ordinary use in the Dominion, and it was asserted that it was taken from a lot intended for some special purpose. We, therefore, feel bound to repeat that the sample shown is a sheet chosen at random from the Pittsburg sheets which have been sent so largely into Canada during the last two years. This iron is used chiefly for

roofing, and the sample was bought from an ordinary retail hardware store in Montreal. We again commend it to the inspection of interested parties.

"In some goods, shovels and buckets for instance, it is asserted that the samples are identical with those made by some British makers. If this is so, only two conditions are necessary to do a large Canadian business in these articles from Britain—viz., the price must be low enough to command trade, and the trade must be informed of the ability of these makers to meet demands. The carriage lamps sent from Canada have been condemned as "crude and inelegant." We are prepared to admit that they are so to our ideas, but, this granted, the fact remains that they are what the Canadians want. If Canadians, so far from thinking the lamps "crude and inelegant," are ready to buy them, and if the goods can be made at a profit, the evidence is complete that we ought to make them. It is out of our province to pose as instructors in art.

"It is not our intention to go into details of every one of the samples exhibited. We again draw attention to their existence, and to the opinions expressed regarding them at the council meeting of the Birmingham Chamber of Commerce at a recent meeting. The collection has now been sent to Wolverhampton."

BRITISH TINPLATE CUSTOMS.

There is often a good deal of diversity in the method of taking the weights of tinplates, says The Iron and Coal Trades Review, of London. Some give the weight in boxes, others in hundredweights, and others again in tons. These terms cannot all be equally convenient, and yet they are all adopted. The Board of Trade issues statistics of tinplate exports in tons; the tinplate manufacturers themselves have been accustomed to make their returns for their own use in boxes. The best system would probably be that of giving returns of both boxes and weight. By boxes are meant the standard upon which the workmen are paid, say, a box of 112 sheets measuring 20 x 14 inches. Originally, this box of 112 sheets weighing 112 lb. formed the bulk of the trade, and weight was a fair measure of work done. Now, the number of sizes and substances or gauges is legion, a far larger quantity of light plates being made now than in former years. The profit of a manufacturer, where profit exists, is always reckoned by the box, and the workman is paid a certain price per box, no matter what the weight—at all events, between the limits of 40 and 140 lb per box. The box is

usually regarded as the proper unit. The weight concerns more the steelmaker. Generally, the lighter the box, the higher the profit; at all events, between the limits above mentioned, 40 and 140 lb., probably 40 lb. is exceptional, few plates being made under 56 lb. per 112 sheets, 20 x 14 inches. The substance of 56 lb. is 0.16 of a millimeter thick; 112 lb. is nominal; in practice, 108 lb. is accepted.

FIRM MARKET FOR TIRE BOLTS.

Higher prices are probable on tire bolts. The list issued in the United States is, on an average specification, about 10 per cent. higher than the list doing duty in Canada.

It is probable this list will be adopted by the Canadian manufacturers, who are also talking of reducing the discount. If they do as is proposed, prices on an average specification may be expected to advance about 20 per cent.

CAPE BRETON COAL IN BOSTON.

The Boston Post of a recent issue had the following:

"The imports of coal from the mines in Cape Breton and elsewhere in the Provinces were never larger than during the year which has just closed.

"They bid fair to be even larger in this year of 1900.

"This increase is due to the fact that The Dominion Coal and Iron Co., in which Boston capitalists are interested, has been sending coal from its Cape Breton mines. It has been brought in steamers flying the Norwegian flag and in British vessels of the turret-deck type, to the Everett coke plant and to Mystic wharf, where it is transferred to railroad cars for shipment to other points.

"During 1899, these steamers brought about 203,439 tons from Cape Breton. The 19 steamers which came here last month brought a total of 60,495 tons, or nearly as great a quantity as was received for the entire 12 months of 1896, when 61,071 tons arrived.

"This had been the best previous record. The next year, but 50,235 tons came, followed by the slim total of 17,122 tons for 1898. The decided falling off in that year was due to fear of confiscation during the Spanish War.

"During the three previous years, the coal was brought in such American vessels as the steam collier Saturn, now a Government vessel, and four-masted schooners like the Mary E. Palmer, Sarah E. Palmer, Augustus Palmer and Alicia B. Crosby, until the first of 1899, when Norwegian and British steamers, with a capacity of 4,000 tons, were chartered, and have kept on the run ever since."

UNITED STATES PIG IRON IN 1899 AND 1900.

By ARCHER BROWN, in *The Iron Age*.

THE year just ended has been unprecedented in several respects. It is the year of largest production in our history. It has witnessed an almost continuous rise in prices. It has brought changes of far-reaching significance in the ownership and control of our iron and steel industries. It has demonstrated the comfortable truth that our export trade is not dependent upon an accidental condition of low prices in America and high prices abroad. It has brought wages of skilled and common labor to the highest point yet known in the industrial world, if they be measured by their power to purchase the comforts and luxuries of life. It has changed hundreds of millions of dollars of capital invested in the railroads of the country from the losing to the profitable side of the ledger. It has done the same thing for tens of millions invested in iron mines, furnaces and mills. It has put idle capital into employment and advanced the value of money (as expressed in interest) fully 25 per cent. the world over. It has changed the pessimist into the optimist, and restored confidence in the boundless resources of this great land and of its people. And incidentally it has brought new financial and economic problems for thoughtful men to consider.

The rise in prices began in December, 1898, but had barely expressed itself further than a great increase in activity when the new year opened. We began the year producing a little less than 12,000,000 tons pig iron; we ended it producing 15,000,000 tons. The total output of the year will prove to be about half way between these figures—an increase of from 12 to 15 per cent., or about as was predicted by well-informed observers early in the year. The advance in prices went slowly at first, for there was general scepticism that the real thing had at last come. Hence it was that when prices were up 10 to 20 per cent. most of the furnaces and mills of the country loaded themselves with contracts for months ahead. Many a pig iron maker and not a few foundries, rolling mills and steel works are dealing with these low-priced contracts at the very end of the year, and fortunate they are if the enhanced cost of production has not overtaken the selling price so as to net the maker a loss on such business. In general, however, the year has been exceptionally profitable.

It is perhaps not too much to say that the value of all the ore mines, blast furnace property, steel works and rolling mills in the United States is twice as great January

1, 1900, as it was January 1, 1899. Certainly this is true if we speak of the available or selling value of the properties. The enormous influence of such appreciation on the business of the country is too obvious to need argument. It is felt by the railroads, the banks and by general trade. Iron is the thermometer, if not the barometer, of the country's business, and when the manufacturing of iron in different forms is so unprofitable as to vastly depreciate the value of mines and mills it is safe to say that prosperity in other lines is yet a long way off. The statistical records of *The Iron Age* are so complete that it remains for me only to comment on general features of the trade. Looking forward into the new year, there is, perhaps, greater eagerness than ever before to know what it has in store for us. Can we maintain and increase our great rate of production without disaster to prices? Are costs going to mount up so fast, through advances in freights, labor and raw materials, as to make the last state of the furnaceman (and foundryman, too) worse than the first? Will the effect of the great combinations be to steady or demoralize prices if weakness comes? Will the Wall street flurry just prior to Christmas be felt through the channels of business? Will the high prices of materials check new enterprises involving construction? Will our export trade hold up when nearly every article shipped abroad must bring 50 to 100 per cent. more than a year ago? There are other queries to puzzle and confuse the timid, but perhaps these are enough.

There is no room in this hasty review to canvass the arguments on both sides of these problems. A few general statements must suffice. And they will be from the standpoint of one who believes that the American iron trade, instead of having reached its climax, is just on the threshold of its great career. The lean years following the panic prepared it, through the lessons of adversity, for the conquest of the world. Every fact of modern life goes to prove that the geometrical ratio of increase of iron consumption which has prevailed in the past the world over will not cease in the next decade, if it does in the next century. If we made 13,500,000 tons of iron in 1899 we will make 27,000,000 tons in 1909. To prepare for an average annual increase of 10 per cent. will require rapid expansion of mines, transportation facilities on land and water, the building of furnaces and mills, the employment of tens of millions additional capital and tens of thousands of more mechanics and laborers.

There will be periods of backset, but the onward progress will be certain.

America made 40 per cent. of the world's iron in the year past. This proportion will steadily increase, because of our immeasurably greater natural resources, superior plant and more active and intelligent labor. We shipped \$100,000,000 of iron and steel products abroad in 1899. We shall do more next year, unless the home demand carries prices still higher.

It would be healthy if prices all the way from the ore and coke through to the finished forms should shade off from 10 to 25 per cent. But with the great reserve demand that has been built up by delayed work the past year it seems very improbable that any considerable decline would last. The lower prices would go the greater would be the flood of work released and the quicker and more extreme the reaction. And it must be remembered that if there is any scramble for material in 1900 there are no stocks to go to and no half idle mills and furnaces to fill up, as in 1899. There is not a four days' supply of pig iron in the United States, and scrap, which for the moment is reasonably abundant in yards, has been gathered until the country is bare of it. Taking scrap and pig iron together the new year starts with 1,000,000 tons less than the old. We are making 3,000,000 tons more pig iron than a year ago and melting every ton of it as fast as made.

Wild statements were made early last year as to the great increase in output of pig iron that high prices would bring out. They came some of them from quarters thought to be well informed. The event has proved how grossly they were at fault. We now read that the new furnaces building and contemplated will add 5,000,000 tons to the output of 1900. Cut that in two in the middle and you will have the maximum attainment of American enterprise, energy and capital. We should make 16,000,000 to 16,500,000 tons in 1900, and (barring unlooked for political troubles in Europe or financial or political troubles at home) we will need it all.

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

TRADE CHAT.

H. H. SUTHERLAND, who has been traveling for Schofield Bros., wall paper dealers, St. John, N.B., has bought out Norman McDonald in Sydney, N.S., and will go into the hardware business in that town. His place on the road will be taken by Harry E. Clarke, who has been with Schofield Bros. for more than five years as stock man and traveler.

A company is prospecting for petroleum on the Gaspé coast, Que.

Aaron Beasley has started as carriage-maker in Port Stanley, Ont.

The Port Arthur Iron Co., Limited, Toronto, have been incorporated.

The St. Lawrence Motor Co., Limited, Cornwall, Ont., have been incorporated.

Wm. A. Westland, of Westland Bros., painters, died at his home in London, Ont., on Wednesday.

The Southern Ontario Peat Fuel Co., Limited, have been incorporated, with headquarters in Brantford.

The Nickel Copper Co., of Ontario, Limited, have been incorporated, with headquarters in Hamilton.

A company is being formed to manufacture pumps, etc., at Glen Valley, about five miles from Calgary, N.W.T.

Arthur Pequegnat, Berlin, Ont., is forming a joint stock company, with a capital of \$40,000, to manufacture bicycles in Berlin.

W. Bristow, hardware dealer, Rodney, Ont., has sold out, on account of ill-health. The purchaser is H. Lendon, formerly of Florence, Ont.

C. J. McNerney, blacksmith, Winnipeg, is making an exhibit of horseshoes, scientifically adapted to diseased feet, for the Paris Exposition.

S. E. Kent, Southampton, Ont., has accepted the position of traveler for John Cox & Son, wholesale varnish manufacturers, Montreal.

The Gartshore-Thomson Pipe and Foundry Co. have tendered to supply Hamilton, Ont., with 30 inch iron pipe at \$34 a ton, delivered on the street.

It is stated that a Montreal implement firm are negotiating with Carleton Place, Ont., for a bonus to start a factory that would employ 75 men.

The Burrill-Johnston Iron Works at Yarmouth, N.S., were sold at auction on Thursday last week for \$35,000 to H. B. Cann, who, it is understood, intends commencing operations almost immediately.

Representatives of The Ontario Powder Works Co., Kingston, Ont., have for some time been looking into the advisability of

THE OIL IN PAINT

cannot be made too good. No pains taken to bring it to its highest value is wasted. The better the oil the better the paint, every time.

THE SHERWIN-WILLIAMS Co. has given years of study to the refining of Linseed Oil for use in

THE SHERWIN-WILLIAMS PAINT Prepared

The purest Linseed Oil of commerce has not satisfied us at any time. Every year we have made some advance in our refining process, and at the present time no oil prepared by any other process can equal that in S.-W.P. There is none so limpid, so clear, so colorless, and so free from water and foreign ingredients. It is pure, old, well-settled oil to start with. It is one hundred per cent. better when it goes into S.-W.P.



THE SHERWIN-WILLIAMS Co.

PAINT AND VARNISH MAKERS.

Canadian Division:
21 St. Antoine St.,
Montreal.

CLEVELAND. BOSTON.
CHICAGO. TORONTO.
NEW YORK. SAN FRANCISCO.
MONTREAL. KANSAS CITY.

establishing a powder factory near Port Arthur, Ont.

Oshawa, Ont., passed a by-law granting a loan of \$50,000 to the McLaughlin Carriage Co., to rebuild their factory, which was destroyed by fire on December 7. The new factory will have 150,000 square feet of floor space.

The Dominion Bridge Co., Montreal, who have the contract for placing the iron-work at the new St. Lawrence market, Toronto, are asking that the time limit of their contract be extended, on account of the advance in the price of materials.

CANADIAN PRODUCTS WANTED.

The following are among the inquiries relating to Canadian trade received at the Canadian Government Offices in London during the week ended January 5:

The names of some Nova Scotian firms exporting codfish are requested by a French house open to buy for the South American markets.

An English gentleman, with many years' varied commercial experience, wishes to act as resident agent or traveler to a good firm, or a combination of firms, doing business in Canada.

A well-known firm in the north desires to be placed in communication with users of all kinds of iron and steel tubing.

The names of the firms desiring the above information can be furnished by **HARDWARE AND METAL** on application.

CATALOGUES, BOOKLETS, ETC.

A copy of Maud Earl's famous picture, "What We Have, We'll Hold," does duty as a frontispiece for a neat little folder which the Dominion Radiator Co., Limited, sent out to its friends during the holiday season. On a page opposite the picture was the following verse:

Where "Saffords" once are sold,
They've all the trade controll'd
Our patrons know
'Tis ever so
They're worth their weight in gold;
To rivals false and bold
One truth is e'er extoll'd:
We've won the fame
And got the name
And "What we have, we'll hold."

A DELAYED CATALOGUE.

The B. Greening Wire Co., Limited, of Hamilton, were delayed in getting delivery of their catalogues from the printers, and the last came to hand only on Monday last. They are now, however, all mailed.

Chas. F. Comer & Co. have purchased Kenneth & Co.'s hardware business in Calgary, N.W.T., and are completing the stock in all departments. Charles Comer, the manager of the business, is an old Kingston, Ont., hardwareman, but for many years had been with The Calgary Hardware Co.

WHAT A GOOD CLERK WILL DO.

If he desires to get ahead in the world, he will work with the same zeal and interest that he would work for himself were he the proprietor of the store, says an exchange. He will be courteous and civil to all, and not be unmindful of the common social obligations of life—such as to extend a hearty greeting to all comers, and particularly to children.

Neat in person, he ought to see that every nook and corner of the store is kept in inviting condition. He ought not to be a prop at the front entrance; a brace for the counter; a sitter around the store; a lounge in the storeroom; a gossip over the counter; an idler when the proprietor is away; a rusher to get away early, and always behind time in the morning.

He should study display and seek to have the store present a neat appearance—aye, an inviting look—so that regular patrons as well as transient visitors will take delight in looking around. Then, if the stock is well exhibited in show windows, in show cases, on counters, on shelves, and in tasteful store displays, desire will be aroused and traffic result.

Spare time about a store never comes to the interested clerk. He will study old methods, in order to see where they may be improved; he will devise new plans for exhibits and service. In short, he will fix his mind on his work and become an enthusiastic devotee of the business. And then? He will stand the best chance of promotion; enjoy confidence of customers, which in itself is capital if he should start in business for himself. If his employer is the sort of a man he ought to be, he will reward him justly, show appreciation of his work, make him a sharer in the profits of the business; provided his service is of value to the enterprise. He should not make the fatal mistake of getting the "big head" and think the business cannot get on without him.

THE AWL-BLADE INDUSTRY.

There are few subjects connected with the manufacture of hardware more puzzling or more difficult to account for than the localization of certain trades in particular districts. As a case in point, it has never been explained why Bloxwich, near Walsall, should have had, for half a century, a practical monopoly of the manufacture of awl blades, for the use of shoemakers, saddlers, carpenters, etc. The trade originally belonged to Sheffield, where steel of the proper quality and temper was readily obtainable, and why the industry came to migrate to Bloxwich has always been a matter of wonder; and specially so, as the raw material has still to be obtained from Hallamshire. London, Sheffield and Birmingham, are all

centres of the awl-blade industry, but Bloxwich produces more awl blades than the three other centres combined. Formerly, at Bloxwich, the production of awl blades was mostly carried on at the small workshops attached to the houses of the workpeople; now they are largely produced in well-appointed factories, equipped with up-

to date machinery and steam power. Bloxwich is a breezy, bracing suburb of Walsall, and rapidly growing. During a recent visit, we found the awl-blade makers fairly busy, the export customers for these goods still including, despite the heavy duty, the United States of America.—Hardwareman, Birmingham.

IVER
JOHNSON
BICYCLES

NOT
CONTROLLED
BY THE
TRUST

HONEST
CYCLES
at...

HONEST
PRICES

Bicycles as Hardware

Many good hardware dealers sell bicycles in connection with regular lines and find it profitable. They are more easily handled than cement, putty, nails, shovels, and hundreds of other things handled by the hardware merchant.

The percentage of profit is good, and the trade attracted by the bicycle line is also to be considered.

Iver Johnson Cycles

... ARE ...

Well-known, well-liked, and well-made.
They stand up.

We have an interesting proposition for dealers in the way of prices and discounts.

Write for it—

IVER JOHNSON'S ARMS & CYCLE WORKS,

BRANCHES:—

NEW YORK—99 Chambers St.

BOSTON—408 Washington St.

WORCESTER—374 Main St.

FITCHBURG,

MASS.

Gilbertson's Galvanized Sheets

PATENT

COMET
BRAND

FLATTENED

are suitable for all kinds of Galvanized work demanding uniform quality; being made of superior Siemens Steel, they will double seam either way of grain, are smooth, soft, and well galvanized, every sheet being carefully selected; weight and count of sheets per case fully equal to the best known brands imported, and cost less.

GILBERTSON'S are the only galvanizers who not only roll all their Steel Sheets, but manufacture all their own Steel in their own Steel Works, thus enabling them to put a soft and regular quality of steel into their sheets, which is impossible for galvanizers who buy their steel in the open market.

GILBERTSON'S CORRUGATED GALVANIZED SHEETS—all sizes.

"GILBERTSON'S" SIEMENS-MARTIN TINPLATES

are soft, extra well coated, noted for deep stamping qualities, and for canners of fruits, meats, and fish have no equals. Cost no more than brands not nearly as well coated, or of equal quality.

BRANDS: "Gilbertson's," "Parsons," "Pontardawe,"
"Lincoln," "Comet," "Regina," "Gwyned."

GILBERTSON'S TERNEPLATES, "Regina" brand.

IMITATION RUSSIA SHEETS—will not crack or scale. Pickled, cold rolled and close annealed.

SIEMENS-MARTIN STEEL SHEETS, close annealed close annealed and cold rolled (flat and free from buckles), also pickled.

BLACK CEILING PLATES, "Comet" brand. Pickled, cold rolled and close annealed.

BLACK TAGGER PLATES. Pickled and close annealed.

Supplies carried by all wholesale jobbers. In ordering please mention brands.

ALEXANDER GIBB

Agent

22 St. John Street, MONTREAL.

H. S. HOWLAND, SONS & CO.

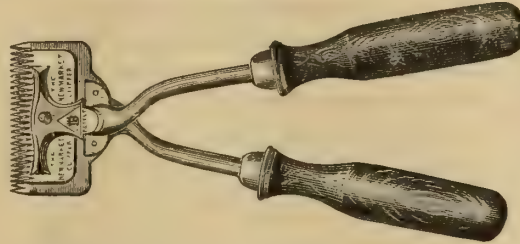
HARDWARE
MERCHANTS

37-39 Front Street West, **Toronto.**

WHOLESALE
ONLY

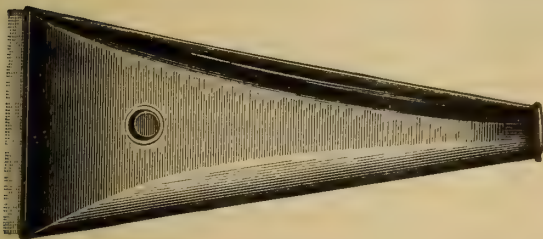
HORSE CLIPPERS

*Boker's "Dandy"
Boker's "Keen Cut"*



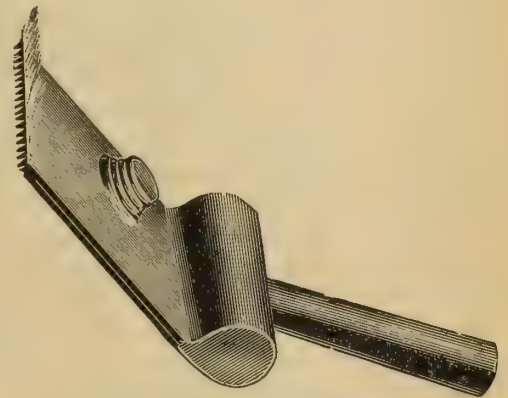
*Boker's "Perfection"
Boker's "Ball-Bearing"*

Also "Newmarket" Celebrated Clippers.

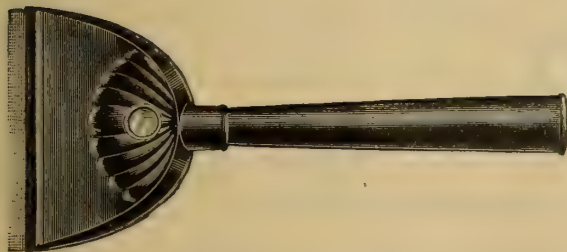


NO 156.

HORSE SINGERS



"ECLIPSE."



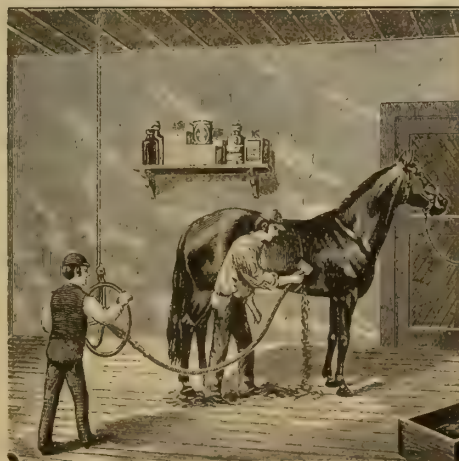
NO. 160.



NO. 162.

CHICAGO FLEXIBLE-SHAFT HORSE CLIPPERS

**NO BELT
NO SLIP**



**FASTEST CUTTING
SIMPLEST AND BEST**

H. S. HOWLAND, SONS & CO., TORONTO.

OUR PRICES ARE
RIGHT.

Graham Cut and Wire Nails are the Best.

WE SHIP
PROMPTLY.

MARKETS AND MARKET NOTES.

QUEBEC MARKETS.

MONTREAL, January 19, 1900.

HARDWARE.

THE strong tendency of values in all branches of hardware and metals continues. Galvanized and barbed wire is firm, and there is a good inquiry on forward account for both cut and wire nails. Horseshoes are also fairly inquired for, and Canadian makers are about adopting the new American list on bolts and square and hexagon nuts.

BARBED WIRE—Prices are held firm, and a few orders are coming in for spring shipment at \$3.72½.

SMOOTH STEEL WIRE—Orders for spring shipment are increasing, but the actual movement is light. The base price on Nos. 6 to 9 is \$3.45 per 100 lb.

GALVANIZED WIRE—There has been another advance in this line. We now quote: Nos. 6, 7 and 8 gauge, \$4.37½; No. 9, \$3.47½; No. 10, \$4.52½; No. 11, \$4.57½; No. 12, \$3.62½; No. 13, \$3.72½;

No. 14, \$5.12½; No. 15, \$5.42½; and No. 16, \$5.62½.

FINE STEEL WIRE—Business quiet and discounts unchanged at 12½ per cent.

BRASS AND COPPER WIRE—Unchanged at 50 and 2½ per cent. on brass and 45 and 10 per cent. on copper.

FENCE STAPLES—Orders for spring shipment are increasing. We quote: \$3.75 on bright and \$4.35 on galvanized.

FINE STAPLES—There has been an advance of 5 per cent. all round in these. Discounts are: Coopers' staples, 45 per cent.; poultry netting, 35 per cent., and electrical, etc., 35 per cent. discount off list.

WIRE NAILS—Orders are coming in well for these. For small lots \$3.50 is asked, but the regular base price is \$3.45 f.o.b. Montreal.

CUT NAILS—At the advance, orders have been more numerous. We quote \$2.85 f.o.b. Montreal.

HORSE NAILS—A moderate trade is noted in these. Discounts are 50 per

cent. on Standard, and 50 and 10 on Acadian.

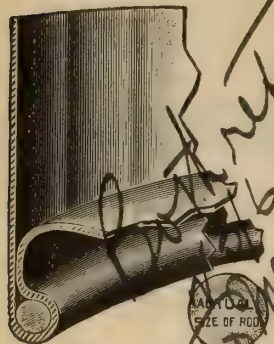
HORSESHOES—There is a fair inquiry for these. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow shoes, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; X L steel shoes all sizes, 1 to 5, No. 2 and larger, \$4.20; No. 1 and smaller, \$4.45; feather-weight, all sizes, \$5.45; toe weight steel shoes, all sizes, \$6.55 f.o.b. Montreal.

BOLTS, ETC.—The makers are about to adopt the new American list, which now applies to machine bolts, coach screws, etc. The exact list is not yet given out, but it is about equivalent to a rise of 5 per cent.

NUTS AND WASHERS—The new American list has also been adopted on square and hexagon nuts.

RIVETS, ETC.—Steady. Discounts are: Black and tinned 45 per cent.; ditto, burrs, 40 per cent.; copper rivets and burrs, 35 per cent.

WRINGERS—Trade is quiet and prices are unchanged.

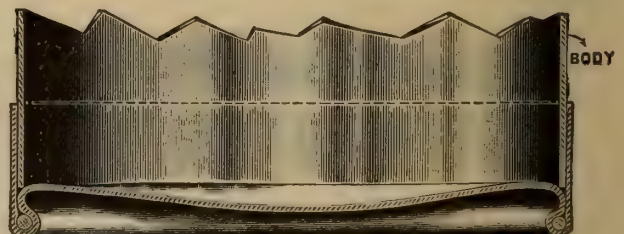


PATENT APPLIED FOR.

"SAMPSON"



THE ONLY
SEAMLESS MILK CAN BOTTOM.



No Rivets.
No place for dirt or sour milk to lodge.
No hoops to break or tear off.
No sharp corners.
No ragged edges to tear flooring.
Will never wear rough.

Made of One Piece with Large
Solid Roll Rim.

Milk Can Body Tin
Cheese Vat Tin

In all
sizes and gauges.

See the samples our travellers are carrying, or write our nearest house before ordering.

Be Convinced "THAT THIS IS THE BEST."

THE McCLARY MFG. CO.

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER

"FOR PROMPT SHIPMENT ORDER FROM McCLARY'S."

We intend to make all the galvanized iron we can of the grade we make; have done it for several years; intend to continue.

Apollo Iron and Steel Company
26 St Sulpice Street
Montreal

Cements { **PORTLAND
ROMAN
KEENE'S**

Bricks . . { **FIRE
BUILDING
PAVING**

Sand . . . { **SILICA FIRE
MOULDING
BUILDING**

F. HYDE & CO.

31 Wellington street, MONTREAL

English Castor Oil

GUARANTEED PURE.

Pharmaceutical, Tasteless, Cold Drawn
First Pressure
Second Pressure

In cases of 2 tins and in barrels. Stocked
by all Hardware, Oil and Color men.

The Hull Oil Manufacturing Co.
LIMITED

B. & S.H. THOMPSON & CO.

Agents for Canada

MONTREAL

CANADA IRON FURNACE CO.,
Limited

Manufacturers of

CHARCOAL Pig IRON
MONTREAL.

BRAND "C.I.F." THREE
RIVERS

PLANTS AT

Radnor Forges, Que.
Lac a lac Tortue.

Three Rivers.
Grand Piles.

Geo. E. Drummond,

Managing-Director and Treasurer

CHURNS—Business is dull on these, and discounts are unchanged.

CORDAGE — Firm, but inactive. We quote: Manila, 16½c. base, and sisal, 13¼c. base.

FIREBRICKS—Unchanged at \$19 to \$24 per 1,000, as to brand.

CEMENT—Business continues dull. We quote: Belgian, \$2.10 to \$2.40; English, \$2.45 to \$2.60; German, \$2.60 to \$2.80.

METALS.

The general tendency in heavy iron and metals has been upward since last week. The only exception is lead, which is cabled somewhat lower from London, but is steady in New York. On the other hand, cable advices note advances in spelter, tin, and copper, and iron material, also, has been strong.

PIG IRON—The firmness in this line has been fully maintained, and the prices being asked for spring delivery on Scotch pig are above a parity with present spot values. We quote Summerlee \$28.

BAR IRON—There is a good volume of orders for spring delivery, and prices are firm from stock at \$2.50.

BLACK SHEETS—Firmly held. We quote: 8 to 15, \$3.10; 18 to 20, \$2.90; 22 and 24, \$2.95; 26, \$3.10, and 28, \$3.15.

STEEL—Firm, with prices pointing upward. We quote: Sleighshoe, \$3; tire, \$3; spring, \$3.60; machinery, \$3.75 and toe calk, \$3.65.

GALVANIZED IRON — Holders here are firm, and for spring importation values are equally stiff. We quote: No. 28 Queen's Head, \$4.75 to \$5.00, and No. 26, \$4.50 to \$4.75; Comet, No. 28, \$4.45 to \$4.70, and No. 26, \$4.15 to \$4.45.

INGOT COPPER—This has advanced 11s. 3d. on the week in London, but spot prices are unchanged at 18 and 19c.

INGOT TIN—There was a sharp rise on spot tin in London of £6, but futures are easier. Local prices are unchanged at 30c.

LEAD—This metal has been somewhat easier abroad but there is no alteration here. We quote \$4.50.

LEAD PIPE—Unchanged. We quote as follows: 7c. for ordinary and 7½c. for composition waste, with 15 per cent. off.

IRON PIPE—Steady. We quote: Black pipe, ¼ to ¾, \$3.40; ½, \$3.60; ¾, \$4; 1, \$5.75; 1¼, \$7.50; 1½, \$9.75 and 2-in., \$12.75.

TINPLATES—Demand for forward shipment is active, but sellers are indisposed to operate ahead. Prices are unchanged at \$4.40 for coke, and \$4.75 for charcoal.

CANADA PLATES—There has been an advance of 20c. in these. We quote: 52's, \$3; 60's, \$3.10; 75's, \$3.20; full polished, \$3.40; galvanized, 52's, \$4.50.

TERNE PLATE—Firm but quiet, at \$8.50.

Special Grades

of IRON and STEEL
for special work.

We Solicit Inquiries
for Import.

A. C. LESLIE & CO.

MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can
supply your wants with
—quality the best and
prices right. Catalogues
and full information for a
request.

THE R. McDOUGALL CO., Limited

Manufacturers,

Galt, Canada.

ADAM HOPE & CO.

30 JOHN STREET N.

Hamilton, Ont.

GALVANIZED SHEETS

"QUEEN'S HEAD"
"COMET"
"APOLLO B B"
"JUNIATA"

STEEL SHEETS

20 to 28 Gauge

**TIN PLATES
CANADA PLATES
SHEET ZINC
RUSSIA IRON**

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

1900

We desire to extend our sincere thanks to every dealer and every salesman who have been in any way instrumental in distributing our "C" brand Horse Nails during the past year 1899.

In spite of the opposition offered by lower-priced nails, we have actually sold a larger quantity of "C" brand than we have previously done for the past five years. In view of these facts we feel encouraged to continue our policy of catering only to the best trade, and to manufacture the best horse nails only.

With horse nails, as with bank and other stocks, there is a standard of value. This has always been accorded by the hardware trade in Canada to the "C" brand made by our company. This position has been obtained solely by the undoubted merits of the horse nails sold by us under our trade mark. They represent the results of an experience of thirty-four years in the manufacture of one article; the use of the best quality Swedish charcoal steel nail rods; adhering to the use of the "hot forged" hammered process; designing the best patterns, which give the maximum of strength with the minimum of weight; in brief, the best—and the best only—in every particular.

When other makers claim for their horse nails the points of excellence which are only found in our "C" brand, and yet, judged by their own quotations, and the price at which purchasers buy them, they are found offering below our "C" brand standard of value, is it not because the quality of the nails are below "par"? If their goods are equal to ours, why don't they command an equal price? The conclusion is a fair one: Simply because they are not worth as much, and they can't get as much for them.

We sell to the trade only. Don't accept substitutes, or boxes bearing similar marks to ours if you want the best. Our horse nails have the "C" brand and our name in full on each box.

CANADA HORSE NAIL COMPANY

MONTREAL.

N.B.—Our Desk Calendar for 1900 will be mailed free on application.

SWEDISH IRON—Unchanged, at \$3.75.
COIL CHAIN—As last noted. We quote as follows: No. 6, 12c.; No. 5, 10½c.; No. 4, 10c.; No. 3, 9½c.; ¼-inch, \$8; 5-16, \$5.65; ¾, \$5.05; 7-16, \$4.80; ½, \$4.65; 9-16, \$4.50; ⅝, \$4.45; ⅜, \$4.40; ⅙ and 1 inch, \$4.40.

SHEET ZINC—Dull but steady at 6½c.

ANTIMONY—Remains the same at 10¼c.

SPELTER—Quiet here at \$5.25.

GLASS.

There is no change in the window glass market. We quote: First break, \$2.00; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4.00; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PAINTS AND OILS.

The actual movement in this department is light, but prices all around are firm, and the outlook is for a good season's trade. Putty is 10 to 15c. higher.

WHITE LEAD—Best brands, Government standard, \$6.75; No. 1, \$6.37½; No. 2, \$6; No. 3, \$5.62½, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

DRY WHITE LEAD—\$5.25 in casks; kegs, \$6.

RED LEAD—Firm; casks, \$4.75; in kegs, \$5.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

PUTTY—We quote: Bulk, \$1.75; bladders, in bbls., \$1.95; bladders, in cases, \$2.05; in tins, \$2.25 to \$2.40.

LINSEED OIL—Raw, 62c.; boiled, 65c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 77c.; two to four barrels, 76c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—Firm; \$1.10 to \$1.30 per gallon.

CASTOR OIL—Firm; 7½ to 8c.

SEAL OIL—37½ to 40c.

COD OIL—32½ to 35c.

PARIS GREEN—Firmly held at the rise: 1-lb. packets, 19½c., and drums, 18½c.

NAVAL STORES—Fair demand for all lines, and prices show no change: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 9 to 11c.

PETROLEUM.

This is firm, under a fair demand, at 18c. for "Acme," and 17c. for "Silver Star."

HIDES.

We quote: Beef, No. 1, 10c.; No. 2, 9c., and No. 3, 8c. Lambskins, 90c.

Oakey's 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

DERBY SNAP.

With Plated Rust Proof and Guarded Spring

"THE LATEST AND BEST."

For Sale by all Jobbers at Manufacturers' Prices.



PRIEST'S CLIPPERS

Largest Variety. Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., USA



COATES' CLIPPERS

HAND AND POWER, easiest running made. Manufactured in every style and variety. Our power machines will meet every requirement. Our flexible shafts are tempered steel, and will not heat. 1899 catalogue ready.

Coates Clipper Mfg. Co. WORCESTER, MASS.



Pullman Sash Balance Co.

Makers of the

"Pullman" Hardware Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

SHIELD BRAND

Sheathing is the

BEST.

Ask your dealer for it.

Manufactured by

Lockerby & McComb

65 Shannon Street, MONTREAL.

These prices show a decline of $\frac{1}{2}$ c. on beef hides and an advance of $\frac{1}{2}$ c. on lambskins.

COAL.

Inquiry fair and prices steady. We quote: Stove, \$6; chestnut, \$6; egg, \$5.75; Scotch grate, \$6.25; Scotch steam, \$4.25 to \$4.75; Tower ports steam, \$3.75 to \$4.

MONTREAL NOTES.

Copper is 15s. higher in London than it was a week ago.

Spot tin is at a premium of 15s. the ton on futures in London.

There has been an advance of 10 to 15c. in the price of putty.

Spelter has advanced almost £4 the ton in London on the week.

Foreign advices note an advance in glass, and this will affect prices for import orders.

ONTARIO MARKETS.

TORONTO, January 19, 1900.

HARDWARE.

BUSINESS so far this month has been most satisfactory. The different houses are busily employed, and the general opinion is that the volume of business is much larger than it was at this time last year. A feature of the trade this month is an improvement in letter orders. The steady advance in prices may have something to do with the activity in the demand. Sandpaper is dearer, the Canadian makers having adopted the United States list. Curry combs show an advance of 10 per cent. It is quite probable that next week will see the appearance of a new list on tire bolts, as the American list is 10 per cent. higher on an average specification than the Canadian list. Higher prices on wood screws may also be expected.

BARBED WIRE—A fair number of orders for barbed wire for future delivery are still being booked. We quote: For carlots, f.o.b. Cleveland, \$3.37½ and for less quantities \$3.47½ Cleveland, and \$3.47½ Toronto.

SMOOTH STEEL WIRE—Both manufacturers and jobbers are booking a good many orders for oiled and annealed wire for future delivery, at steady and unchanged prices. Base price, \$3.45 per 100 lb.

GALVANIZED WIRE—Orders are still being booked for future delivery. Prices Toronto are: Nos. 6, 7, 8 gauge, \$4.40; No. 9, \$3.47½; No. 10, \$4.55; No. 11, \$4.60; No. 12, \$3.62½; No. 13, \$3.77½; No. 14, \$5.15; No. 15, \$5.45; No. 16, \$5.65.

WIRE NAILS—There has been no change in the situation. The demand is brisk and prices firm at the recent advance. Base

BETTER GOODS AT LESS EXPENSE.

THIS IS WHAT WE OFFER YOU IN—

Eave Troughs, Conductor Pipes, Elbows, etc.

We use only the best brands of Galvanized Steel Plate, and make accurate fit a certainty.

In addition to our many stock lines, any special pattern desired will be made to order. Our corrugated expansion conductor pipe, in 10-ft. lengths without cross seams, can't be equalled.

And the cost is actually less than if you made them yourself.

LOOK OVER OUR CATALOGUE AND
FILL OUT YOUR ORDERS.

The METALLIC ROOFING CO., Limited

1179 King Street West, TORONTO.

price, \$3.40 for carlots and \$3.50 for smaller quantities, f.o.b. Toronto, Hamilton and London.

CUT NAILS—The demand for these is still quiet. Base price, \$2.85 f.o.b. Toronto, Hamilton and London.

HORSE NAILS—Trade is still just moderate. Discount on standard oval head is 50 per cent. and on Acadia 50 and 10 per cent.

HORSESHOES—A fair demand is to be noted. We quote, f.o.b. Toronto, Hamilton, London and Guelph as follows: No. 2 and larger, light, medium and heavy iron shoes, \$4.05; snow shoes, \$4.30; light steel shoes, \$4.35; featherweight shoes, all sizes, \$5.60. No. 1 and smaller, light, medium and heavy iron shoes, \$4.30 per keg; iron snow shoes, \$4.55; light steel shoes, \$4.60; featherweight steel shoes, all sizes, \$5.60.

SCREWS—It is the general opinion that a new list of prices will be issued next week. In the meantime, the demand is brisk and our quotations are as before. We quote as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS—As the tire bolt list issued by the manufacturers in the United States is about 10 per cent. higher, on an average specification, than the Canadian list, it is altogether likely that a new list will be issued in Canada within the next few days. It is probable that the advance in this country will be about 20 per cent.

The demand for tire bolts is good, and quotations are in the meantime unchanged. We quote as follows: Norway bolts, full square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 62½ per cent.; nuts, square, 3½c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 and 10 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

RIVETS AND BURRS—Trade keeps fair, but it is without special feature. We quote: Carriage section, wagon box, rivets, etc. (steel), 60 per cent. off the list; ditto (Norway iron), 60 per cent.; black M rivets (steel), 55 per cent.; ditto (Norway iron), 45 per cent.; iron burrs, 40 per cent.; copper rivets, 35 per cent.; bifurcated, with box, \$1.25; coppered iron rivets and burrs, in 5-lb. carton boxes, 30c. per lb.

WRINGERS—Through an inadvertence the price of the "Royal American" in this paragraph has been quoted at \$48 instead of \$50. Business is only moderate. We quote as follows: "Leader," \$60 per doz.; "Royal Canadian," \$58; "Royal American," \$50. Prices are all f.o.b. Toronto, Hamilton, Brockville, and Montreal. Discount, 45 per cent. Terms, four months, or 3 per cent. 30 days.

CHURNS—Trade keeps seasonably quiet. Discount on revolving churns is 58 per cent. at the factory and 56 from stock at Montreal.

SANDPAPER—The Canadian makers have

John Bowman Hardware & Coal Co.

LONDON, ONT.

Our Fall stock is now complete and we can supply at the best figures, **AXES, SAWS, LANTERNS, CORDAGE, CHAIN, WINDOW GLASS, PAINTS, OILS**, etc. Our importation of **CUTLERY, SKATES, ENGLISH GUNS, SHOT SHELLS, BLACK and SMOKELESS POWDER, SHOT, WADDING**, etc., now in.

Our Motto: Prompt Shipment, Right Prices.

adopted the United States list. Prices show an average advance of about 15 per cent.

BUILDING PAPER—Quotations are about 10 per cent. higher, and the demand is brisk. We quote: Plain building, 30c. per roll; tarred lining, 40c. per roll, and tarred roofing, 60c. per 100 lb.

HINGES—Discounts on Parker's blind hinges have been reduced, being now 50 and 10 to 60 per cent.

ROPE—The hemp markets are firm, but there has been no change in rope. The ruling base price for sisal is 12½c. per lb. and for manila 15½c. per lb.

CEMENT—There is little doing. Prices are firm, though a big production of Canadian Portland is likely this year. We quote as follows in barrel lots: Canadian Portland, \$2.65 to \$2.90; Belgian, \$3 to \$3.10; English do., \$3.25; Canadian hydraulic cements, \$1 to \$1.10; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

Iron keeps firm, but tin, copper and brass are irregular. Quotations are lower on both ingot copper and sheet brass.

PIG IRON—The market keeps firm. We quote as follows: No. 1 Hamilton, \$24 to \$25 per ton at the furnace; No. 1 Tona-wanda, \$25.40 in bond, Toronto, and No. 2 \$24.40; No. 1 Southern, \$24 in bond, Toronto.

BAR IRON—A brisk trade is being done in this line at firm prices. The base price of common bar is \$2.45 to \$2.55, according to quality, and for refined \$2.85 to \$2.95 per 100 lb.

HOOP STEEL—Base price is quoted 25c. higher at \$3.25.

BRASS—On account of a reduction by the manufacturers in the United States, local jobbers have raised their discount to the retail trade to 10 per cent. It was 5 per cent.

LEAD PIPE—Trade is not large. We quote as follows: Ordinary pipe, 7c., and waste, 7½c. per lb. Discount, 15 per cent.

RANGE BOILERS—Only an odd boiler or so going out. We quote as follows: Galvanized, 30 gals., \$8; 35 gal., \$9; 40 gal., \$10; 150-lb. test boilers, 50c. less than above. Copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 15 per cent.

SHEET ZINC—Trade is a little more active in this line. We quote 7¼c. per lb. in casks and 7½c. in part casks.

SPELTER—Demand is fair and prices unchanged at 7 to 7¼c. per lb.

PIG LEAD—There is more demand for lead in small lots. Prices are unchanged at 4¾ to 5c. per lb.

GALVANIZED IRON—Quite a number of orders for both spring and fall shipment have been booked during the past week, but the demand for prompt shipment is light. We quote: 28 gauge at \$5 for English and \$4.60 for American, but 28 gauge of the latter is equal to 26 gauge of the former.

BLACK SHEETS—The demand is good, although the orders are principally for small lots. We quote 28 gauge unchanged at \$3.50.

CANADA PLATES—Business from stock is light, but some heavy orders are being booked for fall delivery. We quote: All-dull, \$3 25 to \$3.50; half-polished, \$3.35 to \$3 60; all-bright, \$3.85 to \$4.

TIN PLATES—There is not much doing, either from stock or for importation.

PIG TIN—The outside markets have ruled weak and irregular, but locally quotations are nominally unchanged at 32c. per lb. The demand has been moderate during the week.

IRON PIPE—Trade continues good and prices firm. We quote as follows: Black pipe, ¼ to ¾ inch, \$3.60; ½ inch, \$3.70; ¾ inch, \$4.20; 1 inch, \$5.90; 1¼ inch, \$7.85; 1½ inch, \$9.75; 2 inch, \$13; 2½ to 6 inch, discount off the list 45 per cent. Galvanized pipe is quoted as follows: ½ inch, \$6.50; ¾ inch, \$8; 1 inch, \$11.50; 1¼ inch, \$16; 1½ inch, \$20; 2 inch, \$28.50.

SOLDER—Trade is just fair. We quote: 19½ to 20½c. for half-and-half; 19 to 19½c. for refined, and 18½ to 19c. for wiping.

COPPER—The market is fairly active in both ingot and sheet copper. The price of the former is, however, ¼ to ½c. lower. We quote: Ingot, 19 to 20c. per lb., and sheet, 23 to 23½c. per lb.

PAINTS AND OILS.

There is a good, general trade being done, hardwaremen filling up all stocks which have been light. As dealers generally were well stocked with white lead before last week's advance, the demand for this line is light. Paris green is not moving briskly, as retailers bought heavily last season, with the result, as the season proved a poor one, that large supplies were left over. Prices keep firm throughout. Whiting has gone up to 60c., an advance of 5c. Gum shellac is 2½c. higher, the case price now being 22½c. Red lead is 25 to 50c. higher. Turpentine is 2c. and linseed oil is 3c. per gallon dearer. A cable from Great Britain states that linseed oil is advancing and that prices are higher for January, February and March delivery. Advices from the South state that turpentine is firm and advancing. We quote:

WHITE LEAD—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½; No. 3, \$5.75; No. 4, \$5; dry white lead in casks, \$5.75.

RED LEAD—Genuine, in casks of 560 lb., \$5.25 to \$5.00; ditto, in kegs of 100 lb., \$5.50 to \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE AND ORANGE MINERAL—Litharge, 6 to 6½c.; orange mineral, 7½ to 8½c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22½c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$1.90; bladders, in 100 lb. kegs, \$2.05; bulk, in bbls., \$1.75; bulk, in less quantities, \$1.90.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PARIS GREEN—Petroleum, bbls., 18c.; arsenic, kegs, 18¼c.; drums, 50 and 100 lb. 18¾c.; drums, 25 lb., 19¼c.; tins, 1 lb., 20¾c.; tins, 22¾c.; packages, 1 lb., 19¾c.; packages, 21¾c.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.10 per gallon; No 1 quality, \$1.00 per gallon.

SEAL OIL—54c. per gallon, and yellow seal at 45c.

CASTOR OIL—East India, in cases, 8 to 8½c. per lb. and 9 to 9½c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 64c.; boiled, 67c.; 5 to 9 barrels, raw, 63c.; boiled, 66c.; 10 to 15 barrels, raw, 61c.; boiled, 64c.; 16 to 59 barrels, raw, 60c.; boiled, 63c. To outside points, 2c. more is charged.

TURPENTINE—Single barrels, 77c.; two to four barrels, 76c., freight allowed; in less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged. To outside points 2c. more.

GLASS.

There is a steady demand for glass for immediate delivery, while import agents report a brisk business. We quote: Star, first break in 50-foot boxes, \$2.15, and in 100-foot boxes, \$4; double diamond under 25 united inches, \$6, Toronto, Hamilton and London; terms 4 months or 3 per cent, 30 days.

OLD MATERIAL.

There is a fair delivery, but more stock would readily be absorbed. Prices are firm. We quote jobbers' prices as follows: Agricultural scrap, 70c. per cwt.; machinery cast, 70c. per cwt.; stove cast scrap, 45c.; No. 1 wrought scrap, 65c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 10½c.; heavy copper, 14c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, 11c.; scrap lead, 2¾c.; zinc, 3c.; scrap rubber, 6c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

HIDES. SKINS AND WOOL.

HIDES—Cured hides are slightly easier,

76,800 Daily Production.
5 Factories. 5 Brands.

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16 Governments. 85% R.R., 70% U.S. Contracts. 70% of Total Production of America.
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Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass.** Also of a durable, highly-polished material called "**MARBLETTÉ**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow 12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No 68 St. Helens.

showing a decline of ¼c. Deliveries are large. We quote: Cowhides, No. 1, 9½c.; No. 2, 8½c.; No. 3, 7½c. Steer hides are worth ½c. more. Cured hides are worth 10¼ to 10½c.

SKINS—Veal skins are 1c. per lb. dearer. Otherwise prices are firm but unchanged. We quote: No. 1 veal, 8-lb. and up, 11c. per lb.; No. 2, 9c.; dekins, from 40 to 45c.; culls, 20 to 25c. Sheep and lambskins are selling at \$1 to \$1.10.

WOOL—The English market is easier, which fact has somewhat weakened the feeling here and the price of unwashed is ½e. lower. We quote: Clothing wool and combing fleece, 20c.; unwashed, 12½c.

SEEDS.

The red clover market shows an advance of 25c. this week, which makes the price at outside points \$5 to \$5.75, the top figure being, of course, only for finest qualities. Alsike is quiet at \$4 to \$6.50 at outside points for choice lots. There is little doing in timothy. Prices are steady at \$1 to \$1.25 aboard cars outside for good to choice machine-threshed timothy, and \$1.50 to \$1.75 for bright, unhulled, flail-threshed seed.

PETROLEUM.

Business keeps brisk and prices are steady. We quote as follows: Pratt's Astral, 20c. in bulk (barrels, \$1 extra); American water white, 20c. in barrels; Photogene, 18¼c.; Sarnia water white, 18c. in barrels; Sarnia prime white, 16½c. in barrels.

COAL.

While deliveries of anthracite continues to be more liberal, bituminous is scarce as ever. Prices are unchanged. The following prices at Buffalo and bridges are quoted for anthracite for immediate delivery: Nut, \$5 per gross ton, or \$4.46 per net ton; egg and stove, \$4.75 per gross ton, or \$4.24 per net ton; grate, \$4.50 per gross ton, or \$4.01 per net ton.

MARKET NOTES.

Curry combs are 10 per cent. higher.

Canadian sandpaper is about 15 per cent. higher.

Whiting is 5c. dearer, the price now being 60c.

Ingot copper is quoted ¼ to ½c. lower at 19 to 20c.

The discount on sheet brass has been raised to 10 per cent.

Red lead is 25 to 50c. dearer. The price of 560 lb. casks is 5¼ to 5½c. per lb.

Linseed oil is 3c. and turpentine 2c. per gallon higher, prices having been advanced yesterday, January 19.

M. & L. Samuel, Benjamin & Co. are drawing special attention to terne plates in their advertisement this week.

Gum shellac is 22½c. in cases, and 25c. in less quantities, which is an advance of 2½c. for cases and 1c. for small quantities.

H. S. Howland, Sons & Co. are in receipt of a shipment of Joseph Elliot's cutlery. They have also taken into stock a shipment of "Keystone" dehorners.

ONTARIO LUMBER OUTPUT.

According to estimates which the Ontario Government inspectors have forwarded to the Commissioner of Crown Lands at Toronto, there will be in the neighborhood of 875,000,000 feet of timber taken out in Northern Ontario this year, divided roughly among the following localities: Parry Sound and Muskoka, 200,000,000 ft.; Upper Ottawa and tributaries, 150,000,000 ft.; Thunder Bay and Rat Portage, 75,000,000 ft.; north shore of Lake Huron, 300,000,000 ft.; Peterborough and Nipissing, 150,000,000 ft.

NEW INVENTIONS.

Below will be found a list of patents recently granted by the Canadian Government through Marion & Marion, solicitors of patents and experts, New York Life Building, Montreal: 65644, J. O. Hebert, Montreal, P.Q., trundle-toy; 65640, Edgar McClatchey, Leamington, Ont., fruit drier; 65706, J. B. Payne, Granby, P.Q., sash holder; 65688, Wm. & A. Smith, La Baie du Febvre, P.Q., bicycle propelling mechanism; 65717, Wm. R. Hatton, Holland, Man., improvements in sleighs; 65715, Alf. Fiset, Montreal, P.Q., tire.

Barrett's Glass Cutters Standard

Barrett's Practical Glass Cutters are the standard the world over.



Sold by more Hardware Dealers than all other makes combined. Send for prices and sample. W. L. BARRETT, Manufacturer, Bristol, Conn., U.S.A.

MAKING PIECED PANS LONG AGO.

SOME Metal Worker readers have been interested by the article of "H.M.S.," in the issue of December 23, 1899, because of the practical information it contains, but the chief attraction to me is that it brings up a memory picture of the ways and work of the old "assortment" tin-shop, which I propose to delineate as a sequel to the writing that has suggested it.

We are watching, in imagination, the consecutive operations of a tinner who is about to make a lot of 10-quart milk pans, and will take note of them in detail. He takes from a box of IX 10 x 14 tin an indefinite number of sheets, and, by handling them singly in a way not easily described, selects enough of uniform thickness to make the number of side pieces desired. There is an unwritten law to be observed in all the coming manipulations, which is, after each operation, to lay the sheets, or pieces, "work way"—that is, in the best place for the next following. For 100 10-quart pan bodies, there are wanted—see "H.M.S."—200 pieces, cut cross-ways of the sheet, and the same number cut lengthwise, but the patterns are to be used only 200 times, for two sheets may be marked and cut together. When the pattern has been properly laid on, avoiding waste of material, it is

SCRIBED AROUND

and the sheets laid in pairs convenient for the next operation, which is securing each pair together. Having cut a sort of tongue at the ends of each marked section, he gives these a finger turn, and drives them close with a mallet. All cutting out is done with the bench shears, and the first cut is on the bottom arc of the lowest-marked section. Then he cuts the line of the top arc, and repeats in same form for each pair of sections in hand. He cuts on the end lines now, but lays the pieces, still in pairs, crossing each other at right angles. Taking them up in turn he makes the end cuts and the notches for burring and wiring, smoothing these last down with mallet blows.

They go now to the folder, where the locks are turned, and thence to the former, which is of wood, turned in cone shape. Seated astride of this, he

SHAPES THE SECTIONS

as desired, then goes to the groover, where four pieces are connected into the semblance of a pan. Placing several bodies on the horn of a stake he evens and closes down the locks. Now the turning machine or thick edge to prepare for the wiring machine, which is next used. Each body is now inspected, and any projecting bottom edges clipped before passing to the burring machine, which makes ready for the

bottoms. These are cut from 12 x 12 plates, selected as before. There is no pattern for them, and he must mark them out with compasses, securing a fit by measurements and practice. Two bottoms are cut at a time, with the bench shears, then burred singly and attached to the bodies. The next is to the setting down machine, and from that to the double seaming stake, where the tinner goes twice around the bottom with blows of a mallet, making a close joint with the body.

NOW HE STARTS A FIRE OF CHARCOAL and while it kindles puts resin on the pan seams and files his "hatchet" coppers. Having a board in his lap and holding the pan at proper angle he solders the bottom seam inside, moving the pan under the copper. Next, the side seams are soldered and the pans are apparently finished, but if he has heated the bottoms too much they will spring under pressure and seem of light weight to the possible buyer. Another course on the double seaming stake will take that all out and make them feel "as thick as a board." Lastly he removes the extra resin and rubs out finger marks with his apron calling the job finished.

Let us figure a little in conclusion. The 100 10-quart milk pans represent some 25 different operations, and, moderately speaking, nearly 3,000 motions, and anyone so inclined may calculate the aggregate length of shear cuts the tinner has made. I am aware of modern machines which have expedited and cheapened the production of pieced tinware, also that some consumers prefer it at advanced price to stamped, thinking it more durable, because more costly. If the method of manufacture which I have described was a criterion of durability, the pans of our daddies should have outlasted them.—"Fossil," in Metal Worker.

SILVER PRODUCTION LAST YEAR.

The value of the world's production of silver, according to The International Economist, was \$165,295,572, compared to \$164,073,172 last year. The leading producers of silver were as follows:

Mexico.....	\$56,738,000
United States.....	54,438,000
Australia.....	13,021,682
Spain.....	8,204,568
Germany.....	5,957,965
Colombia.....	5,571,516
Canada and Newfoundland...	5,483,717

HAS BEEN MADE A DIRECTOR.

Mr. E. M. Richardson, well known to the paint trade in general, and especially to marine men, as the manager of the marine and street railway department of The Sherwin-Williams Co., was appointed a director of that company at the last meeting of stockholders.

OLD BILLS OF LADING.

Bills of lading of 100 years ago differed a great deal in their wording from those used in this age, says Modern Miller. A shipper making out a bill of lading to-day would be thought eccentric if he wrote in it "by the grace of God" and "God send the good ship to her desired port of safety." A printed bill of lading used in Virginia in 1794 reads as follows:

"Shipped by the Grace of God, in good order and well condition'd, by White, Whittle & Co., in and upon the good ship called the Sloop Sally, whereof, is master, under God, for this voyage, David Gordon, and now riding at anchor in the River Appomatox, and by God's Grace bound for Norfolk; to, say, 172 barrels flour and 16 barrels ship bread, being mark'd and number'd as in the margin, and are to be deliver'd in the like good order and well condition'd at the aforesaid port of Norfolk (the danger of the seas only accepted) unto Messrs. White, Whittle & Co., or to their assigns, they paying freight for the said goods 9d. per barrel, with primage and average accustom'd. In witness whereof, the master and purser of the said ship hath affirm'd to two bills of lading, all of this tenor and date; the one of which two bills being accomplish'd, the other one to stand void. And so, God send the good ship to her desired port in safety. Amen. Dated in Petersburg, 16th April, 1794. David Gordon."

THE CALABOGIE GRAPHITE MINE.

The Eganville, Ont., Enterprise says: "Probably the most valuable mine on the K. and P. Railway is a graphite property near Calabogie. Graphite is now worth about \$20 per ton, and this mine is sending two carloads away every week. The owners employ a large number of teamsters, all of whom are kept busy, as the mineral has to be drawn a distance of 30 miles. It takes three days to make the round trip, on account of the unfavorable condition of the roads. Despite their heavy expenses, the owners are making money very rapidly, as the metal seems very plentiful. There is a possibility of an electric railway being built from the mine to the K. and P."

JOINED HIS FATHER IN BUSINESS.

A. G. McGregor, assistant manager of the Victoria business of The Ames, Holden Co., Limited, of Montreal, has severed his connection with that firm to join his father in the firm of A. McGregor & Son, hardware dealers, of 95 Johnson street. Mr. McGregor was presented with a silver pitcher by the staff of The Ames, Holden Co. on the occasion of his leaving that firm.

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British goods of all kinds supplied.

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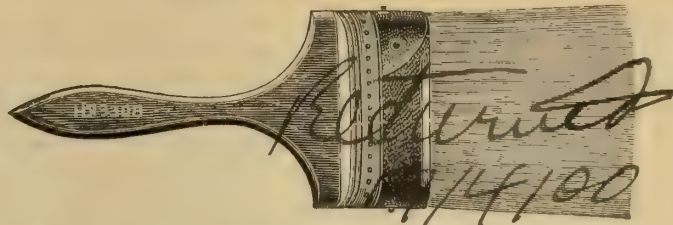
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Ontario and
Quebec.

Worth any number of pigeon holes or books. With it the busy business or professional man can collect in a small place all the information and loose details that are scattered throughout his office and desk. Each day is brought to his notice those matters which should have immediate attention. Consists of 400 Record Cards Ruled, 1 Alphabetical Index, 20 Blank Index Cards, 1 Handsome Polished Desk Drawer Tray, 9-in. long (add 10c. for each additional inch in length) made of quarter sawed oak. If not perfectly satisfactory you can have your money back.

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TRADE IN OTHER COUNTRIES THAN OUR OWN.

THE visible supply of copper in Europe on January 15 was 22,070 tons, against 22,780 tons on January 1 and 24,330 tons on December 1.

According to Powell's cable, the shipments of pig tin from the Straits Settlements during the first half of January were 180 tons to the United States, 600 tons to England and 160 tons to the Continent.—N. Y. Journal of Commerce, January 18.

ADVANCE IN MARKED BARS.

On New Year's Day, all the makers of marked Staffordshire bars issued circulars advancing the price of all descriptions of finished iron 10s. per ton. The price of "BBH," "Mitre," "Nether-ton" and other marked bars is now £11 per ton, and "Round Oak" iron is £11 12s. 6d., and so, in 12 months, £3 per ton have been added to the price of best Staffordshire iron. Meanwhile, unmarked bars have advanced from £6 15s. to £10 per ton, and the makers of this quality are already discussing a further advance.—Iron and Steel Trades Journal, January 6.

PIG IRON IN GLASGOW.

Business was resumed on the Glasgow Exchange on Wednesday, but, meanwhile, on Tuesday, on the London Metal Exchange, there had been dealings in Scotch warrants at 1s. 2d. over the latest Glasgow prices. On Wednesday in Glasgow the market was decidedly firm, and during the day the price advanced 1s. 7½d. to 67s. 5d. Yesterday the tone was not so good, and the market eased off to 66s. 8d. To-day the market was inactive, closing with buyers at 66s. 11d. cash. About 2,000 tons of iron have gone out of the Glasgow stores, reducing the stock to 243,500 tons. The shipments for the year, 265,000 tons, show an increase of 18,000 tons on 1898 figures.—Iron and Steel Trades Journal, January 6.

IRON TRADE OUTLOOK IN ENGLAND.

The Sheffield correspondent of Iron-monger, London, recently wrote his paper as follows: "Firms engaged in the heavy steel branches do not share in the belief, which is so widespread, that the tide of commercial prosperity in England is likely to turn during the present year. The state of their order-books give no indication of this possibility. On the contrary, they are anticipating a turnover in excess of that experienced last year, and those self-contained firms which have their own collieries are likely to earn big profits. It is absolutely certain that the armour, rail-

way and marine steel, and steel castings departments will be fully occupied throughout the year. The demand for rolled sections of Siemens Martin and Bessemer steel for foreign countries—mostly Canada and the far east—referred to in previous reports is as brisk as ever, and severely taxes the capacities of several of the largest firms. Great expectations are also held of an enormous accession of business from South Africa."

NEW YORK METAL MARKET:

PIG TIN—Early cables from London came about 10 to 15s. lower and termed the market rather easy, but nothing was done in the New York market until after noon-hour, and the business effected was at 27c. for round lots from store and 27¼ to 27½c. for ordinary jobbing quantities. Later cables quoted an advance of £1 in London and prices stiffened here to the basis of 27¼c. for 5-ton lots from store and 27c. on dock for prompt delivery. Forward deliveries were, however, at considerable discount.

COPPER—There is still a very good movement into home consumptive channels and on export accounts, chiefly through old contracts. New business is only fair, however, but sufficient to show fairly firm tone to the market, with prices at about 16½c. for Lake Superior ingot; 16¼c. for electrolytic bars and 16 to 16½c. for ordinary casting stock.

ANTIMONY—Regulus remains steady at 9¾ to 11c., as to brand and quantity, and is selling very fairly.

TINPLATE—Buying is rather slow, as usual at this period, but prices remain very steady.

IRON AND STEEL—Crude material remains quite firm in price and in fairly good demand. Manufactured products are moving well at firm prices.—N. Y. Journal of Commerce, January 18.

SPECIAL NUMBERS OF EXCHANGES

PRETTY AND UNIQUE.

The Plumbers' Trade Journal, of New York, is always bright and interesting, but the number issued to commemorate the holiday season has made it evident that the publishers of that paper are equally adept at getting out special numbers. It is a special number that is a special number. The cover is pretty, appropriate and unique, and represents a plumber's helper at work amid ice and snow. The reading matter is seasonable and profusely illustrated. The special number of The Plumbers' Trade

Journal which came to this office will be deposited in the archives, where we keep copies of all good special numbers.

THE AGE OF STEEL.

This is an age of special numbers of trade publications. And The Age of Steel, of St. Louis, Mo., by a special number which it has issued under date of January 1, shows that it is quite up-to-date in this respect. The cover is a striking and appropriate one, and in the 152 pages which comprise this special issue are a number of most timely and valuable articles, written by experts on both sides of the Atlantic. The publishers of The Age of Steel are to be congratulated.

AN ECONOMICAL OIL-TANK.

A representative of HARDWARE AND METAL, while in J. T. Russill's hardware store "in the market," Toronto, the other day, noticed one of the self-measuring oil-tanks which S. F. Bowser & Co. have been advertising for some time. Mr. Russill stated, on inquiry, that the tank gives the greatest satisfaction, and has proved to be one of the most economical contrivances in his store. The faucets of the tank are placed on the ground floor, within a few feet of the back door, and do not take up over three feet by sixteen inches of floor-space in the store. As J. T. Russill does a heavy business in coal oil, this machine must be up to the mark to stand the test sufficiently to receive the praise of the firm.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

PARTNER WANTED.

A PRACTICAL PARTNER WITH FROM \$3,000 to \$4,000, to take half interest in good Hardware Business in town in Manitoba. Address S. H. W., care HARDWARE AND METAL, Toronto. (2)

BRUSHES

OUR PRICE LIST
FOR
1900
NOW READY.

DROP US A CARD.

MEAKINS, SONS & CO.
MONTREAL AND HAMILTON.

THE ABBOTT-MITCHELL MILLS.

THE rolling mills of The Abbott-Mitchell Iron and Steel Co. of Ontario, Limited, Belleville, began operations on January 10.

Nearly 80 men are employed, and, according to a statement of Mr. Mitchell, 125 to 150 men will be at work when the works are in full blast.

The Sun, of Belleville, referring to the starting of the works said: "Mr. Mitchell bound himself to do more than he first intended doing, and he has more than carried out his contract. Instead of a mere rolling mill there is a spike, nail, horseshoe and washer factory, and more works of other kinds are in contemplation. He has already won the confidence of the people and will no doubt fulfil all promises. Mr. Wm. Abbott, who is associated with Mr. Mitchell, is known over all Canada as an experienced iron manufacturer, he having had charge of the works in Montreal for years. Mr. B. F. Peacock, superintendent of the works, is an expert mechanic and a most indefatigable worker. To him and his able assistant, Mr. J. H. Starling, have fallen the work of setting up the machinery, and they have done their work well."

The officers of the company are:

President—Frank A. Mitchell.
Vice-President and Secretary—W. Abbott.
Treasurer—Henry Pringle.
Assistant to President—T. H. Camp.
Superintendent of Works—B. F. Peacock.
Assistant—J. H. Starling.

A NEW HARDWARE MERCHANT.

G. H. Burnett has severed his connection with the S. Hayward Co., Limited, and has gone into the hardware business on his own account at 45 Germain street, formerly occupied by J. J. Seely, hardware merchant, St. John, N. B.

Mr. Burnett will be pleased to receive catalogues and prices from manufacturers of hardware, tinware, cutlery, woodenware, etc.

I.C.R. ELEVATOR AT ST. JOHN, N.B.

The I.C.R. elevator building is practically completed, a few days will see the last of the machinery in place, and the wiring for the electric lighting is now being done. The contract for this latter work is held by the Canadian Electric Co., who are employing local men under the direction of a superintendent from Toronto. Considerable work is necessary to wire such a large building. At least 25,000 ft., or nearly five miles of wire are required to make the necessary connections for the 137 incandescent lights and four long-burning arc lights which are required to light the building. Over 3,000 pairs of porcelain cleats will have to be used. The company is also putting in a 30 k.w.

direct connected generator of their own make. Power will be supplied by a high speed Ideal engine made by the Goldie, McCullough Co., of Galt.

In connection with the building of the elevator itself, it may be interesting to note that over 2,000,000 ft. of lumber and 60 tons of nails were used. To cover the sides and roof took 50,000 sq. ft. of tin. The total length of the rope used in the rope drives by which the power was transmitted throughout the building is over 40,000 ft., or nearly eight miles, while over a mile of belting is used in the conveyers. To build the power-house and chimney took some-

thing less than 500,000 bricks.—Globe, St. John, N.B.

A UNIQUE INVITATION NOTICE.

HARDWARE AND METAL has received from M. G. De Wolfe, of Kentville, N.S., president of the Maritime Board of Trade, a copy of the circular giving notice of the annual meeting of the Kentville Board of Trade, which was held on Monday evening. It was one of the most unique notices that has ever come into this office, showing originality both in typographical appearance and the wording of the invitation to the members to be present at the meeting.

MANUFACTURERS

Babbitt Metals
Tinners' and Plumbers' Solder
Ingot Brass, etc.

IMPORTERS AND DEALERS

Pig Tin, Pig Lead
Ingot Copper . .
Antimony, etc.

SYRACUSE SMELTING WORKS.

Factories: MONTREAL,
and SYRACUSE, N.Y.

**Nobles & Hoare.**

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works
or from the principal Color Dealers in Canada.

75 YEARS.

ESTABLISHED 1825.

75 YEARS.

CELEBRATED

HEINISCH

SHEARS.

Tailors' Shears,
Trimmers, Scissors,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 90 Chambers St.
NEWARK, N.J., U.S.A.

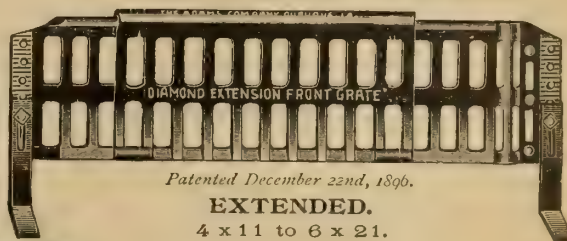
Not connected with any Shear Combination.

DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to
Diamond Stove Back.

Diamond
Adjustable Cook
Stove Damper

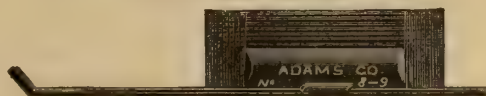
Patented March 14th, 1893.



Patented December 22nd, 1896.

EXTENDED.

4 x 11 to 6 x 21.



For Sale by Jobbers of Hardware.

Manufactured by **THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.**
A. R. WOODYATT & CO., Guelph, Ontario.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A MEETING of the creditors of Elisee Bourque, tinsmith, Plessisville, Que., will be held on January 27.

George Lecompte, general merchant, Dorion, Que., has assigned.

Clark & Bell, general merchants, Harrow, Ont., are offering 60c. on the dollar.

Joseph Brault, general merchant, Laprairie, Que., is offering 40c. on the dollar.

The Smith Hardware Co., St. Thomas, Ont., have compromised at 20c. on the dollar.

A meeting of the creditors of T. J. Ryan, general merchant, Burketon, Ont., has been held.

Stratton Bros. & Co., general merchants, Stonewall, Man., are preparing a statement for creditors.

V. E. Paradis has been appointed curator of J. H. Robertson, general merchant, New Richmond, Que.

Gagnon & Caron have been appointed curators of Joseph Belanger, general merchant, St. Louis de Mile End, Que.

Joseph D. McNeill, general merchant, Sydney Forks, N.S., has assigned, and a meeting of creditors has been called.

Kent & Turcotte are preparing a settlement of the affairs of the estate of Seidon Wolfe, general merchant, Rigaud, Que.

Mrs. P. Sussex, general merchant, Bothwell, Ont., has assigned to C. B. Armstrong, London, and a meeting of her creditors has been held.

PARTNERSHIPS FORMED AND DISSOLVED.

Ryan & Johnston, general merchants, Greeley, Ont., have dissolved.

Partnership has been registered by The Empire Oil Co., Fulford, Que.

Bourque & Roberge, boilermakers, etc., Plessisville, Que., have dissolved.

Mistele Bros., general merchants, Rodney, Ont., have dissolved. John J. Mistele continues.

Govang & LeBlanc, general merchants, Fox Creek, N.B., have dissolved. Amos Govang continues.

Isadore Brais and Wilfrid Delisle have registered partnership as blacksmiths under the style of Brais & Co., Montreal.

Colin H. Bent and Henry F. Cohoon have registered partnership under the style of Bent & Cohoon, hardware dealers, New Glasgow, N.S.

SALES MADE AND PENDING.

Joseph Blair, general merchant, Granby, Que., has sold out.

Richardson & Co., general merchants, Norwood, Ont., have sold out.

Robert Hicks, coal and wood dealer, St. Mary's, Ont., has sold out to D. A. Martin.

Rebecca Schorley, bicycle dealer, St. Thomas, Ont., has sold her stock to A. C. Davidson.

The stock of the estate of W. J. Marshall, gunsmith, London, Ont., will be sold on January 20.

The stock of Paul McNally, general merchant, Campbell's Bay, Que., has been sold at 65c. on the dollar.

The stock of G. A. Marion & Co., general merchants, Rockland, Ont., has been sold at 47½c. on the dollar.

The assets of The Burrill Johnson Iron Co., Limited, Yarmouth, N.S., have been sold at auction to H. B. Cann.

CHANGES.

Thomas Griffin, sawmiller, Cowal, Ont., has been succeeded by Joseph Atkinson.

Norman McDonald, general merchant, Sydney, N.S., has sold out to H. H. Sutherland.

Nathan Fraid, general merchant, Farran's Point, Ont., have been succeeded by Mrs. J. A. Weaver.

The Weidman Stave and Heading Mills, Weidman, Ont., have sold their general store to W. Trott.

FIRES.

E. Pullan, dealer in scrap iron, etc., Ottawa, has suffered loss by fire; not insured.

The Lloyd Manufacturing and Foundry Co., founders, Kentville, N.S., have been burned out; loss, \$15,000.

DEATHS.

John Mosher, of John Mosher & Son, saw millers, Minasville, N.S., is dead.

A GENIUS.

The proprietor of the store told the new window-trimmer that his salary would depend on his success in making women look in at the show window, says an exchange.

In an hour the sidewalk was so crowded that he could not get out.

"What in the world have you done?" he asked.

"Hung a piece of black velvet just back of the window glass," said the trimmer.

"Why should all of these women crowd up to look at a piece of black velvet?"

"It makes a mirror."

The proprietor admitted that he could not pay such a man a suitable salary, so he took him into the firm.

IRON CEMENT.


A recipe book gives the following formula for the making of cement to mend broken iron: Mix powdered cast iron bore chips, 60 parts; sal ammoniac, 2 parts; flowers of sulphur, 1 part, and stir the mixture into a stiff paste by adding water. The cement must be used while fresh.

IT IS AN INCONTROVERTIBLE FACT THAT THE FIRM WHICH PURCHASES THE BRANDS OF THE CANADA PAINT COMPANY LIMITED

HAS A DECIDED ADVANTAGE OVER THE ONE WHICH DOES NOT

ALWAYS TO THE FORE.

THE OLD RELIABLE "BLUE HOOP"

The Horses of 

Her Majesty's 2nd Contingent of Canadian Mounted Infantry and Artillery are shod exclusively with "Blue Hoop" Horse Shoes. The Contingent carries an ample supply for future use in South Africa.

Just watch them when they reach the front!

PILLOW & HERSEY MFG. CO., Limited
MONTREAL.

THE _____

Abbott-Mitchell Iron and Steel Company

OF ONTARIO, LIMITED.

Manufacturers of . . .

Bar Iron and Steel
Nails, Spikes
Horse Shoes . .
Bolts, Washers, etc.

BELLEVILLE,
ONTARIO.

THE OUTPUT OF PIG IRON.

ATENTION has on several occasions been called in these columns recently to the fact that the production of pig iron was being interfered with by reason of a scarcity of fuel, particularly of coke. The monthly statement of The Iron Age in the current issue of the furnaces in blast confirms this statement, as will be seen from the following extracts:

"Owing chiefly to the fact that a considerable number of blast furnaces in Alabama and Tennessee were banked during the holidays, we entered the new year with less furnace capacity at active work than on December 1. This temporary feature overshadowed the blowing in of a number of furnaces which had been out for repairs. Of course it tells on the output, but not really as much as it appears. Stocks are showing a modest increase in a good many districts.

"The weekly capacity of the furnaces in blast on January 1 compares as follows with that of preceding periods:

	Furnaces in Blast.	Capacity Per Week. Gross Tons.
January 1, 1900.....	280	294,186
December 1, 1899.....	283	296,959
November 1.....	277	288,522
October 1.....	265	278,650
September 1.....	257	267,335
August 1.....	244	267,672
July 1.....	237	263,363
June 1.....	220	254,062
May 1.....	217	250,095
April 1.....	205	245,746
March 1.....	192	228,195
February 1.....	195	237,639
January 1.....	200	243,516

"During December there was blown out Everett in Western Pennsylvania, while there were banked the five Bessemer furnaces, one Sheffield and two South Pittsburg furnaces of the Tennessee Company. Their idleness, however, did not continue far beyond the holidays. There were started, after repairs, in December, one Brooke, Stewart on the Shenango Valley, one Wellston in the Hanging Rock region, Iroquois in Chicago and Woodward in Alabama.

"Furnace Stocks—The position of furnace stocks, sold and unsold, as reported to us, was as follows on January 1, the same furnaces being represented as in former months. This does not include the holdings of the steel works producing their own iron:

Stocks—	Aug. 1.	Sep. 1.	Oct. 1.
Anthracite & coke	107,270	107,321	93,250
Charcoal	42,998	30,500	27,291
Totals.....	150,268	137,821	120,541
Stocks—	Nov. 1.	Dec. 1.	Jan. 1.
Anthracite & coke	89,709	94,946	107,231
Charcoal	21,834	18,747	20,115
Totals	111,543	113,693	127,346

"Warrant Stocks—We are indebted to the American Pig Iron Storage Warrant

Company for the following statement of stocks of warrant iron:

Stocks—	Aug. 1.	Dec. 1.	Jan. 1.
Coke & anthracite.....	26,800	4,100	3,200
Charcoal	15,700	5,200	1,700
Totals	42,500	9,300	4,900

ANOTHER ADVANCE IN WAGES.

With the new year, The American Steel & Wire Co. voluntarily increased wages of its employes in its mills by $7\frac{1}{2}$ per cent., at the same time inaugurating a system of setting aside $2\frac{1}{2}$ per cent. additional to create a special fund for the benefit of employes. This makes the increase virtually 10 per cent. The fund is to be controlled by the employes themselves. The notice of the advance reads as follows: "We take pleasure in advising you that at a meeting of the executive committee of this company a general advance in wages of $7\frac{1}{2}$ per cent. has been decided upon, affecting all tonnage, day, hour and salaried mill employes, going into effect on January 1, 1900, until further notice. It has also been decided in addition, to set aside a cash sum, equivalent to $2\frac{1}{2}$ per cent. of our total mill pay rolls for 1900, to be used for a special benefit fund applicable to our mill employes, in such equitable rates as a committee to be appointed later on may decide." First Vice-President Edenborn is thus quoted concerning the new benefit fund: "This fund for insurance purposes comes out of the pocket of the company. We will do this to show the men how the plan will work, and at the end of the year we will ask them to give a like amount of their wages. We will continue to give that amount, which will make the fund 5 per cent. We are prospering and wish the men to enjoy our prosperity. We raised their wages several times last year. We simply believe in being fair. If we were losing money we would ask them to accept a reduction in their wages, but, happily for all of us, we are doing well." The company has in its employ 26,000 men, —Iron Trade Review.

WHAT IS WORTH WHILE.

To live content with small means;
To seek elegance rather than luxury.
Refinement rather than fashion;
To be worthy, not simply respectable;
And wealthy, not simply rich;
To study hard, think quietly,
Talk gently, act frankly;
To listen with open heart to birds and stars,
To babes and sages;
To bear all cheerfully, do all bravely;
Await occasions, never hurry—
In a word, to let the spiritual life
Grow up through and above the common—
That is my "symphony of life."

W. E. CHANNING.

NICKEL COMPANY FOR HAMILTON.

Letters patent have been granted for the incorporation of The Nickel Copper Company. The incorporation of this company means one more step in the progress of Hamilton—and a long step too. The company is, practically, already in possession of valuable nickel and copper lands in Northern Ontario. Its business will be to develop these and bring the ores to Hamilton, where they will be refined by The Hoepfner Refining Works. It is largely on account of the organization of The Nickel Copper Company that the Hoepfner works are to be enlarged to three or four times the capacity originally intended.

But The Nickel Copper Company is important to Hamilton not so much on its own account as for what it will lead up to. The strong probability is that this company is the precursor of the far more important Nickel Steel Company, whose works, when they are established, will be the greatest in Canada. It is practically certain that these works will be located in the outskirts of Hamilton.

It is not too much to hope that within a few years Hamilton will be the headquarters in Canada for nickel, copper, brass, zinc, lead and perhaps silver, and one of the chief sources of supply both for Europe and America.—Herald, Hamilton, Ont.

TREAT CUSTOMERS WELL.

Many a merchant has laid the foundation of a good business by being talked about, writes the Hustler in The Stoves and Hardware Reporter. Well pleased customers are walking advertisements. They talk of a purchase and how nicely they have been treated. Such talk spreads and bears fruit. Other people go to the same store, are well pleased with the result and do some more talking. The news spreads—it's curious, but good news does travel sometimes—and the merchant finds himself advertised in a satisfactory way without having spent a penny. But let him get talked about in the wrong way, let people tell each other his store is ill-conditioned, that he himself is too well-pleased with himself to care about pleasing others, and he'll find the boot on the other foot and pinching his corns like the mischief. I believe in treating everybody with equal courtesy, but I have a special fondness for old customers. They are almost a part of one's stock in trade. Still, it doesn't pay to treat them too much like friends. Let friendship go to the social side of life, for fear that familiarity may lead to business breach, and that the breach will widen out and take in the others. For people will talk, and it's vastly better, and just as easy, to have the talk of the right kind.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
22 St. John Street, Montreal.

Representing British and American manufacturers of
Tinplates, Tinned Sheets, Terne Plates, Canada Plates Gal-
vanized Sheets, Imitation Russia Sheets Black Sheets—Iron
and Steel—Hoops and Bands, Proved Coil Chain, Brass and
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.

**VanTuyl & Fairbank**

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Headquarters for . .

Oil and Artesian Well
Pumps, Casing, Tubing
Fittings, Drilling
Tools, Tables, etc.

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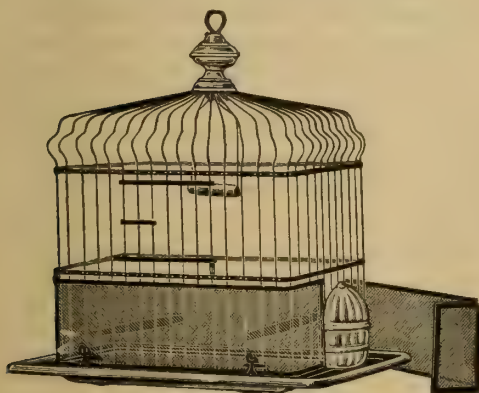
THE MCKINNON BUILDING
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Telephone 689.
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E. T. WRIGHT & CO.,

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See Our Improved Detach-
able Wire Guard.

**"JARDINE"****TIRE UPSETTERS
WILL UPSET TIRES**

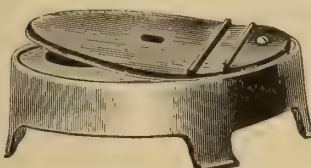
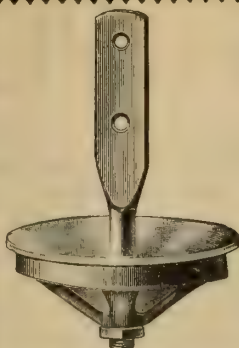
Some machines sold as Upsetters will not.
Perhaps you make as much money on the
sale of a useless Upsetter as on a good
one, but your customer does not. He
don't want a machine because it is called
an Upsetter; he wants a machine to upset
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

Valves and Plungers.

Only the very best leather and rubber are used
in these goods, and all are carefully and evenly
fitted, making them the best of their kind.



**Berger Bros.
Co.**

PHILADELPHIA, U.S.A.

HARRINGTON & RICHARDSON ARMS CO.

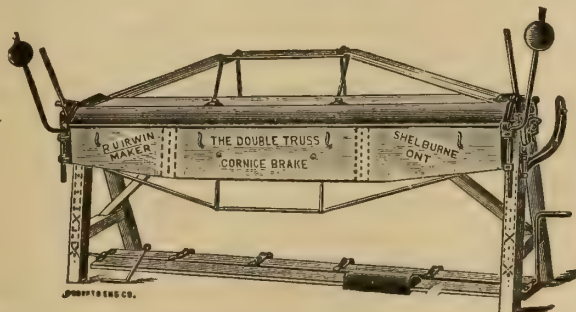
WORCESTER, MASS., U. S. A.

Makers of —

High Grade REVOLVERS

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and
Hardware Stores almost everywhere.



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$50

Very handy beader attachment, \$10 extra
if required.

Send for circulars and testimonials to

**The Double Truss Cornice
Brake Co. SHELBURNE, ONT.**

STEVENS FINE TOOLS

We make a perfect line
of —

CALIPERS and DIVIDERS

Also such tools as Surface Gauges, Tool Makers'
Clamps, Center Punches, etc.

Write for our New Catalogue containing a description of our Tools. It is also
a valuable hand-book of information for mechanics and people interested in
such lines.

J. Stevens Arms & Tool Co.

P.O. Box 216, Chicopee Falls, Mass., U.S.A.

Carried by our representatives at Toronto and Montreal.

**HUTCHISON, SHURLY & DERRETT**

DOVERCOURT
TWINE MILLS.

1078 BLOOR STREET WEST
TORONTO.

Having equipped our Factory with entirely new machinery, we are prepared
to furnish the best made goods in the market at closest prices and make
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.

HEATING AND PLUMBING

FROZEN BOILER CONNECTIONS.

THIS is the season of the year when an experience with frozen boiler connections that I have just passed through will be of interest to plumbers, writes "A Layman" in Metal Worker. I was passing the residence of a customer in returning from a job when the lady of the house called me in to see what it was best to do with the pipes, which she found were frozen, and she wished to avert a deluge when the thaw set in. The family had been away for the Christmas holidays and the house had been closed.

The water had not been turned off, because there was no stop cock on the supply pipe, and even if there had been the plumber had not connected the draw off pipe with the sink waste, as it should be, but had left a cock so the boiler could only be emptied by a bucketful at a time.

Well, the mercury in the kitchen was at 20 deg., and I concluded the trouble anticipated by the lady would arrive before the thaw if the pipes between the water-back and boiler were frozen. I went to them at once, and found on pressing them the creaking noise of cracking ice, which showed that a heavy fire would soon make trouble, so I checked the fire to give me time to think. The fire was not as yet strong enough to make trouble, and I kept it as much as I could away from the water-front. By more careful examination I found that the pipes were frozen solid; and on sounding the boiler with a hammer it seemed to be frozen solid also, but in the absence of any bulge, I concluded that the centre still contained unfrozen water.

I knew that when the fire thawed out the water-back there would be an expansion that would wreck it, and was certain that if it held until steam was generated there would be an explosion that would change the style of the kitchen, and possibly the back of the house, unless some relief was afforded. I concluded that if a vent was provided for the escape of water or steam there would be no trouble, so I loosened the top coupling at the water-front and the side coupling at the boiler, and set a dishpan and a bucket to catch the water that I expected to escape. In about 10 minutes the water came, as expected, and, a little later, as the fire did its work, the expected steam arrived, and then some thumping and plenty of noise, which continued for several minutes. The woman was scared, and wanted me to adjourn to a safer place, but

I was deeply interested in what was going on right there, so I had the kitchen to myself most of the time, with a cordial invitation to get out before it was too late if there was going to be serious trouble.

Now, I didn't want that water-front to get short of its water supply, for, being my first experience with such a case, I wanted to see it out to the end, so I stayed right there watching, thinking and listening. I felt sure if the water-front once got empty and then water rushed in there would be an explosion, which was the very thing I didn't want to happen while I was there. The pipe to the side of the boiler was hot all the way, and giving out plenty of steam, and, though the steam might not amount to much water, I wanted it all inside, so I tightened up the coupling, but not enough to entirely stop the escape, which was acting as a safety valve. This increased the music and had the effect of warming the lower pipe some distance, and I concluded if this pipe was open I would be sure of a water supply, and there would be no explosion.

My sporting blood was circulating and I was playing against that explosion with an interest that was decidedly exhilarating. I saw a one-burner small gas cooking stove, with hose connected to a gas cock, that I could shove in under the boiler and let it rest on the boiler stand, and I soon had a gas flame against the bottom of the boiler. It was not a great while before my conclusion that the boiler was not frozen solid was demonstrated to be correct, for while there was a continual mild banging going on in the water-back and upper pipe there was a startling racket when the lower pipe and the bottom of the boiler was cleared of ice and an ample supply of water was let into the water-back.

I had expected this, but was a little surprised at the duration of the noise, which I concluded was due to the fact that the water-back was making plenty of steam, but that the steam had not yet penetrated the casing of ice on the inside of the boiler. The water supply, however, forced the steam up against that ice noisily for a few minutes, while the lady caustically informed me that she had not invited me to commit suicide, and peremptorily ordered me to seek safety in departure. It may have been impolite in me, but I was so busy with ice, water, steam, and fire that I just stared at her, and I now remember that she made it a stand-off by glaring at me.

In the meantime the steam had penetrated

the ice casing inside of the boiler and the noise stopped. I immediately put my hand on both pipes and found the lower one, which had been lukewarm, was now ice cold, and the upper one, which had been intensely hot, was now so cool that I could hold my hand on it. Then I knew that the explosion was indefinitely postponed and that a natural and safe circulation was set up, so I screwed the couplings up tight. I tried the boiler with a hammer and it still sounded solid, and it continued to sound so for some time. The sink faucets and pipes were still frozen, and I drew some water from the draw-off cock in a tea kettle and heated it and poured it over the pipes and soon had them running. I found the sink trap frozen so the water would not run off, and by putting a cloth wet with hot water on it the water soon ran out of the sink. The kitchen now began to get warmer, and I got ready to leave. On emptying the bucket under the water-back coupling I found that a little more than a quart of water had escaped.

Taking it all in all, there had been very little trouble in getting rid of the ice and getting everything into working order, where there undoubtedly would have been a wreck and very likely a serious explosion if a vent had not been provided for the escape of steam and to prevent the development of a heavy pressure.

SEWER GAS.

In an article in Municipal Engineering Dr. Leonard P. Kunnicut discusses at some length the character of sewer air, stating "there is nothing, so far as known, in the chemical composition of the air to account in any way for the popular conception that it is the cause of any disease." He closes his article as follows: "To sum up the whole question in a few words, it seems to me that the danger from sewer gas has been greatly overestimated; that there are no experiments showing that it contains any poisonous gas; that the few bacteria that it does contain come not from the sewage but from the air of the streets; that if it ever does contain pathogenic germs, these, coming from the street air, would come more easily through the open window than through the drain pipe; that possibly it may have an indirect action in lowering the general vitality, but that it is almost inconceivable how any amount of the sewer air could be forced from the main sewer into the air of dwelling rooms."

PLUMBING AND HEATING NOTES.

Caron & Racicot, plumbers, Montreal, have dissolved.

The Sicken Co. is erecting a new residence in Sarnia, Ont.

The Merchants Bank building in Montreal is nearly completed.

There is an agitation for a better post office in Greenwood, B.C.

Labelle & Deschamps, plumbers, Montreal, are offering to compromise.

Alex. Desmarteau has been appointed curator of C. Narbonne, contractor, Longueuil, Que.

J. C. Voss intends altering the Queen's Hotel, Victoria, to make it modern in every respect.

The Essex, Ont., County Council have passed a by-law appropriating \$16,000 for a house of refuge.

The Brackman & Ker Mining Co. are building a 60 x 10 ft. addition to their warehouse at Rossland.

A. W. McCarthy, who has bought the Barrie House, Barrie, Ont., intends spending \$1,000 in improving the property.

Guelph, Ont., is asking the G.T.R. to build a new station, as the present station is too small for the traffic done there.

It is proposed to erect a \$60,000 Y.M.C.A. building in Winnipeg. Over \$34,000 have already been subscribed by supporters of the scheme.

The plumbers of Janesville, Wis., have refused to connect bathtubs and other plumbing materials and fixtures that are not purchased of local dealers.

Tenders are asked before February 8 for the construction of a Roman Catholic church at Souris, P.E.I. Specifications are on view at the Bishop's palace, Charlottetown.

The furniture factory of B. Porteous & Co., Stratford, Ont., was destroyed by fire on Monday night, causing about \$30,000 loss. It is the company's intention to rebuild.

Architect Darrach is preparing plans for a two-storey, 24 x 60 brick building for Dr. Marlatt, St. Thomas, Ont. The ground floor will contain a store and an office for the doctor, and the upstairs will be used as a residence. The building will be erected as soon as possible.

The old Government printing bureau on Wellington street, Ottawa, has been purchased by the Bank of Montreal, which intends to erect a 70 x 90 building there. The Geological Survey building, which will

be erected on Major's Hill Park in the near future, will be a striking and massive structure.

QUEBEC BUILDING PERMITS.

The following building permits have been issued in Quebec: To J. Valliere, for the construction of a brick building on the corner of King and St. Anselme streets, to cost \$2,000; to P. Dufresne, for repairing of dwelling on Dorchester street, to the extent of \$700; to Mr. Faguy, for repairing his property on King street, estimated cost \$500; L. Magnan, for repairing property on Boulevard Langelier, to cost \$350.

TORONTO BUILDING PERMITS.

Building permits have been issued in Toronto to the T. A. Snider estate, for a four-storey brick and stone warehouse at 78 Bay street, to cost \$6,000; to The Rossin House Co., for alterations and new store front to 119 King street west, to cost \$2,500; to James Henderson, Q.C., for a two-storey and attic brick residence at 17 Maple avenue, to cost \$4,500; to W. H. Pearson, for a two-storey and attic brick and stone residence on the west side of Sherbourne street, near Elm avenue, to cost \$8,500; to — Bradshaw, for a two-storey brick residence on Spadina avenue, near Bernard street, to cost \$8,000; to W. Willis, for a two-storey brick residence on Bismarck avenue, to cost \$1,400.

PLUMBING AND HEATING CONTRACTS.

Purdy, Mansell & Co., have contracts for heating the Ingersoll post office; for plumbing and heating a residence on Broadview avenue for Dr. Sneath; for heating a warehouse on Front street west for W. J. Gage & Co., Limited; for heating and plumbing a warehouse on West Market street for John Hallam, and for plumbing in nine houses on Admiral road for A. C. Dinnoek.

Railing Fittings

In Malleable Iron and Polished Brass.

For Fences, Enclosing Engines and Machinery.

**Iron Pipe Fittings**

of all kinds.

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Plumbers' and Steamfitters' Supplies.

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EDUCATION BY MAIL

In Electrical, Mechanical, Steam Mining and Civil Engineering Metallurgy, Art, Architecture Practical Newspaper Work, English Branches, Stenography, Machine Design and Mechanical Drawing. Low price; easy terms

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Mention subjects interested in when writing to

The United Correspondence Schools,

154-156-158 Fifth Ave., New York, for Catalogue No. 108



If Buller, Bobs and Kitchener,
All heroes world-renowned,
Would whip the aggravating Boer
And with him wipe the ground,
Blow up his little laager,
On his kopje float their banners,
They might consult yours truly,
We can give them points on "Leaders."



IT PAYS TO HANDLE THE BEST

FULL PARTICULARS ON APPLICATION

We manufacture

Leader Churns Leader Wringers Leader Washers and Leader Lawn Swings

but desire particularly to bring to your notice our latest style of churn, as above illustrated, embracing all desirable features found in other churns and many additional advantages.

ALL LEADER CHURNS have **INTERNAL BREAKERS** which experts say reduce length of operation almost one-half and improve results as to quality and yield.

Be fully informed regarding the merits of the "Leader" before stocking.

The Dowswell Manufacturing Co.
Limited HAMILTON.

W. L. Haldimand & Son, Montreal,
Eastern Agents.

PERSONS addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

Toronto Foundry Co.

Manufacturers of **SOIL PIPE, FITTINGS,
SINKS, BOILER STANDS.**

Nos. 146-148-150 Niagara Street, TORONTO

The only Exclusive Manufacturers of
Soil Pipe and Soil Pipe Fittings in
Canada.

All goods stamped T. F. Co. are warranted

STEEL, PEECH & TOZER, Limited

Phoenix Special Steel Works. The Ickles, near Sheffield, England.

Manufacturers of

Axles and Forgings of all descriptions, Billets and Spring Steel, Tyre, Sleigh Shoe and Machinery Steel.

Sole Agents for Canada.

JAMES HUTTON & CO., - MONTREAL

CURRENT MARKET QUOTATIONS

Jan. 19, 1900.
These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb. ingots, per lb. 0 32
Straits 0 32

Tinplates.

Charcoal Plates—Bright.
M.L.S., equal to Bradley. Per box \$6 50
I.C., usual sizes 7 75
I.X., " 9 00
J. R. & Co.—
I.C. 6 00
I.X. 7 25
I.X.X. 8 50
Famous—
I.C. 6 25
I.X. 7 50
I.X.X. 8 75
Raven & Vulture Grades—
I.C., usual sizes 5 00
I.X., " 5 75
I.X.X., " 6 50
I.X.X.X., " 7 25
D.C., 12"x17 4 50
D.X. 5 25
D.X.X. 7 25

Coke Plates—Bright.
Bessemer Steel—
I.C., usual sizes 4 35
I.C., special sizes, base. 4 50
20x28 8 75

Charcoal Plates—Terne.
Dean or J. G. Grade—
I.C., 20x28, 112 sheets 8 50
I.X., Terne Tin 10 50

Charcoal Tin Boiler Plates.
Cookley Grade—
X.X., 14x56, 50 sheet bxs }
" 14x60 " } 0 07
" 14x65, " } 0 07½
Tinned Sheets.
72x30 up to 24 gauge 0 08
" 26 " 0 08½
" 28 " 0 09

Iron and Steel.

Common Bar, per 100 lbs 2 45
Refined " 2 85
Horse Shoe Iron 2 70
Hoop steel, 1½ to 3 in. base, extras for smaller sizes 3 25
Swedish " 4 00
Sleigh Shoe Steel " base 2 85
Tire Steel 2 85
Machinery 3 25
Cast Steel, per lb 0 10
Toe Oak Steel 0 12
Thos. Firth & Sons' Cast Steel 0 10½
Russian Sheet, per lb 0 11
Tank Plates, 1-5 and thicker 3 00
Boiler Rivets 4 50

Boiler Tubes.

1½ inch 0 11
2 " 0 12
2½ " 0 14

Steel Boiler Plate.

¼ inch 3 25
3-16 inch 3 40
½ inch and thicker 3 25

Black Sheets.

18 gauge 3 10

20 gauge 3 10
22 to 24 " 3 20
26 " 3 30
28 " 3 50

Canada Plates.

All dull, 52 sheets 3 25
Half polished 3 35
All bright 3 75

Iron Pipe.

Wrought pipe, per 100 feet, ¼ to ¾ inch, \$3 67; ½ inch, \$3 10; ¾ inch, \$4 20; 1 inch, \$5 19; 1½ inch, \$7 85; 2 inch, \$9 75; 2½ inch, \$13 01. 2½ to 6 inch, discount 45 p.c.
Galvanized, ½ inch, \$6 50; ¾ inch, \$8 00; 1 inch, \$11 50; 1½ inch, \$16 00; 2 inch, \$20 00; 2½ inch, \$28 50.

Galvanized Iron.

G.C. Comet. Amer. Head
16 gauge 4 35
18 to 24 gauge 4 35
26 " 4 75
28 " 5 00
Less than case lots, 25c. per 100 lb. additional.
28 gauge American equals 26 gauge English.

Chain.

Proof Coil, 3-16 in., per 100 lb
" ¼ " 8 50
" 5-16 " 6 00
" 7-16 " 5 45
" 1 " 5 15
" ½ " 4 81
" ¾ " 4 75
Halter, kennel and post chains, 40 and 50 p.c.
Cow ties 40 p.c.
Stall fixtures 35 p.c.
Trace chain 25 and 5 p.c.
Jack chain, iron, single and double, discount 31 p.c.
Jack chain, brass, single and double, discount 40 p.c.

Copper.

English B. S., ton lots 0 19
Lake Superior 0 20

Bolt or Bar.
Cut lengths, round, 1½ to ¾ in. 0 23½
" round and square 1 to 2 inches 0 23½

Sheet.
Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60 0 23
Untinned, 14 oz., and light, 16 oz., irregular sizes 0 23
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Tinned copper sheets 0 26
Planished 0 32

Braziers. (In sheets.)
4x6 ft. 25 to 30 lbs. ea., per lb. 0 25½
" 35 to 45 " 0 24½
" 50-lb. and above, " 0 23½

Boiler and T. K. Pitts.
Plain Tinned, per lb 0 28
Spun, per lb 0 32

Brass.

Roll and Sheet, 14 to 30 gauge, 10 per cent.
Sheets, hard-rolled, 2x4 0 24
Tubing, base, per lb 0 24

Zinc Spelter

Foreign, per lb 0 07
Domestic " 0 07½

Zinc Sheet.

5 cwt. casks 0 07½
Part casks 0 07½

Lead.

Imported Pig, per lb 0 04½
Domestic, per lb 0 05
Bar, 1 lb. 05
Sheets, 2½ lbs. sq. ft., by roll. 0 05½

Sheets, 3 to 6 lbs., per sq. ft., by roll. 0 05 0 05½
NOTE.—Cut sheets ¾ cent per lb. extra
Pine, by the roll, usual weights per yard, lists at 7 cents per lb. and 15 per cent. discount f.o.b. Toron'to.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 7½ cents.

Shot.

Ordinary, drop, \$5.25 per 100 lb.; chilled \$5.50 per 100 lb. F.O.B. Toronto; terms 3 per cent. cash, freights equalized on Montreal.

Soil Pipe and Fittings.

Discount, 50 per cent. on medium and extra heavy, and 45 per cent. on light.

Solder.

Per lb. Per lb.
Bar half-and-half 0 19½ 0 20
Refined 0 19 0 19½
Wiping 0 18½ 0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb 0 11 0 11½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons 6 87½
No. 1 do 6 50
No. 2 do 6 12½
No. 3 do 5 75
No. 4 do 5 37½
Robertson's Chemically Pure 6 50
Munro's Select Flake White 6 75
Elephant and Decorators' Pure 6 50

Red Lead.

Genuine, 560 lb. casks, per cwt. \$ \$5 00
Genuine, 100 lb. kegs, per cwt. 5 25
No. 1, 560 lb. casks, per cwt. 4 75
No. 1, 100 lb. kegs, per cwt. 5 00

White Zinc Paint.

Elephant Snow White 0 08
Pure White Zinc 0 08
No. 1 0 06
No. 2 0 05

Dry White Lead.

Pure, casks 0 05½
Pure, kegs 0 05½
No. 1, casks 0 04½
No. 1, kegs 0 05½

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)
Pure, per gallon 1 10
Second qualities, per gallon 0 90
Barn (in bbls.) 0 70
The Sherwin-Williams Paints 1 20
Canada Paint Co.'s Pure 1 10
Robertson's Pure 1 10
Sanderson Peasey's Pure 1 10
Toronto Paint and Color Co.'s Pure 1 10

Colors in Oil.

(25 lb. tins, Standard Quality.)
Venetian Red, per lb 0 05
Chrome Yellow 0 11
Golden Ochre 0 06
French 0 05
Marine Black 0 09
Green 0 09
Chrome 0 08
French Imperial Green 0 19

Colors, Dry.

Yellow Ochre (J.C.) bbls 1 35
Yellow Ochre (J.F.L.S.), bbls 2 75
Yellow Ochre (Royal) 1 10
Brussels Ochre 1 80
Venetian Red (best), per cwt. 3 00
English Oxides, per cwt. 1 75
American Oxides, per cwt. 1 75
Canadian Oxides, per cwt. 1 75
Super Magnetic Oxides, 33 p.c. 2 00

Burnt Sienna, pure, per lb. 0 10
" Umber, " 0 10
" Raw 0 09
Drop Black, pure 0 09
Chrome Yellows, pure 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre 0 03½
Ultramarine Blue in 28-lb boxes, per lb. 0 08
Fire Proof Mineral, per 100 lb. 1 00
Genuine Eng. Litharge, per lb. 0 07
Mortar Color, per 100 lb. 1 25
James' Gen. Red Lead, 100 lb 0 05
Pure Indian Red, No. 45, lb. 0 08
Whiting, per 100 lb. 0 55

Sulphate of Copper.

Casks, for spraying, per lb. 0 07
100-lb. lots, do. per lb. 0 08

Putty.

Bladders in bbls. 1 90
Bladders in 100 or 200 lb. kegs or bxs 2 05
Bulk in bbls., per 100 1 75
Bulk in less quantities 1 90
25-lb. tins, 4 in case 2 15
12½-lb. tins, 8 in case 2 40

Varnishes.

(In 5-gal. lots.) Per gal.
Carriage, No. 1 1 30
Extra do. 1 50
Body Varnish 3 40
Furniture Varnish 0 60
Extra do. 1 10
Demar Varnish 1 60
Hard Oil Finish 1 30
Orange Shellac Varnish 2 00
White Shellac Varnish 2 20
Rubbing Varnish 2 00
Brown Japan 85
Elastic Oak 1 40

Linseed Oil.

Raw. Boiled.
1 to 4 bbls. \$0 61 delivered \$0 64
5 to 9 bbls. 60 " 63
10 to 15 bbls. 58 f.o.b. pointship 61
16 to 30 bbls. 57 " 60

Turpentine.

Single barrels 0 77
2 to 4 barrels 0 76
Freight allowed. Toronto, Hamilton London and Guelph, 2c. less.

Castor Oil.

In cases, per lb 0 09
Small lots 0 10

Cod Oil, Etc.

Cod Oil, per gal. 0 50
Pure Olive 1 20
Neatsfoot 90

Glue.

(In bbls.)
Common 0 08½
French Medal 0 12
Cabinet, sheet 0 11
White, extra 0 16
Gelatine 0 22
Strip 0 16
Coopers 0 19
Al clear 0 09

HARDWARE.

Ammunition.

Cartridges.
B. B. Caps, Dom., 50 and 5 percent.
Rim Fire Pistol, dis. 45 p.c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 p.c. Amr

SPECIAL NOTICE



To meet the demand for a strong, inexpensive shelf-box we are making up four special sizes with bright iron bodies, stained and varnished or enameled fronts, fitted with solid bronze pulls and price cards from \$11 to \$13.50 per 100 boxes. Samples mailed for 15c. Boxes made to suit your present shelving. Prices on application to

J. S. BENNETT, 20 Sheridan Ave., Toronto.

WARNOCK'S TOOLS

have been Canada's Standard for 55 years--- since 1844. Every article bearing our name is fully guaranteed. Always specify "Warnock's."

James Warnock & Co., - Galt, Ont.

Central Fire Cartridges, pistol sizes, Dom 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps. discount 45 per cent. Amer.

Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p.c.
Brass shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads. per lb.
Best thick white felt wadding, in 3/4-lb bags. 1 00
Best thick brown or grey felt wads, in 1/2-lb. bags. 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges. 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge. 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge. 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges. 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge. 0 25
Thin card wads in boxes of 1,000 each, 8 gauge. 0 20
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge. Per M. 0 60
9 and 10 gauges. 0 70
7 and 8 gauges. 0 90
5 and 6 gauges. 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge. 1 15
9 and 10 gauges. 1 40
7 and 8 gauges. 1 65
5 and 6 gauges. 1 90

Adzes.
Discount, 20 per cent.
Anvils.
Per lb. 10 0 12 1/2
Anvil and Vise combined. 4 50
Wilkinson & Co.'s Anvils. lb. 0 09 0 09 1/2
Wilkinson & Co.'s Vices. lb. 0 09 1/2 0 10

Augers.
Gilmour's, discount 50 and 10 p.c. off list.
Axes.
Chopping Axes—
Single bit, per doz. 5 50 10 00
Double bit, 12 00 18 00
Bench Axes, 40 and 15 p.c.
Broad Axes, 33 1/2 per cent.
Hunters' Axes. 5 50 6 00
Boy's Axes. 5 75 6 75
Splitting Axes. 6 50 12 00
Handled Axes. 7 00 10 00

Bath Tubs.
Zinc. 3 90 4 00
Copper, discount 40 and 10 p.c. off revised list
Steel clad, discount 20 per cent. Boxing extra.
Anti-Friction Metal.
Tandem "A". per lb. 0 23
" B. " " 0 19
" C. " " 0 11 1/2
Magnolia Anti-Friction Metal, per lb. 0 25
F. O. B. New York or Chicago.

Bells.
Hand.
Brass, 60 per cent.
Nickel, 55 per cent.
Door.
Gongs, Sargent's. 5 50 8 00
" Peterboro', discount 27 1/2 per cent.

Cow.
American make, discount 66 1/2 per cent.
Canadian, discount 45 and 50 per cent.
Farm.
American, each. 1 25 3 00
House. 0 35 0 40
American, per lb. 0 35 0 40
Bellows.
Hand, per doz. 3 35 4 75
Moulders, per doz. 7 50 10 00
Blacksmiths, discount 40 per cent.

Belting.
Extra, 50 per cent.
Standard, 50 and 10 to 50, 10 and 5 per cent.
Agricultural, 60 and 10 p.c.

Bits.
Auger.
Gilmour's, discount 50 and 10 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Car.
Gilmour's, 47 1/2 to 50 per cent.
Expansive.
Clark's, 40 per cent.
Gimlet.
Clark's, per doz. 0 65 0 90
Diamond, Shell, per doz. 1 00 1 50
Nail and Spike, per gross. 2 25 5 20

Blind and Bed Staples.
All sizes, per lb. 0 07 1/2 0 12

Bolts and Nuts. Per cent.
Norway Bolts, full square. 65
Common Carriage Bolts, all sizes. 50
" " full square. 65
Machine Bolts, all sizes. 52 1/2
Coach Screws. 65
Sleigh shoe Bolts. 70
Blank Bolts. 52 1/2
Bolt Ends. 62 1/2
Nuts, square. 3 1/2 c. off
Nuts, hexagon. 40. off
Tapping Nuts. 60
Tire Bolts. 60 and 10
Stove Bolts. 60 and 10
Stove rods, per lb. 5 1/2 to 6c.
Plough Bolts. 50

Boot Calks.
Small and medium, bad, per M. 4 25
Small heel, per M. 4 50
Bright Wire Goods. 55 per cent.
Discount. 55 per cent.

Broilers.
Light, dis. 65 to 87 1/2 per cent.
Reversible, dis. 65 to 67 1/2 per cent.
Vegetable, per doz, dis. 37 1/2 per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 0 00

Butchers' Cleavers.
German, per doz. 6 00 11 00
American, per doz. 12 00 20 00

Building Paper, Etc.
Plain building, per roll. 0 30
Tarred lining, per roll. 0 40
Tarred roofing, per 100 lb. 1 60
Coal Tar, per barrel. 3 75
Pitch, per 100-lb. 0 60
Carpet felt, per 100 lb. 2 50

Hull Rings.
Copper, \$2.50 for 2 1/2 in. and \$2 for 2 in.

Butts.
Brass.
Wrought Brass, net revised list.
Cast Iron.

Loose Pin, dis. 6 1/2 per cent.
Wrought Steel.
Fast Joint, dis. 60 and 10 per cent.
Loose Pin, dis. 60 and 10 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair. 0 40 0 65

Cards.
Horse, per doz. 0 60 1 00

Carpet Sweepers.
Bissell, per doz. 22 50
World, " 21 75
Telsy, " 24 00
Star, " 18 00
Crown Jewel, per doz. 29 00
Grand Rapids, " 24 00 33 00

Carpet Stretchers.
American, per doz. 1 00 1 50
Bullard's, per doz. 6 50

Castors.
Bed, new list, dis. 55 to 57 1/2 per cent.
Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.
Nos. 31 and 32, per gross. 50 9 50

Cement.
Canadian Portland. 2 85 2 90
English. 3 00 3 00
Belgian. 2 70 2 70
Canadian hydraulic. 1 00 1 10
Figures are for barrel lots.

Chalk.
Carpenters, Colored, per gross. 0 45 0 75
White lump, per cwt. 0 60 0 65
Red. 0 05 0 06
Crayon, per gross. 0 14 0 18

Chisels.
Socket, Framing and Firmer.
Broad's, dis. 60 and 5 per cent.
Warnock's, dis. 60 per cent.

Churns.
Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, 18
p.c.; from stock in Montreal, 56 p.c.
Terms, 4 months or 3 p.c. cash in 30 days.

Cinder Sifters.
Per doz. 1 25

Clips.
Axle die. 65 per cent.

Closets.
Plain Ontario Syphon Jet. \$8 00
Emb. Ontario Syphon Jet. 8 50
Fittings. 1 00
Plain Teutonic Syphon Washout. 4 75
Emb. Teutonic Syphon Washout. 5 25
Fittings. 1 00
Plain Richelieu. 4 75
Emb. Richelieu. 5 00
Fittings. 1 25
Closet connection. 1 25
Basins, round, 14 in. 0 65
oval, 17 x 14 in. 1 55
12 x 15 in. 2 30

Compasses, Dividers, Etc.
American, dis. 62 1/2 to 65 per cent.
Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.
S. & D., No. 3, per pair. 17 1/2
" " " " 22 1/2
" " " " 15
Boynton pattern " 20

Dies.
Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. per cent.

Door Springs.
Torrey's Rod, per doz. (15 p.c.) 2 00
Coil, per doz. 0 88 1 60
English, per doz. 2 00 4 00

Draw Knives.
Broad's, dis. 60 to 60 and 7 1/2 per cent.
Warnock's, dis. 60 to 60 and 7 1/2 per cent.

Drills.
Hand and Breast.
Miller's Falls, per doz. net list.

DRILL BITS.
Morse, dis. 37 1/2 to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS. (Stovepipe.)
No. 1, per doz. 1 80
No. 2, per doz. 1 60
Bright, 20c. per doz. extra.

ESCUTCHEONS.
Discount, 27 1/2 per cent.

ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.
Discount off revised list, 45 per cent.

FILES.
Globe File Mfg. Co.'s dis., files, 6J and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 10.
Nicholson File Co., 50 and 10 to 60 per cent.
Jowitt's, English list, 25 to 27 1/2 per cent.
Mechanics' Star & File Mfg. Co. Discount 60 and 10 to 70 per cent.

FORKS.
Hay, manure, etc., dis. 50 and 10 per cent. revised list.

FRUIT PRESSES.
Henis, per doz. 3 25 3 50
Shepard's Queen City, dis. 15 per cent.

GAUGES.
Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33, each. 1 65 2 40

GLASS—Window—Box Price.
Star. D. Diamond
Size Per Per Per Per
United 50 ft. 100 ft. 50 ft. 100 ft
Inches.
Under 26. 2 10 4 00 3 50 6 00
26 to 40. 2 30 4 35 3 75 6 65
41 to 50. 4 75 7 25
51 to 60. 5 00 8 50
61 to 70. 5 35 9 25
71 to 80. 5 75 10 50
81 to 85. 6 50 11 75
86 to 90. 7 25 14 00
91 to 95. 7 50 15 50
96 to 100. 18 00
101 to 105. 21 00
106 to 110. 24 00
111 to 115. 28 00

16 x 16 10 per cent. off.
HALTERS.
Rope, 3/4 per gross. 9 00
" 5/8 to 3/4. 14 00
Leather, 1 in., per doz. 3 87 1/2 4 00
" 1 1/4 in., " 5 15 5 20
Web, — per doz. 1 87 2 45

HAMMERS.
Nail
Maydole's, dis. 5 to 10 per cent. Can. dis. 25 to 27 1/2 per cent.

Tack.
Magnetic, per doz. 1 10 1 20

Sledge.
Canadian, per lb. 0 07 1/2 0 08 1/2

Ball Pean.
English and Can., per lb. 0 22 0 25

HANDLES.
Axe, per doz., net. 1 50 2 00
Store door, per doz. 1 00 1 50
Chest, per doz. pair. 0 40 2 50

Fork
C. & B., dis. 40 per cent. rev. list.

Hoe.
C. & B., dis. 40 per cent. rev. list.
Saw.
American, per doz. 1 00 1 25

Plane.
American, per gross. 3 15 3 75

Hammer and Hatchet.
Canadian, 40 per cent.

Cross-Cut Saws.
Canadian, per pair. 0 13 1/2

HANGERS. doz. pairs
Steel barn door. 5 85 6 00
Stearns, 4 inch. 5 00
" 5 inch. 6 50
Lane's covered—
No. 11, 5-ft. run. 8 40
No. 11 1/2, 10-ft. run. 10 80
No. 12, 10-ft. run. 12 60
No. 14, 15-ft. run. 21 00
Lane's O.N.T. track, per foot. 4 1/2

HARVEST TOOLS.
Discount, 50 and 10 per cent.

HATCHETS.
Canadian, dis. 40 to 42 1/2 per cent.

HINGES.
Blind, Parker's, dis. 50 and 10 to 60 per cent
Heavy T and strap, 4-in., per lb. 0 06
" 5-in., " 0 05 1/2
" 6-in., " 0 05 1/2
" 8-in., " 0 05 1/2
" 10-in., " 0 05
Light T and strap, dis. 60 and 10 per cent.
Screw hook and hinge—
6 to 12 in., per 100 lbs. 4 50
14 in. up, per 100 lbs. 8 50
Spring. Per gross, pair 12 00

HOEE.
Garden, Mortar, etc., dis. 50 and 10 p.c.
Planter, per doz. 4 00 4 50

HOLLOW WARE

Discount, 45 and 5 per cent.	
HOOKE.	
Cast Iron.	
Bird Cage, per doz.	0 50 1 10
Clothes Line, per doz.	0 27 0 63
Harness, per doz.	0 72 0 88
Hat and Coat, per gross.	1 00 3 00
Chandelier, per doz.	0 50 1 00

Wrought Hooks and Staples, Can., dis.
47½ per cent.

Wire.	
Hat and Coat, discount 45 per cent.	
Belt, per 1,000.	0 60 0 70
Screw, bright, dis. 55 per cent.	

HORSE NAILS.
"C" brand 50 p.c. dis.
"M" brand 50 p.c.

Acadian, countersunk head and oval
top, 50 and 10 per cent.

HORSESHOES.
F.O.B. Toronto
No. 2 No. 1.

Iron Shoes.
Light, medium, and heavy.
Snow shoes.
Steel Shoes.

Light, medium, and heavy.
Snow shoes.
Steel Shoes.

Light, medium, and heavy.
Snow shoes.
Steel Shoes.

Light, medium, and heavy.
Snow shoes.
Steel Shoes.

Light, medium, and heavy.
Snow shoes.
Steel Shoes.

Light, medium, and heavy.
Snow shoes.
Steel Shoes.

Light, medium, and heavy.
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Light, medium, and heavy.
Snow shoes.
Steel Shoes.

Light, medium, and heavy.
Snow shoes.
Steel Shoes.

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal.	0 00 10 00
Zinc and tin, dis. 50, 50 and 10.	
Copper, per doz.	1 25 3 50
Brass, " "	1 50 3 50
Malleable, dis. 25 per cent.	

Galvanized pails, discount 45 per cent.
Galvanized flaring pails, discount 45 per cent.
Galvanized washtubs, discount 45 per cent.

Discount, 40 per cent. off list, June, 1899.

PIECED WARE.
Per doz.

PICTURE NAILS.
Porcelain head, per gross.
Brass head, " "

PLANES.
Wood, bench, Canadian dis. 55 per cent.
American dis. 55.

Wood, fancy Canadian or American, 37½
to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.
Miscellaneous, dis. 25 to 27½ per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.
English, per doz.

PLIERS AND NIPPERS.
Button's Genuine, per doz pairs, dis. 37½
40 p.c.
Button's Imitation, per doz. 5 00 9 00
German, per doz. 0 60 2 60

PRESSED SPIKES.
Discount, 20 per cent.

PULLEYS.
Hothouse, per doz.
Axle " "
Screw " "
Awning " "

PUMPS.
Canadian cistern.
Canadian pitcher spout.

PUNCHES.
Saddlers, per doz.
Conductors, " "
Tinner's solid, per set.
" hollow, per inch.

RANGE BOILERS.
Galvanized, 30 gallons.
" 35 " "
" 40 " "
Copper, 30 " "
" 35 " "
" 40 " "

Discount off Copper Boilers 10 per cent.

RAKES.
Cast steel and malleable Canadian, list dis.
50 and 10 p.c. revised list.
Wood, 25 per cent.

RASPS AND HORSE RASPS.
New Nicholson horse rasp, discount 60 p.c.
Globe File Co.'s rasps, 60 and 10 to 70 p.c.
Heller's Horse rasps, 50 to 50 and 5 p.c.

RAZORS.
Geo. Butler & Co.'s, per doz.
Boker's " "
Wade & Butcher's " "
Theile & Quack's " "
Elliot's " "

REAPING HOOKS.
Discount, 50 and 10 per cent.

REGISTERS.
Discount, 60 per cent.

RIVETS AND BURRS.
Carriage, Section, Wagon Box Rivets, etc.
(Steel), 45 p.c.
Black M. Rivets (Steel), 45 p.c.
Black and Tinned Rivets, 45 p.c.
Extras on Iron Rivets in 1-lb. cartons, ½ c.
per lb.
Extras on Iron Rivets in ½-lb. cartons, 1 c.
per lb.
Copper Rivets & Burrs, 35 p.c. dis., and
cartons 1 c. extra, net.
Extras on Tinned or Copper Rivets in
½-lb. cartons, 1 c. per lb.
Burrs, iron or steel, 40 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.
Canadian, dis. 35 37½ per cent.

ROPE, ETC.
7-16 in. and larger, per lb. 13½
¾ in. " " 14
½ and 5-16 in. " " 14½
Cotton " " 15½
Russia Deep Sea " " 15½
Jute " " 8
Lath Yarn " " 9½
New Zealand Rope " " 10½

RULES.
Boxwood, dis. 75 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.
Mrs. Potts, plain, polished.
" nickle-plated.

SAND AND EMERY PAPER.
Dominion Flint Paper, 47½ per cent.
B & A. sand, 40 and 2½ per cent.
Emery, 40 per cent.

SAWS.
Hand, Diston's, dis. 12½ p.c.
S. & D., 40 per cent.
Crosscut, Diston's, per ft. 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each. 0 75 2 75
" frame only. " 0 75

SASH WEIGHTS.

Sectional, per 100 lbs.	3 25
Solid, " "	1 50

SASH CORD.
Per lb.

SAW SETS.
" Lincoln," per doz.

SCALES.
Gurney Scales, 45 p.c.
B. S. & M. Scales, 45 p.c.
Champion, 55 per cent.
Fairbanks Standard, 35 p.c.
" Dominion, 55 p.c.
" Richelieu, 55 p.c.
Chatillon Spring Balances, 10 p.c.

SCREW DRIVERS.
Sargent's, per doz.

SCREWS.
Wood, F. H., iron, and steel, 80 p.c.
Wood R. H., " " 75 p.c.
" F. H., brass, dis. 75 p.c.
Wood, R. H., " " 67½ p.c.
" F. H., bronze, dis. 67½ p.c.
" R. H., " " 62½ p.c.
Drive Screws, 80 per cent.
Bench, wood, per doz. 3 25 4 00
" iron, " " 4 25 5 75

SCYTHES.
Discount, per doz. net.

SCYTHE SNATHS.
Canadian, dis. 45 p.c.

SEARS.
Seymour's, dis. 50 and 10 p.c.
Heinisch, dis. 50 and 10 p.c.
Seymour or Heinisch tailor shears, 15 p.c.

SHOVELS AND SPADES.
Canadian, dis. 40 and 5 per cent.

SINKS.
Steel and galvanized, discount 45 per cent.

SNAPS.
Harness, German, dis. 25 p.c.
Lock, Andrews', " " 4 50 11 50

SOLDERING IRONS.
1 ½ lb., per lb.
2 lb. or over, per lb.

SQUARES.
Iron, No. 493, per doz. 2 40 2 55
" Mo. 494, " " 3 25 3 40
Steel, dis. 50 and 5 to 50 and 10 p.c., rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.
Plain, dis. 75 and 12½ p.c. off revised list.
Retinned, dis. 75 p.c. off revised list.

STAPLES.
Galvanized " " 4 25
Bright " " 4 00

STOCKS AND DIES.
American dis. 25 p.c.

STONE.
Washita, per lb. 0 28 0 60
Hindostan " " 0 06 0 07
" slip, " " 0 09 0 09
Labrador " " 0 13
" Axe " " 0 15
Turkey " " 0 50
Arkansas " " 0 00 1 50
Water-of-Ayr " " 0 00 1 10
Scythe, per gross 3 50 5 00
Grind, per ton 15 00 18 00

STOVE PIPES.
5 to 6 inch, per 100 lengths. 6 75
7 inch, per 100 lengths. 7 25

STOVE POLISH.
Nestable in crates of 25 lengths.
Per 100 lengths—
6 inch " " 7 50
7 inch " " 8 00

ENAMELINE.
No. 4—3 dozen in case, net cash \$4 50
No. 6—3 dozen in case, " " 7 50

STEP LADDERS.
Best grade, from 3 to 10-ft. long, per foot, 16c
2nd grade, 3 to 10-ft., per foot, 11c.

TACKS BRADS, ETC.
Per cent.
Strawberry box tacks, bulk .75
Cheese-box tacks, blue .80 and 12½
Trunk tacks, black and tinned .80 and 12½
Carpet tacks, blue and tinned .75 and 10
" (in kegs) .25
Cut tacks, blue, in dozens only .70 and 10
" ¼ weights .55
Swedes, cut tacks, blue and tinned—
In bulk .80
In dozens .70 and 10
Swedes, upholsterer's, bulk .80 and 12½
" brush, blue & tinned, bulk .45
" gimps, blue & tinned and
japanned .70 and 10
Zinc tacks .30
Leather carpet tacks .55
Copper tacks .50
Copper nails .52½
Trunk nails, black .65
Trunk nails, tinned .65 and 5

Clout nails, blue and tinned. 65
Chair nails " " 35
Cigar box nails " " 35
Patent brads " " 40
Fine finishing " " 40
Picture frame points " " 10
Lining tacks, in papers " " 10
" " in bulk " " 15
" " solid heads, in bulk " " 75
Saddle nails in papers " " 10
" " in bulk " " 15
Tufting buttons, 22 line, in dozens only 60
Tin capped trunk nails. 15
Zinc glazier's points, " " 5
Double pointed tacks, dozens. 85
" bulk " " 35

TAPE LINES.
English, ass skin, per doz. 2 75 5 00
English, Patent Leather. 5 50 9 75
Chesterman's each. 0 90 2 85
" steel, each " " 0 80 8 00

THERMOMETERS.
Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRANSOM LIFTERS.
Payson's per doz. 2 60

TRAPS. (Steel.)
Game, Newhouse, dis. 25 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.
Diston's, discount 10 per cent.
German, per doz. 4 75 6 00
Brade's " " 5 00 10 50
S. & D., discount 35 per cent.

TWINES.
Bag, Russian, per lb. 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb. 0 17 0 18
Mattress, per lb. 0 33 0 45
Staging, " " 0 27 0 35
Broom, " " 0 30 0 55

VISES.
Hand, per doz. 4 00 6 00
Bench, parallel, each. 2 00 4 50
Coach, each. 6 00 7 00
Peter Wright's, per lb. 0 12 0 13
Pipe, each. 5 50 9 00
Saw, per doz. 6 50 13 00

ENAMELLED WARE.
White, Princess, Turquoise, Blue and White
discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10
and 10 per cent.

WIRE.
Brass wire, 50 to 50 and 2½ per cent. off the
list.
Copper wire, 45 and 10 per cent. net cash 30
days, f.o.b. factory.

Smooth Steel Wire, base, \$3.45 per 100
lb. List of extras: Nos. 2 to 5, ad-
vance 7c. per 100 lb.—Nos. 6 to 9, base—
No. 10, advance 7c.—No. 11, 14c.—No. 12,
20c.—No. 13, 35c.—No. 14, 47c.—No. 15,
60c.—No. 16, 75c. Extras net per 100 lb.:
Coppered wire, 50c.—tinned wire, 32c.—
oiling, 10c.—special hay-bailing wire, 30c.—
spring wire, \$1—best steel wire, 75c.—
bright soft drawn, 15c.—in 50 and 100-lb.
bundles net, 10c.—in 25-lb. bundles net,
15c.—packed in cases or cases, 15c.—
bagging or papering, 10c.

Fine Steel Wire, dis. 12½ per cent.
Lat of extras: In 100-lb. lots: No.
17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20,
\$6.65—No. 21, \$7—No. 22, \$7.50—No. 23,
\$7.85—No. 24, \$8—No. 25, \$8.50—No. 26,
\$9—No. 27, \$10—No. 28, \$11—No. 29,
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15
No. 33, \$16—No. 34, \$17. Extras net
tinned wire, Nos. 17-25, \$2—Nos. 26-31,
\$4—Nos. 32-34, \$6. Coppered, 5c.—oiling,
10c.—in 25-lb. bundles, 15c.—in 50 and
100-lb. bundles, 25c.—in 1-lb. hanks, 50c.—
in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—
packed in cases or cases, 15c.—bagging or
papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$4.40
No. 9, \$3.47½—No. 10, \$4.55—No. 11, \$4.60
No. 12, \$3.62½—No. 13, \$3.77½—No. 14,
\$5.15—No. 15, \$5.45—No. 16, \$5.65.

Clothes Line Wire, 19 gauge,
per 1,000 feet. 3 30

WIRE FENCING.
Galvanized, 4 barb, 2½ and 5
inches apart. Toronto 3 72½
Galvanized, 2 barb, 4 and 6
inches apart. " 3 72½
Galvanized, plain twist. " 3 72½
Terms 2 per cent. in 10 days.

Barb wire is \$3.47½ f.o.b. Cleveland.

WIRE CLOTH.
Painted Screen, per 100 sq. ft., net. 2 00
Terms, 4 months, May 1; 3 p.c. off 30 days.

WRENCHES.
Acme, 35 to 37½ per cent.
Agricultural, 60 p.c.
Coe's Genuine, dis. 20 to 25 p.c.
Towers' Engineer, each. 2 00 7 00
" S., per doz. 5 80 6 00
G. & K.'s Pipe, per doz. 3 40
Burrell's Pipe, each. 3 00
Pocket, per doz. 0 25 2 90

WRINGERS.
Leader, per doz. \$60 00
Royal Canadian " " 58 00
Royal American " " 50 00
Discount, 45 per cent.; terms 4 months, or
n.c. 30 days. Prices are f.o.b. London Ham-
ilton Toronto, Brockville or Montreal.

WROUGHT IRON WASHERS.
Canadian make, discount, 25 per cent.



ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to by

The Roberts Advertising Agency,
WINNIPEG, CANADA.

FOR SALE.

A NEW MARLIN RIFLE

Never been used. Just the Rifle for practice.
Price \$30. Will take \$20.

19 Board of Trade, Montreal



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Extension of West Pier, Eastern Entrance Toronto Harbour," will be received at this office until Tuesday, the 23rd January instant, for extending and repairing the west pier at the Eastern entrance to Toronto Harbour, according to a plan and specification to be seen at the office of E. B. Temple, Esq., Resident Engineer, Confederation Life Building, Toronto, and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the form supplied and signed with the actual signatures of tenderers.

An accepted bank cheque, payable to the order of the Minister of Public Works, for ten thousand dollars (\$10,000.00) must accompany each tender. The cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

A. GOBEIL,
Deputy.

Department of Public Works, }
Ottawa, 3rd January, 1900. }

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

FULL STOCK

DIAMOND BRAND



WIND GUARDS,
CHIMNEY TOPS,
FLUE LININGS,

CULVERT PIPES,
SEWER PIPES,
INVERT BLOCKS.

Manufactured by the

HAMILTON AND TORONTO SEWER PIPE CO
Hamilton, Ontario. Limited

Deseronto Iron Co.

LIMITED
DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

Belleville Business College, BELLEVILLE, ONT.



Our Commercial or Business Course

is exceptionally varied and comprehensive, providing not only complete familiarity with the elements of bookkeeping and the ordinary forms of books, but it introduces such a variety of special features of modern bookkeeping, that the student is able to ADAPT HIS KNOWLEDGE TO ANY CONTINGENCY which may arise in his experience as a bookkeeper.

This Department prepares for all **Accountancy Examinations.**

This College is open throughout the year.

Address: J. FRITH JEFFERS, M.A., Principal.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

ESTABLISHED 1849.

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices throughout the civilized world.

Executive Offices: 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

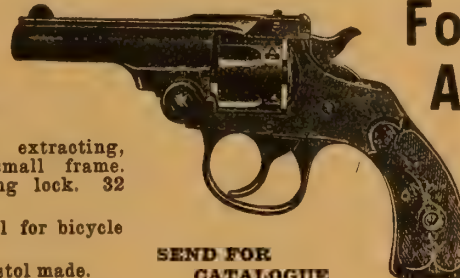
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THOS. C. IRVING, Gen.-Mgr., Western Canada, Toronto, Ont.

PERFECTION AUTOMATIC REVOLVER.



Forehand Arms Co.

Manufacturers of
the

Forehand Guns

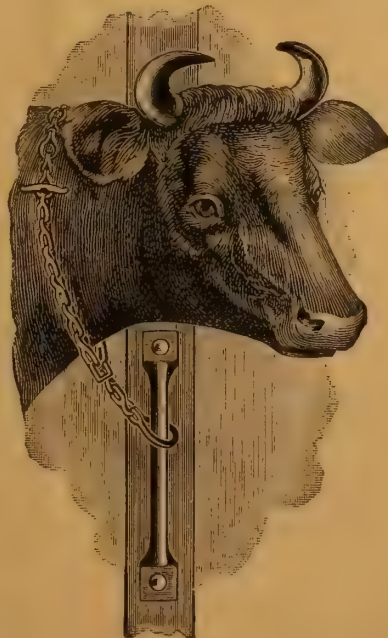
Worcester,
Mass.

NEW Automatic shell extracting,
double action, small frame.
Weights 12 oz. Rebounding lock. 32
caliber. 5 shot.

Made with shorter barrel for bicycle
use.

The most perfect small pistol made.

SEND FOR
CATALOGUE.



Dominion Pattern

Cow Tie AND Stall Fixture

The special features of the tie and stall fixture are well shown in the illustration. As will be noticed the chain is very short which prevents all danger of entanglement with the animal's foot. At the same time the form of the fixture is such that great freedom is allowed to the head. Because of the short chain this tie is much cheaper than the ordinary patterns.

The stall fixture is made from a tough quality of steel and is very strong. Also, owing to its circular cross-section, it is exceedingly rigid. Its simplicity, convenience, cheapness, and ease of attaching make it very popular with cow tie users.

This form of tie and stall fixture are sometimes called Niagara pattern.

American or Flat Link Chain,

for years the standard cow tie chain in "the States," is now rapidly coming in favor in Canada. Its short link, handsome appearance and smooth surface—which cannot injure the animal's neck—make it superior to all other styles of chain for cow ties.

For sale by all Jobbers; manufactured by

ONEIDA COMMUNITY, Limited, NIAGARA FALLS, ONT.

Est. 1885  Inc. 1895

Black Diamond File Works
G. & H. Barnett Company
 PHILADELPHIA
 Twelve  Medals

Awarded
 By **JURORS** at
International Expositions
Special Prize
 Gold Medal at Atlanta, 1895



HAVE YOU TRIED IT ?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM

HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. Co.

OF TORONTO, LIMITED.

61-63 FRONT ST. WEST, TORONTO.

CORDAGE . .

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope	Tarred Hemp Rope	Lathyrn	Spunyarn
Sisal Rope	White Hemp Rope	Shingleyarn	Pulp Cord
Jute Rope	Bolt Rope	Bale Rope	Lobster Marnil
Russian Rope	Hide Rope	Lariat Rope	Paper Cord
Marline	Halyards	Hemp Packing	Cheese Cord
Houseline	Deep Sealine	Italian Packing	Hay Rope
Hambroline	Ratline	Jute Packing	Fish Cord
Clotheslines	Plow Lines	Drilling Cables and	Sand Lines

"FIRMUS" Transmission Rope from the finest quality Manila hemp obtainable.
 Orders will not be accepted for second quality or "mixed" goods.

CONSUMERS CORDAGE COMPANY, Limited

Toronto Branch: 27 FRONT ST. WEST.

TEL. 94.

Wm. B. Stewart, Agent.

 **Montreal, Que.**

The Brightest and Whitest—
Langwell's Babbitt.

Montreal.

CANADIAN

HARDWARE



The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO, JANUARY 27, 1900.

NO. 4

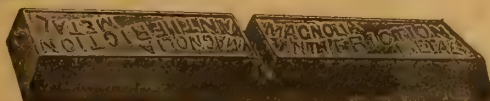


Magnolia Metal

*Best Anti-Friction Metal for
all Machinery Bearings.*

GENUINE MAGNOLIA METAL is made up
in bars, of which this is a

FAC-SIMILE.



The name and trade
mark appear on each box
and bar, and besides this
the words "Manufactured
in United States" and
"Patented June 3, 1890"
are stamped on the under
side of each bar.

Magnolia Metal is still selling at the same price it has always sold at—no advance.

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Owners and Sole Manufacturers,

266 and 267
West St., New York



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man will do his duty,"

AND USE

"QUEEN'S HEAD"
GALVANIZED IRON.

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with it there is absolute security for all time.

There are no rods, bolts or packings—the pipe connections are made with *screw nipples*. There is nothing to get out of repair. Every Radiator is guaranteed to stand a pressure of 140 pounds to the square inch—double the pressure that any other radiator even pretends to bear. 25 different styles for 25 different purposes. Send for illustrated catalogue of

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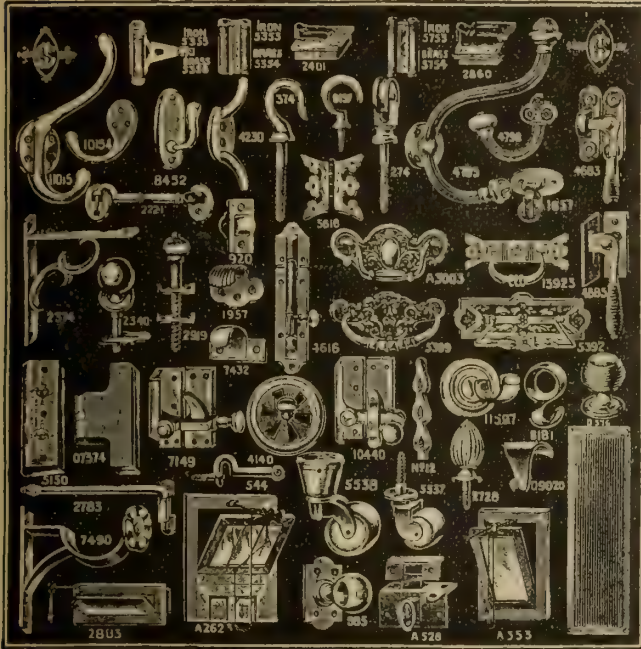
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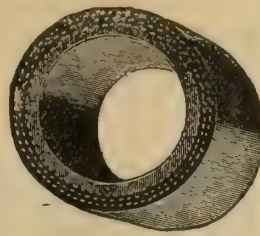
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Hose made with Seamless
Tube.
No seam to open.

A GARDEN HOSE TALK.

The public demand Garden Hose that will stand high pressures suddenly applied, and exposure to all weathers.

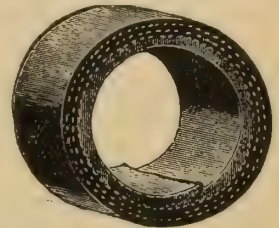
To satisfy these demands, strong duck well protected both inside and out is required.

Weights of duck differ with price of hose. The heavier the duck—all other things being equal—the stronger the hose. We aim to have our cheapest hose stand city pressure.

The inner tube of all qualities of our hose is made by our **PATENT SEAMLESS PROCESS**. With a seamless tube, drawn as is lead pipe, the entire inner circumference is equally strong. There is not a seam for the water to find its way through and thus reach the duck, and eventually cause a leak or leaks.

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Our **PATENT SEAMLESS TUBE GARDEN HOSE** is strong and will withstand the action of water from within and weather from without, therefore it is reliable, and it will pay you to handle it. **No returns, No unpleasantness with customers.**



Hose with lapped or butted
seam.
Liable to open where joined.

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MONTREAL. TORONTO. WINNIPEG.

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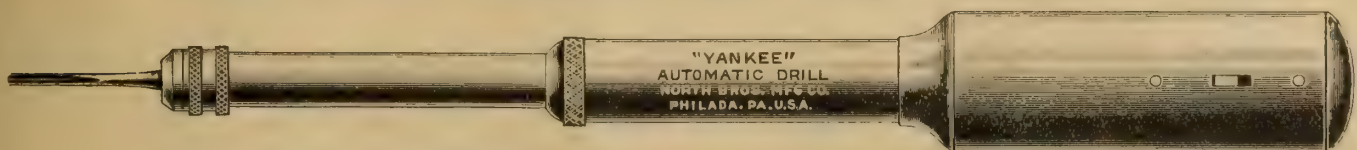
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No 40 AUTOMATIC DRILL.

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make them the most desirable stock you
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**THEIR DIFFUSIVE FLUE CONSTRUCTION
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and other improved features give them a quickly appreciated precedence over other ranges.

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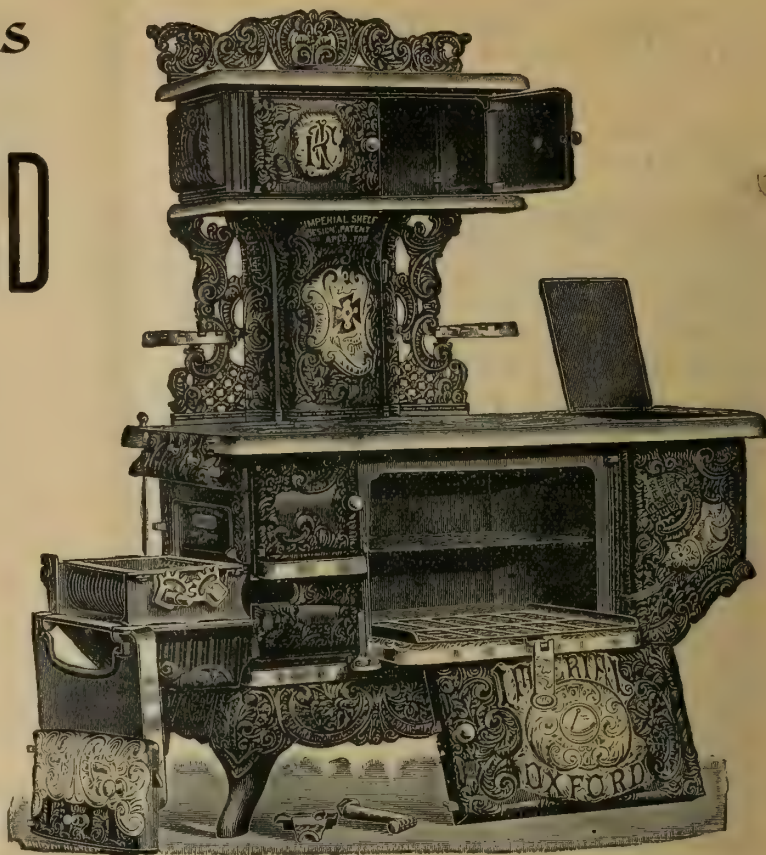
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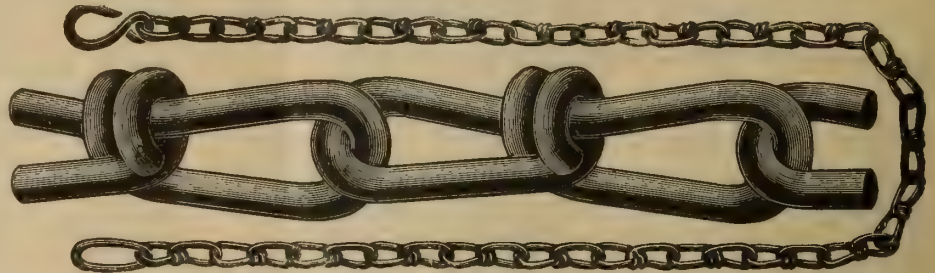
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PATENTED FEATURES: Improved Steel Stand,
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LAWN MOWERS. High and Low Wheels,
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WHEELBARROWS. In Four different sizes.

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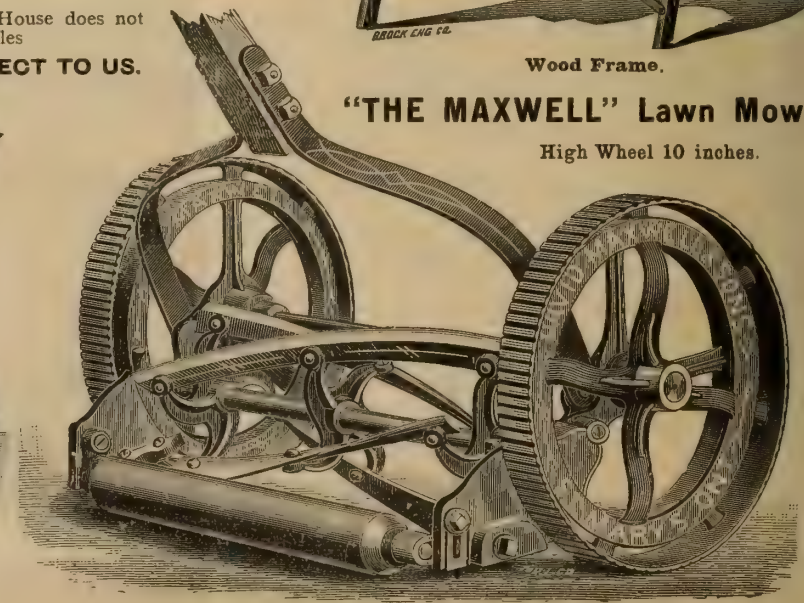
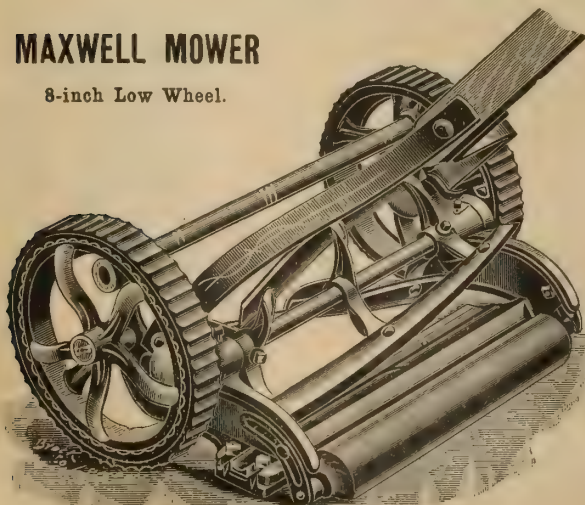
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Dealers Doubled their Dollars

by adopting the proposition we made them last

year. We approached them then with what we *thought* would win out. **This Year** we ask you to take advantage of what *has proved* itself a winner. We have letters from dealers saying it increased their freezer business last year 200 per cent. With the first order for 1 dozen Peerless Iceland Freezers we advertise them so as to send freezer customers to your store—they will buy other goods as well as freezers. Write us. The particulars will interest you.

Peerless Iceland Freezers

Sell Easily.

Ice Cream in 3 Minutes.

Satisfy Perfectly.



(We have a record of one minute and forty-five seconds, but above allowance is for inexperienced people).

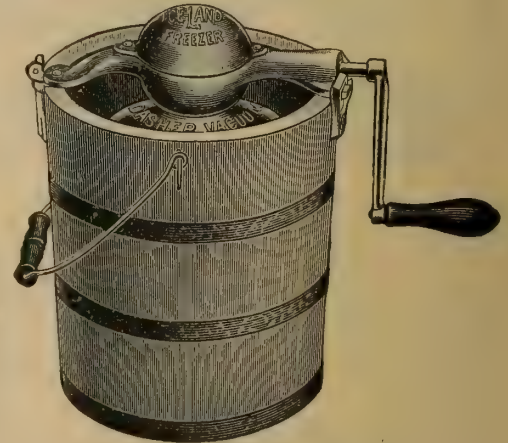
No complicated machinery to get out of order.

Gearing enclosed both top and bottom. No cogs on can top to catch ice and salt. Metal parts all coated with pure black tin.

The Freezing Freezer.

W. G. Putman had a big crowd all day yesterday, watching the man making ice cream in two and a half minutes. This was done with the Peerless Iceland Freezer, and the callers at the store were served with the cream during the day. The freezer is substantially built and is the best on the market. Just to show what it could do one batch of cream was frozen in one and three quarter minutes. It is absolutely salt water proof.—*Peoria Herald*.

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DANA & CO., Cincinnati, O., U. S. A.
Departments "R."



The Peerless Ice Chipper

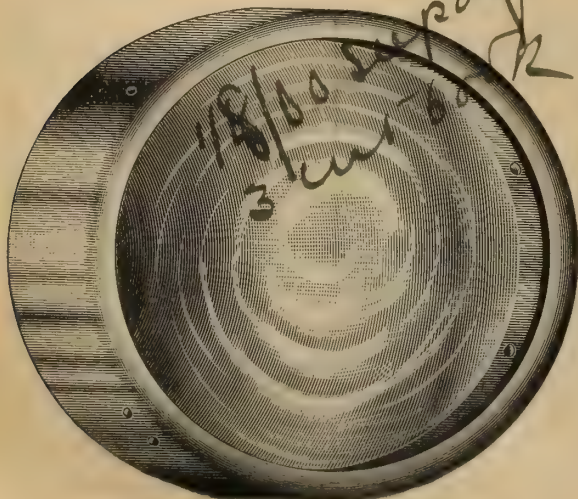
Made from one solid piece of steel heavily coated with tin. Chips ice properly and rapidly. Best tool made for the purpose. Saves time and ice.

Kemp's Broad Hoop, Roll-Rim Milk Can Bottoms

Introduced to the Trade in

1899

and generally pronounced to be the best ever offered.



These

Broad Hoop Roll-Rim Milk Can Trimmings

have been improved for season of

1900

and will be found to be the strongest and therefore the most serviceable.

Kemp Manufacturing Co.

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BUOYANCY IN IRON MATERIAL.

SINCE the first of December there has been some reaction recorded in iron values, but though this is the case it does not appear at present as if the expectations that some observers have based on these reactions were to be fulfilled in the immediate future. On the contrary, there are no indications of a slackening in the phenomenal demand or a lowering of what, in comparison with recent years, are phenomenal prices.

True, as compared with the first of last December, there has been a decline of almost 3s. in the price of pig iron warrants at Glasgow, but as this was merely due to the speculative selling it is hardly of much importance.

Regular makers still keep up their quotations and couple with their sales the con-

dition that delivery will be according to the maker's circumstances.

Advices from Great Britain make it clear that this inability to sell for early delivery is not confined to the Scotch makers, for those in England are in the same position, buyers complaining that they cannot obtain supplies already bought, and also find it difficult to close fresh bargains, because makers refuse to guarantee delivery in the periods specified.

Many steel makers in England will not promise delivery until three, and sometimes six, months hence.

This wonderful buoyancy is not peculiar to Great Britain. The same conditions apply on this continent, and in Germany makers are in a similar position.

The problem of how long this state of affairs will last is rapidly becoming the most urgent of commercial questions at the present time.

At Pittsburg, No. 1 Foundry pig has advanced 50c. per ton since the beginning of December, standing now at \$23 50. This is over 100 per cent. higher than the level occupied last year at the same time, when the quotation was \$11.25 per ton. Steel billets have declined \$2.75 per ton since December, being now quoted at \$33.50, but even at the decline they are exactly 100 per cent. dearer than they were last year, when they were selling at \$16.75. At present, also, reports from manufacturing centres in the United States note an increased inquiry from consumers, and state that, while some of the larger buyers may have been favored slightly in the matter of price, in the ordinary run of business quotations are firmly maintained.

THE ADVANCE IN TIN.

BETWEEN January 17 and 22 the price of spot tin in London advanced a clean £5 while in New York it jumped \$1.25.

W. I. Russel & Co's. circular discusses the matter as follows: "Thanks to the somewhat vigorous buying of a comparatively few American consumers the rise in tin has moved along quite merrily the past few days, and sellers view with ill-concealed joy, in marked contrast to recent despondency, the successively higher quotations. On January 15, owing to delay in arrival of steamers, our spot stocks were down to 744 tons, and this fact warranted a good premium on spot tin. This premium was so large that it made the prices quoted for January and February arrivals look very cheap to the eyes of the consumer and in a number of instances the temptation was too great to be resisted. The natural result follows. The sellers cover their sales by purchases in London at very handsome profits and these purchases, of course, advance the London market where the better political and financial conditions have made speculation more active. Now the tin commences to come forward in good quantities. By January 31 our stock will have increased to 2,000 tons or more, and if the buying continues at present rate a further considerable increase will be made by February 15. The premium on spot tin will, of course, disappear, for the tin to arrive is widely distributed and no considerable portion is held by speculators who will undoubtedly seek to realize their profits. Will the consumers absorb this stock? That is the problem, the solution of which will have a most important bearing on market values."

EXPORT POSSIBILITIES OF CANADIAN PETROLEUM.

A BRITISH paper devoted to the petroleum industry recently printed the following :

Active steps, we hear, are being taken for the development of the Canadian oil industry and the commencement of an important trade with this country—other conditions being favorable—seems within reasonable distance of accomplishment. There is no reason why this should not grow into an important branch of our oil supply. The demand for oil in this country is extending year by year, and there is plenty of room for Canadian oil, provided it comes up to our standard of quality.

Much as an export trade with Great Britain in petroleum is to be desired there is not, we fear, any prospect, in at least the near future, for its realization.

That which a country exports, as a rule, of any of its products is its surplus.

Now, as far as petroleum is concerned, Canada has not a surplus. Indeed, were it not for what we import, the demand would exceed the supply.

It is true that the home market is chiefly supplied by the home product, but the proportion to the foreign is gradually diminishing, taking the quantities of oil inspected by the Inland Revenue Department as a basis for calculation.

The quantity inspected during the last 10 years, and the proportion of which was Canadian and imported oil, was as follows :

	Total (gals.) inspected.	Per cent. Canadian.	Per cent. imported.
1888	11,367,237	84.0	16.0
1889	11,230,646	84.3	15.7
1890	12,141,952	83.4	16.6
1891	12,292,109	83.6	16.4
1892	12,667,871	80.8	19.2
1893	13,325,496	80.2	19.8
1894	16,457,492	65.8	34.2
1895	16,587,986	65.9	34.1
1896	16,341,942	64.5	35.5
1897	16,755,269	62.7	37.3
1898	17,677,581	61.1	38.9

While the proportion of the Canadian oil to the imported article inspected in 1898 was so much less than in 1888, it is well to point out that, in quantity, the domestic product was over 1,000,000 gallons larger in 1898 than 10 years before : In 1888, the quantity was 9,545,895 gallons, and, in 1898, it was 10,796,847 gallons.

The returns for 1899 are not yet to hand, but the production of crude oil in 1898 was less than it was 10 years before.

In 1888, the production was 733,564 barrels ; in 1898, it was 700,790 barrels,

In 1894, the quantity was 829,104, but there has since then been a gradual reduction.

Taking the production of illuminating oils by the Canadian refineries, we find that there, too, a standstill is also to be noted. Take, for example, the 10 years ending 1898 :

	Gallons.		Gallons.
1889	9,479,917	1894	11,289,741
1890	11,129,277	1895	10,711,378
1891	10,427,040	1896	11,207,150
1892	10,806,806	1897	10,493,449
1893	11,100,800	1898	11,804,667

With the above figures dealing with the different phases of the oil industry before us, it is clear that, while prospecting for new oil fields is vigorously going on, production is practically at a standstill.

Now then, with regard to the export trade. It cannot be said to be of a vigorous nature. And, in view of the conditions already pointed out, nothing else is to be expected. Taking the returns since 1890, we find the exports of crude and refined oil to be as follows :

	Crude. Gals.	Refined. Gals.
1890	352,050	6,754
1891	434,699	1,817
1892	440,395	511
1893	176,990	1,111
1894	66,549	2,191
1895	58,085	5,458
1896	2,125	16,116
1897	380	1,451
1898 .....	....	9,530

Once since Confederation the export of crude and refined oil aggregated 9,355,325 gallons. That was in 1873, but two years later it was down to 9,844 gallons. In 1877, however, it was up to 3,926,139 gallons. The smallest quantity exported in any one year was in 1882, when only 662 gallons were shipped out of the country. Most of the oil exported goes to the United States, although occasionally Newfoundland has been the larger purchaser. In 1896, for instance, of the 16,116 gallons of refined oil exported 10,066 went to the latter, while in 1898 the United States took 143 gallons of the 9,530 gallons exported.

At one time quite a little crude oil was bought in Canada and shipped to the United States as an admixture for train oil, but this was finally discontinued on account of tariff interference.

The chief oil-producing districts in Can-

ada are in Western Ontario, where the oil is found at a depth of 370 to 500 feet. Oil has also been found in Quebec, Nova Scotia, New Brunswick and the Northwest Territories. In the last-named part of the Dominion prospecting and boring has been carried on with some activity during the last few years, and hopes for a largely increased production are centred there. But so far the results have not been so great as the anticipations.

ELEMENTS OF SUCCESS.

STUDY of the characteristics of business men who have been successful is always interesting, for one man's success is often due to attributes that are notably deficient in another equally successful merchant.

It is not an infrequent occurrence for a young man to start in business without anything like a full knowledge of the particular trade in which he is risking his fortune, and to make a success, despite warnings and predictions to the contrary. In such case it is generally true that the young man, though lacking in technical knowledge, is of a genial disposition and strong character, and the mistakes due to ignorance are at first counteracted by his manner to his customers, and made with ever-lessening frequency because of his aptitude to profit by error.

On the other hand, we sometimes see a somewhat older man, who has never been a really first-class clerk because of lack of tact, genialty or some of the other characteristics that attract customers, open out, and by sheer force of his knowledge of his business win a steadily increasing trade. He knows how to buy and sell, and so his goods attract custom, where he himself might not.

It is natural that a merchant should be successful who possesses, in addition to an inherent talent of pleasing customers, a thorough understanding of his business. But such instances as those mentioned are the specially instructive ones, as they teach the student of human nature that "the man with one talent" is not necessarily excluded from success in business ; that prosperity is not the prize of the gifted man, but rather of him who works for it with a determination to win.

CANADA ADOPTS THE U.S. TIRE BOLT LIST.

HARDWARE AND METAL last week intimated that the manufacturers in Canada were likely to adopt the United States list on tire bolts. It is this week able to announce that they have. The new list went into force on Thursday, January 25.

On $\frac{1}{4}$'s the advance on the old list is 15c. per 100 lb., and on 5-16's it is 30c. The list on 3-16's and $\frac{3}{8}$'s is unchanged :

SIZE.	3/16	$\frac{1}{4}$	5/16	$\frac{3}{8}$
1 In.	\$0 60	\$0 95	\$1 40	\$2 20
1 $\frac{1}{8}$ "	60	95	1 40	2 20
1 $\frac{1}{4}$ "	60	95	1 40	2 20
1 $\frac{3}{8}$ "	65	1 00	1 40	2 20
2 "	70	1 05	1 47	2 20
2 $\frac{1}{8}$ "	75	1 10	1 54	2 30
2 $\frac{1}{4}$ "	80	1 15	1 61	2 40
2 $\frac{3}{8}$ "	85	1 20	1 68	2 50
3 "	90	1 25	1 75	2 60
3 $\frac{1}{8}$ "	95	1 30	1 82	2 70
3 $\frac{1}{4}$ "	1 00	1 35	1 89	2 80
3 $\frac{3}{8}$ "	1 05	1 40	1 96	2 90
4 "	1 10	1 45	2 03	3 00
4 $\frac{1}{8}$ "	1 15	1 50	2 10	3 10
4 $\frac{1}{4}$ "	1 20	1 55	2 17	3 20
4 $\frac{3}{8}$ "	1 25	1 60	2 24	3 30
5 "	1 30	1 65	2 31	3 40
5 $\frac{1}{8}$ "	1 35	1 70	2 38	3 50
5 $\frac{1}{4}$ "	1 40	1 75	2 45	3 60
5 $\frac{3}{8}$ "	1 45	1 80	2 52	3 70
6 "	1 50	1 85	2 59	3 80

The discount has also been changed, being now 60 per cent. instead of 60 and 10 per cent. On an average specification the price is now about 20 per cent. higher than under the old list and old discount.

The list which this new one succeeded was issued October 16, 1884.

HARDWARE AND METAL learns that revised lists are likely to be issued covering other descriptions of bolts.

CANADIAN BROOMS DEARER.

Canadian manufacturers of brooms have advanced all prices in proportion to the cost of raw material, or about 20 per cent., over and above previous quotations. The cheapest brooms now on the market are \$3.20 per dozen, and it is very difficult to secure short corn for this grade, as only a limited amount is procurable by sorting over bales. Merchants will require to assort their orders, including the larger and better grades of brooms.

The advance not only applies to corn, but wire, handles, twines, and other accessories are likewise affected.

More satisfaction can be secured to both buyers and consumers, as the extra cost of a first purchase to the consumer is a com-

paratively small item to each family, as three or four brooms will now last a year, instead of six, as formerly. Better results will then be obtained by all parties concerned.

It will also be more advantageous to dealers, as a relatively better profit can usually be made on a high-priced article than on a low-priced one.

The new prices on bamboo carpet brooms, per dozen, net, are as follows :

A-4	string, plush finish	\$5 20
B-4	" fancy "	4 90
C-3	" plush "	4 60
D-3	" fancy "	4 30
F-3	" wire "	4 00
G-3	" wire "	3 70
I-3	" wire "	3 40
K-2	" (for girls)	3 20

A NEW IRON WOOD SCREW LIST ADOPTED.

A new list of prices has been issued by the Canadian manufacturers of iron wood screws. It is uniform with the list issued by the screw manufacturers in the United States. The discount remains unchanged at 80 per cent. In regard to both price and discount, the Canadian and United States manufacturers are now uniform.

The new list is as follows :

No. Inches.	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	20	22	24	26	28	30	
$\frac{1}{16}$	63	63	63	63	63																					
$\frac{1}{8}$	63	63	63	63	63	63	64	71	80	84																
$\frac{3}{16}$	63	63	63	63	64	66	76	80	84	87	92	100														
$\frac{1}{2}$	63	63	63	63	67	72	78	85	88	91	95	100	105	115												
$\frac{3}{4}$	63	64	65	70	77	82	88	92	97	105	110	115	125	135	140	165										
$\frac{7}{8}$	65	67	70	75	82	87	92	95	105	110	115	125	135	160	185											
1.....	73	76	80	87	92	98	105	115	120	125	140	160	185	210	230	265	315									
1 $\frac{1}{8}$	80	83	91	98	105	110	115	120	130	140	155	175	200	230	255	280	335	400	475							
1 $\frac{1}{4}$	90	95	100	105	110	120	125	130	140	155	170	190	220	245	275	315	350	420	495							
1 $\frac{3}{8}$	120	125	133	140	145	150	160	170	185	205	235	265	300	340	400	470	525									
2.....	130	135	140	150	155	160	170	180	205	235	265	295	330	385	440	490	550									
2 $\frac{1}{8}$	145	150	155	160	165	175	185	200	220	245	285	325	365	410	485	525	575									
2 $\frac{1}{4}$	175	180	185	190	200	210	215	225	240	260	305	340	375	415	520	585	650									
2 $\frac{3}{8}$	220	225	230	235	240	245	255	265	285	325	365	405	475	570	680	740										
3.....	260	265	270	275	280	285	290	300	315	340	385	440	510	615	685	770	940									
3 $\frac{1}{8}$																										
4.....																										
4 $\frac{1}{8}$																										
5.....																										
6.....																										

The advance on some of the smaller sizes is material, being about 55 per cent. But these smaller sizes both the Canadian and the United States manufacturers claim to have been making at a loss heretofore. On the larger sizes the advance is from 22c. per 100 lb.

It was January 1, 1891, that the list which this new one supersedes was issued.

PETROLEUM HIGHER.

The continued stiffening in the petroleum market has again resulted in an advance in many lines, the rise amounting to $\frac{1}{2}$ c. The changes result in the following quotations : Sarnia prime white, 17c. ; Sarnia water white, 18 $\frac{1}{2}$ c. ; photogene, 19c. The advance in wages and raw materials is given

as the reason for the rise in prices, which is in proportion to this advance noted in the United States market.

PRICE OF COIL CHAIN IN MONTREAL.

Jobbers in Montreal this week sent out a new scale of prices on coil chain, which calls for an advance of 50c. on the smaller, and from 30 to 35c. on the larger sized chain.

The new list compared with the old is as follows :

Size.	New List.	Old List.
No. 6.	\$ 12 $\frac{1}{2}$	\$ 12
" 5.	11	10 $\frac{1}{2}$
" 4.	10 $\frac{1}{2}$	10
" 3.	10	9 $\frac{1}{2}$
$\frac{1}{2}$ -inch.	8 50	8 00
5-16 "	5 95	5 65
$\frac{3}{8}$ "	5 40	5 05
7-16 "	5 15	4 80
$\frac{1}{2}$ "	4 95	4 65
9-16 "	4 85	4 50
$\frac{5}{8}$ "	4 80	4 45
$\frac{3}{4}$ "	4 75	4 40
1 "		

AN IMPORTANT BUILDING UNDERTAKING.

IT is understood that the Bank of Montreal is contemplating some extensive building operations, on Craig street, Montreal, across Fortification lane in the rear of the main office on St. James street. Some

time ago the bank purchased the large building of The Canada Paper Co., and the one adjacent to it on the site in question.

The plans are still in the embryo stage, but it is expected that before the month of May some decision will be arrived at. Lack of space in the main office, and the necessity of providing office room for the staff of the new Trust Company has led to the proposed extension of the premises.

Three architects are in the running for the preparation of the plans and direction of the operations, viz., Waite, Taylor and Maxwell, and it is said that each has an equal chance.

The proposed building will be of the most modern character, and, naturally, there will be some large contracts in the heating, plumbing and lighting lines to be awarded.

KENTVILLE, N.S., AND ITS BOARD OF TRADE.

ONE of the most active boards of trade in Canada is that at Kentville, N.S. On January 15, it held its annual meeting and over 60 members were present. The membership of the board is over 100.

The Haliac Chronicle, in its report of the meeting of the board, declared that "no town in the Province can get up such an annual meeting as is held by this board. The board induced the merchants of the town to hold a merchants' week at Christmas time, and the town was crowded with buyers. Some days over 2,000 people came in. The board is unique in many ways and takes hold of many things that other boards do not think of."

In the absence by illness of the president, C. L. Dodge, James Sealy, vice-president, occupied the chair. On his right was seated M. G. DeWolfe, president of the Maritime Board of Trade, and on his left P. Innes, president of the Kings County Board of Trade. The members of the council occupied seats at the front of the hall.

Kentville, it might be mentioned, is, this year, to be the scene of the annual gathering of the Maritime Board of Trade, a most important and representative organization.

THE PRESIDENT'S ADDRESS.

GENTLEMEN,—I have pleasure in congratulating the board upon the continued prosperity of our trade and industries, and the general welfare of our community. Our merchants have had, upon the whole, a very successful year, and the volume of business done has been upon a satisfactory, increasing and fairly remunerative scale. The same remarks hold true of our manufacturing industries; and this is especially gratifying, because their success and expansion means a steadier and wider field for labor, a larger circulation of money, to the manifest advantage of our trade and town.

During the year money has been fairly plentiful, and obligations have, as a rule, been promptly and fully met. The fruit, root and cereal crops of the country have been large and of excellent quality, in the main profitable returns have been realized by our producers. It is estimated that the apple crop alone of the past season will realize not less than \$500,000; and it will readily be understood what an encouraging and stimulating effect the success of the farming community has upon the trade of the town. Another point may be mentioned as an index of our prosperity, namely, that of the total import duties for the county during the last year, amounting to \$10,653, almost two-thirds of the whole, or \$6,817, was paid by Kentville importers.

In this connection it may be worthy of note that our merchants have been able to meet the competition of the great departmental stores, and our people are becoming more and more convinced of the folly of sending away for goods which can be procured at home of equal quality on as favorable terms.

A conference of the Provincial Board of Trade, at which your board was represented, was held in Halifax in March last, when various matters affecting the trade and interests of the Province came up for discussion.

The annual meeting of the Maritime Board of Trade was held in St. John, N.B., in August last, at which your board was represented by a strong and efficient delegation. A very interesting and useful meeting was held, and a number of subjects of interprovincial and public interest were discussed and dealt with. The members of the St. John Board were untiring in their attentions to and entertainment of the visiting delegation.

It gives me great pleasure to report that the next annual meeting of the Maritime Board will be held in Kentville, under the presidency of our zealous and untiring ex-president, Mr. De Wolfe, with our indefatigable secretary, Mr. Calkin, as secretary of that board. The meeting will be attended by leading representative men of the three Provinces, and, it is anticipated, will be of an eminently useful and interesting character. I need scarcely say that I rely with confidence that the members of the board and the citizens will vie with each other in their generous entertainment of the visitors who will honor us with their presence on that occasion.

Turning now to more immediate local considerations, it is gratifying to note that The Nova Scotia Carriage Co., Limited, in which your board took a warm interest, has been successfully organized, has erected handsome and commodious premises, and has so extended its output and operations that a large addition has had to be made to its staff of permanent employees. Another enterprise, in the formation of which your board also assisted, is The Cornwallis Valley Packing Co., Limited, which, although it only began operations late in the fall, has already done a large business, and gives promise of important and profitable development. Mention may also be made of The Kerr Vegetable Evaporating Co., owned in Kentville, with factory at Canning, whose goods are sent as far as British Columbia and the Klondyke on the one hand, and to South Africa, and even as far as Australia, on the other. It is a matter of great regret that one of our most important and enterprising establishments, The Lloyd Manufacturing Co., was unfortunately burned down last week. It had attained a wide and enviable reputation, and it is confidently hoped that this unfortunate disaster, though a severe one, will only be a temporary check to its prosperous career. I may add here that there is ample room and opportunity for the establishment of more industries in the town with reasonable, and even with encouraging, prospects of success, and the board is at all times willing and ready to furnish reliable information and aid to bona fide enterprises seeking a suitable location.

Kentville continues to be, as the beauty and attractiveness of its situation and surroundings entitle it to be, a favorite resort of the tourist and traveling public. Its many natural advantages and exceptional railway facilities, in conjunction with its superior hotel and boarding house accommodations attract year by year large numbers to spend their summer vacations with us. Your board has always been active in fostering this business, believing it to be of considerable benefit to the town; and it is suggested that the issue and circulation of a neat, illustrated and well-written booklet would do much to still further advertise and popularize the town.

The near opening of our fine new post office and Customs building will be a great convenience to our merchants and citizens.

The amalgamation of the schools of agriculture and horticulture and the location of a combined establishment and experimental farm in the best suitable situation was strongly advocated by your board, and had the active support of our representatives, Messrs. Dodge and Wickwire, with the re-

sult that the principle contended for was sanctioned by the Legislature, but so far no action has been taken in the matter.

Numerous other matters have engaged the attention of the board during the year, such as public sewerage for the town, the improvements of the streets and the desirability of putting up signboards with their names, an all-night electric light service, a public park for the town, the advantage of establishing periodical county fairs, telephone rates and facilities, and other like subjects of more or less public interest and importance.

Although ours is but a young organization the enterprising and aggressive character of its action in all matters pertaining to the welfare of the town and the community, and the remarkable measure of success which has attended its efforts, mark it as one of the most potent factors for good in our recent history. It is sincerely hoped that now being so securely established, it will go steadily forward in its career of progressive usefulness and to continue to merit and to receive the support and approbation of the public.

Finally, gentlemen, in retiring from the responsible office to which you did me the honor of electing me, I have to gratefully acknowledge the uniform courtesy and valuable assistance which I at all times received from the members of the council and board and especially from your energetic and faithful secretary, Mr. Calkin.

All which is respectfully submitted,

C. L. DODGE, President.

The officers elected for 1900 were:

President—Rufus W. Eaton.

Vice-president—James E. Burgess.

Secretary and Treasurer—G. E. Calkin.

Assistant Secretary—F. W. Rand.

Council—C. L. Dodge, Jas. Sealy, J. P. Chipman, A. D. McRae, R. S. Eaton, W. E. Porter, H. H. Wickwire, John Dow, T. P. Calkin, L. deV. Chipman, H. S. Dodge and C. S. Nixon.

Auditors—J. W. King and W. P. Shaffner.

Seventeen new members were added to the board.

R. S. Eaton brought up the question of a standard apple barrel and the board passed a resolution similar to one passed by the municipal council and the Kings County Board of Trade in reference to a standard barrel of 100 quarts dry measure.

A third and final dividend on the estate of Charles Bertrand, general merchant, Isle Verte, Que., of 12c. on the dollar has been declared.

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.

Limited

HAMILTON, ONT.

ST. JOHN HARDWAREMEN DINE.

THE Iron and Hardware Association of St. John, N.B., held its annual dinner at the Royal hotel on January 16. According to the Sun it was one of the events of the season. The company was a distinguished one, the dinner itself was a grand success, and the speeches delivered were such as would reflect credit upon any organization.

The handsome dining hall was attractively decorated for the occasion, and the proprietors of the Royal did their part in an eminently satisfactory manner. The menu card was somewhat of a novelty. It was a very pretty thing, and contained the names of all the officers of the organization. The card itself was as follows:

Oysters on Shell.	
Queen Olives.	
Sherry.	
Mock Turtle.	A la Royal.
Salted Almonds.	Shredded Lettuce.
Haute Sauterne.	
Boiled Chicken, Halibut, Parsley Sauce.	
Boiled Ham, Sauce a la Essence.	
Champagne.	
Roast Turkey, Cranberry Sauce.	
Roast Ribs of Beef, Horse Radish Sauce.	
Roast Saddle of Mutton, Red Currant Jelly.	
Sweet Breads fried in Crumbs.	
Royal Punch.	
Roast Partridge.	Quail on Toast.
Lobster Salad.	
Mashed Potatoes.	Green Peas.
Celery.	Cheese.
Claret.	
Plum Pudding, Hard and Cognac Sauces.	
Mince Pie.	Apple Pie.
Swiss Cream.	Champagne Jelly.
Port Wine.	
Desert.	
Creme De Cacao Ice Cream.	
Coffee.	Liqueurs.

The following gentlemen were present: Robt. B. Emerson, the president, who was chairman, with Mayor Sears on his right and T. G. Hawthorne, of Quebec, on his left; S. Hayward, who filled the vice chair, with D. J. McLaughlin, the president of the Board of Trade, on his right, and Thomas McAvity on his left; W. H. Thorne, P. McMichael, M. E. Agar, Geo. H. Horton, W. S. Fisher, James Pender, Ald. Robinson, Geo. McAvity, H. H. McAvity, H. G. Rogers, Thos. Bell, Geo. McDonald, T. C. Lee, D. Hudson, James Harrison, Geo. W. Ketchum, W. S. Keith, of Greenwood, B.C., I. H. Hallett, of the same place, J. P. Macintyre, H. R. Dunn, John Keefe, J. T. A. Dibblee, of Woodstock, J. H. Doody, Fred Foster, A. M. Rowan, G. Crawford, H. H. Mott, D. J. Morris, J. J. Barry.

The company spent a long time in the discussion of the good things on the bill of fare. The following toasts were then honored: "The Queen," proposed by the chairman; "Our Association," proposed by the chairman, and responded to by W. H.

A Prosperity Basis.

Your order for paint this year must be given on a prosperity basis. These are good times and full of opportunity for paint selling.

Your customers will want more paint than ever before. They'll want **good** paint, too. Are you planning to meet their demands?

Trying to push low grade paint will be a waste of time and energy now. This is the opportunity to push the merits of **good** paint, and you'll lose if you don't take advantage of it.

Build your reputation this year on

THE SHERWIN-WILLIAMS PAINT

There never was a better time to start. S.-W.P. has been making great gains through all the years. What will it do in this year of prosperity?



THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

Canadian Division:
21 St. Antoine St.,
Montreal.

CLEVELAND. BOSTON.
CHICAGO. TORONTO.
NEW YORK. SAN FRANCISCO.
MONTREAL. KANSAS CITY.

Thorne; "Our Sister Associations," proposed by the vice-chairman and spoken to by Thos. McAvity and J. C. Botterill, of Montreal; the "City of St. John," suggested by M. E. Agar and responded to by Mayor Sears and Ald. Robinson; the "Board of Trade," proposed by A. M. Rowan and spoken to by President McLaughlin and W. S. Fisher; the "Iron and Hardware Manufacturers," proposed by Mr. Hayward and responded to by several gentlemen; "Our Guests," spoken to by J. T. A. Dibblee, of Woodstock, T. G. Hawthorne and J. C. Botterill; the "Ladies," to which A. M. Rowan, H. H. McAvity, J. C. Botterill and J. Harrison spoke.

NEW PRICES ON EAVETROUGH.

A new list of prices has been issued on eavetrough. It is as follows:

O. G. pattern— Girth in inches					8	10	12	15
Per 100 ft.....					\$3.00	\$3.75	\$4.30	\$5.75
O. G. High-back pattern— Girth in inches							12	15
Per 100 ft.....							\$1.30	\$5.75
Half-round pattern— Girth in inches	7	8	10	12		14	15	16
Per 100 ft.....	\$2.95	\$3.20	\$3.75	\$4.30	\$5.35	\$5.75	\$5.75	\$6.00
Styles A, D, C, and E; O. G. round bead on outside— Girth in inches						10	12	15
Per 100 feet.....						\$3.85	\$4.40	\$5.85
Style D.— Girth in inches							15	18
Per 100 feet.....							\$6.00	\$7.10
Eavetrough mitres— Girth	7	8	10	12	14	15	16	18
Each.....	8c.	10c.	12c.	14c.	16c.	18c.	20c.	25c.

The foregoing prices to apply to trough sold in 8 ft. lengths.

All 10 ft. trough to be sold at 10c. per 100 ft. additional.

The prices named are for trough f.o.b. the respective places where the manufacturers or jobbers are located. No allowance is to be made for freight.

Whenever trough is crated, the crating shall be charged for on the following basis: Crating 300 feet or less, 30c. Add 5c. for each additional 100 ft. or fraction thereof. On orders of 1,000 ft. or over in one shipment 5 per cent. will be allowed off the prices named above. In no case is the cash discount to exceed 3 per cent.

The new list took effect January 15.

TRADING STAMPS IN GUELPH

At a recent meeting of the Guelph Board of Trade a communication was received from the Peterborough board, asking for the cooperation of the former in their endeavor to suppress the trading stamp scheme.

President Bollert and Mr. J. C. Keleher characterized the trading stamp scheme as a fraud and an imposition upon the people. Other members of the board also expressed themselves in opposition to the trading stamp method of drawing custom to stores.

Resolutions passed by the board of Peterborough praying that legislation be passed such as will effectually stop this burden on trade, were submitted with the communication, and were on motion of Messrs. McElderry and Stull, approved by the Guelph board.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

WMANN & CO., Bicycle dealers, London, Ont., have assigned to H. Hawthorne, and a meeting of creditors has been called for February 2.

T. Pouliot, general merchant, St. Samuel, Que., has assigned.

Camille Parent, harnessmaker, Buckingham, Que., has assigned.

H. Smith, general merchant, Aberarder, Ont., has assigned to Marshall Sanders.

Urbain Babineau, general merchant, St. Louis, N.B., is offering 40c. on the dollar.

J. H. Robertson, general merchant, New Richmond, Que., is offering 50c. on the dollar.

E. T. Fournier & Co., departmental merchants, Ottawa, are offering 45c. on the dollar.

George Drolet, general merchant, etc., Ancienne Lorette, Que., has obtained extension.

John Hyde has been appointed curator of A. I. Parker, general merchant, River Beaudette, Que.

A meeting of the creditors of Peter Mc-Swee, general merchant, Amherst, N.S., has been held.

A meeting of the creditors of A. Leblanc, hardware dealer, Montreal, has been called for January 30.

A meeting to appoint a curator for the estate of J. E. Legare, general merchant, Lyster, Que., has been called.

F. X. Hudon, general merchant, St. Flavie Station, Que., has assigned to V. E. Paradis, provisional guardian.

PARTNERSHIPS FORMED AND DISSOLVED.

Partnership has been registered by Boisvert & Co., general merchants, Ste. Gertrude, Que.

Field Bros., general merchants, Napier, Ont., have dissolved, George F. Field continuing.

Reid & Brooks, general merchants, Gracefield, Que., have dissolved; W. D. Brooks continues.

J. T. North and David E. North have registered partnership as general merchants, etc., under the style of J. B. North & Son, Hantsport, N.S.

The stock of the estate of P. Sussex, general merchant, Bothwell, Ont., is to be sold.

McLaurin & Kerr, tinsmiths, etc., Metcalfe, Ont., have dissolved, James McLaurin continuing alone.

Julien and Adhemar Desroches have registered partnership under the style of Desroches & Frere, carriagemakers, Montreal.

Oliva and Victor Drolet have registered partnership under the style of Drolet &

Frere, blacksmiths and carriagemakers, Granby, Que.

Arthur and Delphis Dufresne have registered partnership as carriagemakers, under the style of Dufresne & Frere, St. Ephrem D'Upton.

SALES MADE AND PENDING.

The assets of A. Tessier, general merchant, St. Casimir, Que., are to be sold on January 26.

The assets of Mrs. Josephine Clairmont, general merchant, Sarsfield, Ont., are to be sold at auction.

The stock of Joseph Gouin, general merchant, St. Norbert, Que., has been sold at 65c. on the dollar.

The assets of L. O. Couture, general merchant, St. Gedeon (Chicoutimi Co.), Que., are to be sold on January 27.

CHANGES.

J. D. Burns, hardware dealer, Picton, Ont., has been succeeded by Carter Bros.

James Argo, general merchant, Fergus, Ont., has been succeeded by James Argo & Co.

Morfit & Raincock, general merchants, Gladstone, Man., have sold out to R. E. Broadfoot.

Walter A. French, carriagemaker, Sydney, N.S., has consented for his wife, Minnie French, to do business in her own name.

FIRES.

A. Bonhomme and G. Marceau, saddlers, Quebec, have suffered loss by water; insured.

DEATHS.

Wm. A. Westland, of Westland Bros., painters and wall paper dealers, London, Ont., is dead.

INQUIRIES FOR CANADIAN GOODS.

Mr. Harrison Watson, curator of the Canadian section of the Imperial Institute, London, England, is in receipt of the following inquiries:

A Liverpool house desires to hear from Canadian manufacturers of wood blocks for mangle rollers for which they could place several orders.

An importing house possessing a connection with picture frame makers asks for names of Canadian manufacturers who can supply oak mouldings.

A Midlands firm of manufacturers wishes to hear from Canadian importers of elastic boot webs, boot looping, garter webs, skirt bindings, ladies belts, etc.

The manufacturers of a patent metal seek a Canadian resident agent of good standing.

A London dealer in high-grade goods would like to hear from Canadian packers of smoked salmon in thin slices, in oil, in tins.

A Glasgow importer would like to hear from Canadian manufacturers of cheap bedroom furniture.

A Bristol house is open to import ash hay-forks and hickory pick-handles.

A Glasgow firm of merchants possessing a connection with the confectionery and wholesale grocery trade seeks agencies of Canadian products. They also have a house in China and are open to consider agencies for the far east.

A Paris (France), commission agent asks for samples and prices of Canadian wood bicycle rims for which he has an opening.

F. W. UNITT ASSIGNS.

F. W. Unitt, dealer in general hardware and plumbers' supplies, 364 Queen street west, Toronto, has assigned to J. P. Langley, Toronto. His liabilities are in the neighborhood of \$20,000, but his assets are not nearly so large. Mr. Unitt was largely interested in real estate. A meeting of creditors has been called for Thursday, February 1. Mr. Unitt is a hardwareman of many years' standing in Toronto.

**IVER
JOHNSON
BICYCLES**

**NOT
CONTROLLED
BY THE
TRUST**

**HONEST
CYCLES
at...
HONEST
PRICES**

Bicycles as Hardware

Many good hardware dealers sell bicycles in connection with regular lines and find it profitable. They are more easily handled than cement, putty, nails, shovels, and hundreds of other things handled by the hardware merchant.

The percentage of profit is good, and the trade attracted by the bicycle line is also to be considered.

Iver Johnson Cycles

... ARE ...

Well-known, well-liked, and well-made.

They stand up.

We have an interesting proposition for dealers in the way of prices and discounts.

Write for it

**IVER JOHNSON'S
ARMS & CYCLE WORKS,**

BRANCHES:—

NEW YORK—99 Chambers St.

BOSTON—408 Washington St.

WORCESTER—304 Main St.

FITCHBURG,

MASS.

H. S. HOWLAND, SONS & CO.

HARDWARE
MERCHANTS

37-39 Front Street West, **Toronto.**

WHOLESALE
ONLY

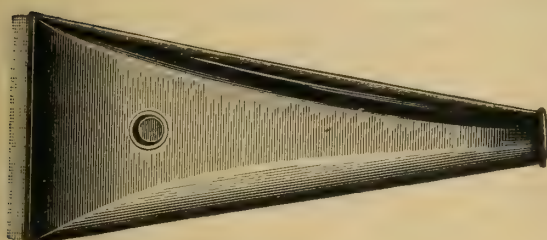
HORSE CLIPPERS

*Boker's "Dandy"
Boker's "Keen Cut"*



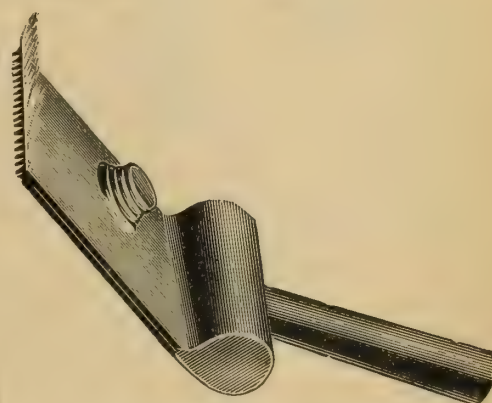
*Boker's "Perfection"
Boker's "Ball-Bearing"*

Also "Newmarket" Celebrated Clippers.

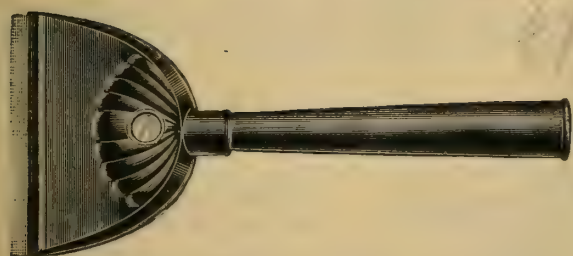


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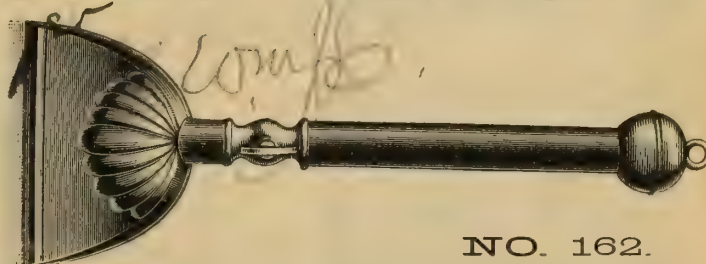
HORSE SINGERS



"ECLIPSE."



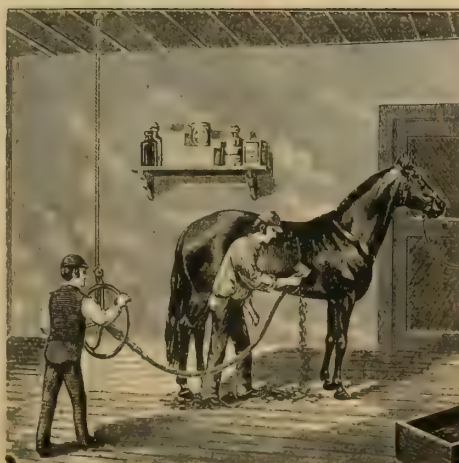
NO. 160.



NO. 162.

CHICAGO FLEXIBLE-SHAFT HORSE CLIPPERS

**NO BELT
NO SLIP**



**FASTEST CUTTING
SIMPLEST AND BEST**

H. S. HOWLAND, SONS & CO., TORONTO.

OUR PRICES ARE
RIGHT.

Graham Cut and Wire Nails are the Best.

WE SHIP
PROMPTLY.

MARKETS AND MARKET NOTES.

QUEBEC MARKETS.

MONTREAL, January 26, 1900.

HARDWARE.

THE prospects for spring trade are promising if the flow of forward orders are a fair criticism, and they certainly ought to be. Every line on the list is being called for on spring account, and the movement of goods during April will be very large. Prices all around are firm, the only exception being brass and copper wire, which are rather lower. On the other hand, barbed and smooth wire are firm. Wire nails are well inquired for, and there is a fair trade in horseshoes. Rope is steadily advancing, and in heavy material several important advances have to be noted, and are referred to elsewhere.

BARBED WIRE—All the jobbers report numerous orders for future shipment. The base price is unchanged at \$3.72½.

SMOOTH STEEL WIRE—Makers and jobbers note an active inquiry on forward account. We quote \$3.45 per 100 lb. base.

GALVANIZED WIRE—Firm at the rise,

with plenty of orders for April shipment. We quote: Nos. 6, 7 and 8 gauge, \$4.37½; No. 9, \$3.47½; No. 10, \$4.52½; No. 11, \$4.57½; No. 12, \$3.62½; No. 13, \$3.72½; No. 14, \$5.12½; No. 15, \$5.42½; and No. 16, \$5.62½.

FINE STEEL WIRE—Unchanged, with discounts 12½ per cent.

BRASS AND COPPER WIRE—In sympathy with advices from the United States, prices are rather lower. Discounts now are 50 and 7½ per cent. on brass, and 50 and 2½ per cent. on copper wire.

FENCE STAPLES—Orders for these goods for spring shipment are plentiful. We quote: \$3.75 on bright and \$4.35 on galvanized.

FINE STAPLES—These continue firm at last week's rise. Discounts are: Coopers' staples, 45 per cent.; poultry netting, 35 per cent., and electrical, etc., 35 per cent. off list.

WIRE NAILS—Orders for these are coming in well for forward account. We quote, \$3.45, with car lots \$3.35.

CUT NAILS—There is a fair inquiry for

these and prices are steady at \$2.85 f.o.b. Montreal, with car lots \$2.75.

HORSE NAILS—Trade fair and discounts the same, 50 per cent. on Standard, and 50 and 10 on Acadian.

HORSESHOES—There is a good inquiry for these. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow shoes, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; X L steel shoes all sizes, 1 to 5, No. 2 and larger, \$4.20; No. 1 and smaller, \$4.45; feather-weight, all sizes, \$5.45; toe weight steel shoes, all sizes, \$6.55 f.o.b. Montreal.

BOLTS, ETC.—The new list on these has not yet been issued, but it is expected that it will be this week.

NUTS AND WASHERS—The same remarks apply to this line.

RIVETS, ETC.—Firm. Discounts are: Black and tinned 45 per cent.; ditto, burrs, 40 per cent.; copper rivets and burrs, 35 per cent.

WRINGERS—There is no change in these.

"Model" Refrigerators



Removable Ice Box

Easily cleaned.

Best Arranged Zinc Linings

No liquids can come in contact with wood and sour.

Cerite Linings

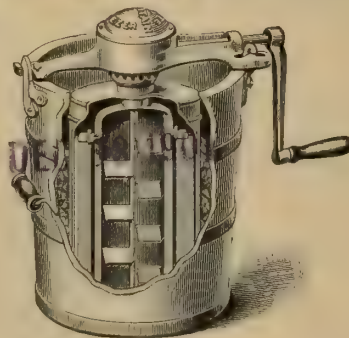
An improvement on Charcoal Linings.

A non-heat conductor and waterproof.

Natural Wood Finish, Solid Bronze Locks and Hinges.

Improved "White Mountain"

Ice Cream Freezers.



Triple Motion Duplex Dasher

Double, self-adjusting, wood scraping bars.

Waterproof Tub

Bound with heavy, galvanized iron hoops.

Gearing

Completely covered. Cannot clog with dirt.

CREAM CAN BE FROZEN IN
4 MINUTES.

See the samples our travellers are carrying, or write our nearest house for prices, before ordering.

THE McCLARY MFG. CO.

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER

FOR PROMPT SHIPMENT ORDER FROM "McCLARY'S."

Want to get on faster?

Use Apollo galvanized iron.

Apollo Iron and Steel Company
26 St Sulpice Street
Montreal

Cements { **PORTLAND
ROMAN
KEENE'S**

Bricks . . { **FIRE
BUILDING
PAVING**

Sand . . . { **SILICA FIRE
MOULDING
BUILDING**

F. HYDE & CO.

31 Wellington street, MONTREAL

English Castor Oil

GUARANTEED PURE.

Pharmaceutical, Tasteless, Cold Drawn
First Pressure
Second Pressure

In cases of 2 tins and in barrels. Stocked
by all Hardware, Oil and Color men.

The Hull Oil Manufacturing Co.

LIMITED

B. & S.H. THOMPSON & CO.

Agents for Canada - MONTREAL

CANADA IRON FURNACE CO.,

Manufacturers of Limited

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que.
Lac a lac Tortue.

Three Rivers.
Grand Piles.

Geo. E. Drummond,

Managing-Director and Treasurer

CHURNS—Trade is quiet and discounts unchanged.

CORDAGE—The market steadily advances. We quote: Manila, 7-16 and up, 15½ to 16c.; ¾, 16½c., and ¼ and 5 16, 17c. Sisal, 7-16 and up, 13 to 13½c.; ¾, 14c.; ¼ and 5-16, 14½c.

FIREBRICKS—Remain the same at \$19 to \$24 per 1,000, as to brand.

CEMENT—Quiet and steady. We quote: Belgian, \$2.10 to \$2.40; English, \$2.45 to \$2.60; German, \$2.60 to \$2.80.

METALS.

There has been a generally firm disposition to the heavy iron and metal market during the week. Copper, spelter and tin, all have recorded advances abroad, and the latter has been marked up on spot 1c. Tin-plates are higher here, and so is Scotch pig, for which \$30 is now asked in small lots. Canada plates are higher, and there has also been a general advance in coil chain. Some lines of iron pipe are also up.

PIG IRON—The pig iron market steadily stiffens, and for small lots of No. 1 Scotch pig \$30 is now asked, but we quote \$28 to \$30 as to quality. For spring delivery the quotation is \$24.50.

BAR IRON—Makers say they are deluged with orders for this material, both for prompt and spring delivery, and the base price is firmly held at \$2.50.

BLACK SHEETS—Prices on these point upwards. We quote: 8 to 15, \$3.10; 18 to 20, \$2.90; 22 and 24, \$2.95; 26, \$3.10, and 28, \$3.15.

STEEL—Continues firm. We quote: Sleighshoe, \$3; tire, \$3; spring, \$3.60; machinery, \$3.75 and toe calk, \$3.65.

GALVANIZED IRON—Prices are well held, under a good inquiry. We quote: No. 28 Queen's Head, \$4.75 to \$5.00, and No. 26, \$4.50 to \$4.75; Comet, No. 28, \$4.45 to \$4.70, and No. 26, \$4.15 to \$4.45.

INGOT COPPER—This continues firm abroad, but spot prices are unchanged at 18 to 19c.

INGOT TIN—There has been a jump of £5 in the price of spot tin in London, while in New York it is \$1.25 per 100 lb. higher. Here prices are quoted 1c. higher, at 31c.

LEAD—This metal has continued easy outside, but the fact has not exerted any influence on spot prices, which are unchanged at \$4.50 base.

LEAD PIPE—Quiet. We quote: 7c. for ordinary and 7½c. for composition waste, with 15 per cent. off.

IRON PIPE—There has been an advance in several sizes. We quote: Black pipe, ¼, \$3.40; ¾ to ½, \$3.60; ¾, \$4; 1, \$6; 1¼, \$7.60; 1½, \$9.75, and 2-in., \$13.35.

TINPLATES—Demand for forward shipment is active, prices on coke are 10c. higher, and extras have also been advanced.

STEEL

**BARS PLATES
SHEETS BEAMS
ANGLES CHANNELS**

FOR IMPORT.

We solicit your specifications.

A. C. LESLIE & CO.
MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDOUGALL CO., Limited

Manufacturers, Galt, Canada.

ADAM HOPE & CO.

30 JOHN STREET N.

Hamilton, Ont.

GALVANIZED SHEETS

"QUEEN'S HEAD"
"COMET"
"APOLLO B B"
"JUNIATA"

STEEL SHEETS

20 to 28 Gauge

**TIN PLATES
CANADA PLATES
SHEET ZINC
RUSSIA IRON**

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

A Third of a Century

is a long period for the supremacy of a brand of horse nails to have been maintained. The "C" brand, made by us for the past 34 years, has never been beaten in the contest for first place by any of our competitors. The only Gold Medal ever awarded in Canada for horse nails, was granted to us in open competition with the world. Such a creditable record has not been obtained without good cause.

Temporary success is comparatively easy to obtain; but for a manufacturer of horse nails not only to hold but to increase the popularity of his brand year after year, as we have done since 1865, over such a widely extended area as is comprised within the limits of the Dominion, from the Atlantic to the Pacific, it must have a more permanent basis than mere passing fancy. The "C" brand nails, when used, tell their own story: they represent the perfection of horse nail production. The basis of a good nail is good material. We now use the best Swedish charcoal steel nail rods exclusively, which is the best known material for the purpose.

Our nails are all hot-forged from the rods, as in the old-fashioned hand hammered process, but with greater uniformity. The pointing and finishing processes are done by machinery used exclusively by our company. All our nails are carefully hand-picked, in order that not a single imperfect nail may be found in a box bearing our name and brand. They are the most economical to buy and use, because they are the best and every box warranted. They are the same price as other good brands—and can be obtained from all leading hardware dealers.

In ordering, please specify particularly for the "C" brand, made by

**Canada Horse Nail,
Company.**

MONTREAL.

We quote: coke \$4.50, and charcoal \$4.75. Extras for X's have been advanced to \$1.00.

CANADA PLATE—Prices on these continue to stiffen, the figures being 15c. higher this week than last. We quote: 52's, \$3.15; 60's, \$3.25; 75's, \$3.35; full polished, \$3.50; and galvanized, \$4.75.

TERNE PLATE—Firmly held, at \$8.50.

SWEDISH IRON—Steady, at \$3.75.

COIL CHAIN—There has been a general advance in these lines. We quote: No. 6, 12½c.; No. 5, 11c.; No. 4, 10½c.; No. 3, 10c.; ¼-inch, 8½c.; 5-16, \$5.95; ¾, \$5.40; 7-16, \$5.15; ½, \$4.95; 9-16, \$4.85; ⅝, \$4.80; ¾, \$4.75; ⅞, \$4.75, and 1 inch, \$4.75.

SHEET ZINC—Firm at 6½c.

ANTIMONY—Unchanged at 10¼c.

SPELTER—Firmer abroad but unaltered here at \$5.25.

GLASS.

The demand is commencing to peg up again. We quote: First break, \$2.00; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4.00; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PAINTS AND OILS.

The indications continue most favorable in this branch of trade and an active business is pretty well assured. The only change this week has been an advance of 2c. in linseed oil.

WHITE LEAD—Best brands, Government standard, \$6.75; No. 1, \$6.37½; No. 2, \$6; No. 3, \$5.62½, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

DRY WHITE LEAD—\$5.25 in casks; kegs, \$6.

RED LEAD—Firm; casks, \$4.75; in kegs, \$5.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

PUTTY—We quote: Bulk, \$1.75; bladders, in bbls., \$1.95; bladders, in cases, \$2.05; in tins, \$2.25 to \$2.40.

LINSEED OIL—Raw, 62c.; boiled, 65c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 77c.; two to four barrels, 76c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—Firm; \$1.10 to \$1.30 per gallon.

CASTOR OIL—Firm; 7½ to 8c.

SEAL OIL—37½ to 40c.

COD OIL—32½ to 35c.

PARIS GREEN—Firmly held at the rise: 1-lb. packets, 19½c., and drums, 18½c.

NAVAL STORES—Fair demand for all lines, and prices show no change: Resins,

OAKEY'S 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

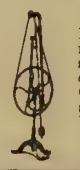
JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.
West Troy, N.Y.
DERBY SNAP.
With Plated Rust Proof and Guarded Spring.
"THE LATEST AND BEST."
For Sale by all Jobbers at Manufacturers' Prices.



PRIEST'S CLIPPERS
Largest Variety, Toilet, Hand, Electric Power ARE THE BEST. Highest Quality Grooming and Sheep-Shearing Machines. WE MAKE THEM. SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.



COATES' CLIPPERS
HAND AND POWER, easiest running made. Manufactured in every style and variety. Our power machines will meet every requirement. Our flexible shafts are tempered steel, and will not heat. 1899 catalogue ready.
Coates Clipper Mfg. Co.
WORCESTER, MASS.



Pullman Sash Balance Co.
Makers of the
"Pullman"
Hardware Specialties
Main Office and Works,
Rochester, N.Y., U.S.A.
On sale all round the globe.

Deseronto Iron Co.
LIMITED
DESERONTO, ONT.
Manufacturers of

Charcoal Pig Iron
BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

\$2.75 to \$4.50, as to brand; coal tar, \$3 to \$3.50; cotton waste, $4\frac{1}{2}$ to $5\frac{1}{2}$ c. for colored, and 6 to $7\frac{1}{2}$ c. for white; oakum, $5\frac{1}{2}$ to $6\frac{1}{2}$ c., and cotton oakum, 10 to 11c.

PETROLEUM.

In fair inquiry, at 18c. for "Acme," and 17c. for "Silver Star."

HIDES.

Unchanged. We quote: Beef, No. 1, 10c.; No. 2, 9c., and No. 3, 8c. Lamb-skins, 90c.

COAL.

Steady. We quote: Stove, \$6; chestnut, \$6; egg, \$5.75; Scotch grate, \$6.25; Scotch steam, \$4.25 to \$4.75; Tower ports steam, \$3.75 to \$4.

MONTREAL NOTES.

Iron pipe has advanced on several sizes. Coke tinplate prices have been put up 10c. Prices on linseed oil here are 2c. up on the week.

Prices on coil chain have been marked up all around.

Both manila and sisal rope are higher here this week.

There has been a decline on both brass and copper wire.

Ingot tin, in sympathy with outside markets, is 1c. higher.

There has been another advance of 15c. in Canada plate, making 35c. for the fortnight.

ONTARIO MARKETS.

TORONTO, January 26, 1900.

HARDWARE.

A GOOD healthy trade is being done, and the volume of business is rather better than it was a week ago. One of the features of trade this week is the large number of letter orders that are being received. Although a good many orders are for prompt shipment, the larger proportion of them are for forward delivery. As far as prices are concerned the chief interest is centred in iron wood screws and tire bolts, on which new lists have been issued. The lists on both these lines are now uniform with those obtaining in the United States. The discount on screws is unchanged, but that on tire bolts has been reduced to 60 per cent. A good many wire nails are being booked for future delivery, and some, at least, of the factories are working overtime, but nails are quiet. A few good orders are being booked for barbed and oiled and annealed wires. Ross braid truss cable wire has been advanced to \$4 per 100 lb. Toronto. A few orders for future delivery are being booked for certain lines of firearms. A good business is to be noted in both tinware and enameled ware. A large number of orders have been booked for such goods as elbows and lanterns for delivery next fall.



SHEET METAL FRONTS

IF YOU WANT

Any building to have an attractive appearance—perfect fire, damp and cold-proof protection, and pleasing durability—without costing much, use our SHEET METAL FRONTS, made complete with cornices, door and window caps, etc., in pleasing, artistic effects.

A remarkably satisfactory and economical finish for new buildings or improving old ones.

Send for our catalogue if you're interested in our practical building information.

THE METALLIC ROOFING CO.,
LIMITED,
MANUFACTURERS **TORONTO.**



BARBED WIRE—A few orders are being booked for fall delivery, but they do not amount to a great deal. Most of the orders are for future delivery, shipment to be made from Cleveland at \$3.47 $\frac{1}{2}$ for carload lots. The price f.o.b. Toronto, for less than carlots, is still \$3.72 $\frac{1}{2}$ per 100 lb. Ross braid truss cable has been advanced to \$4 per 100 lb. by the Canadian makers.

SMOOTH STEEL WIRE—A few orders for March delivery have been booked during the past week for oiled and annealed wire. The base price is unchanged at \$3.45 per 100 lb.

GALVANIZED WIRE—There is practically nothing doing, except for future delivery. Prices at Toronto are: Nos. 6, 7, 8 gauge, \$4.40; No. 9, \$3.47 $\frac{1}{2}$; No. 10, \$4.55; No. 11, \$4.60; No. 12, \$3.62 $\frac{1}{2}$; No. 13, \$3.77 $\frac{1}{2}$; No. 14, \$5.15; No. 15, \$5.45; No. 16, \$5.65.

WIRE NAILS—While there has been no further advance in prices the market is decidedly firm. The demand is active, and

some of the factories are working overtime. Base price, \$3.40 for carlots and \$3.50 for smaller quantities, f.o.b. Toronto, Hamilton and London.

CUT NAILS—There is still but very little doing. Base price, \$2.85 f.o.b. Toronto, Hamilton and London.

HORSE NAILS—A moderate business is to be noted. Discount on standard oval head is 50 per cent. and on Acadia 50 and 10 per cent.

HORSESHOES—Demand is fair. We quote as follows, f.o.b. Toronto, Hamilton, London and Guelph as follows: No. 2 and larger, light, medium and heavy iron shoes, \$4.05; snow shoes, \$4.30; light steel shoes, \$4.35; featherweight shoes, all sizes, \$5.60. No. 1 and smaller, light, medium and heavy iron shoes, \$4.30 per keg; iron snow shoes, \$4.55; light steel shoes, \$4.60; featherweight steel shoes, all sizes, \$5.60.

SCREWS—As predicted last week, a new list has been issued on iron wood-screws,

John Bowman Hardware & Coal Co.

LONDON, ONT.

Our Fall stock is now complete and we can supply at the best figures, **AXES, SAWS, LANTERNS, CORDAGE, CHAIN, WINDOW GLASS, PAINTS, OILS, etc.** Our importation of **CUTLERY, SKATES, ENGLISH GUNS, SHOT SHELLS, BLACK and SMOKELESS POWDER, SHOT, WADDING, etc.,** now in.

Our Motto: Prompt Shipment, Right Prices.

It is uniform with that recently adopted by the manufacturers in the United States. The advance is as high as 55 per cent. on some of the smaller sizes. The discount is unchanged. We quote as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS—As intimated last week as probable, the Canadian manufacturers of tire bolts have issued a new list of prices uniform with that recently adopted in the United States. On ¼'s and 5-16's the advances are 15 and 30c. per 100 lb. respectively. In other sizes the list is unchanged. The discount on tire bolts has also been reduced, being 60 per cent. instead of 60 and 10 per cent. On an average specification the advance in tire bolts is about 20 per cent. Revised lists are also stated to be in course of preparation on some other lines of bolts. We quote as follows: Norway bolts, full square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 62½ per cent.; nuts, square, 3½c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

RIVETS AND BURRS—A fair trade is still to be noted. We quote as follows: Carriage section, wagon box, rivets, etc. (steel), 60 per cent. off the list; ditto (Norway iron), 60 per cent.; black M rivets (steel), 55 per cent.; ditto (Norway iron), 45 per cent.; iron burrs, 40 per cent.; copper rivets, 35 per cent.; bifurcated, with box, \$1.25; coppered iron rivets and burrs, in 5-lb. carton boxes, 30c. per lb.

WRINGERS—Business is much as before, namely, moderate. We quote: "Leader," \$60 per doz.; "Royal Canadian," \$58; "Royal American," \$50. Prices are all

f.o.b. Toronto, Hamilton, Brockville, and Montreal. Discount, 45 per cent. Terms, four months, or 3 per cent. 30 days.

CHURNS—Quiet. Discounts: Revolving churns, 58 per cent. from factory and 56 from stock at Montreal.

BUILDING PAPER—The demand keeps brisk. We quote: Plain building, 30c. per roll; tarred lining, 40c. per roll, and tarred roofing, 60c. per 100 lb.

ROPE—The Canadian market is still unsettled on account of local competition. The outside hemp markets are rather dull. The ruling base price for sisal appears to be 12½c. per lb. and for manila 15½c., but these prices are lower than the conditions of the outside markets warrant.

SPORTING GOODS—A few guns and rifles are being shipped, and some orders for guns for future delivery are being booked. Ammunition is only going out in small quantities.

CUTLERY—Trade in this line is seasonably quiet.

TINWARE—There has been a good movement during the past week. The demand is mostly for stamped ware.

ENAMELED WARE—Is going out freely. The demand is for a general assortment.

SAP BUCKETS—Although it is early in the season, a good many orders have already been shipped.

FALL SUPPLIES—Although the season is so far away, orders for fall delivery of elbows and cold-blast lanterns are being freely booked.

CEMENT—There is a fair run of small orders, though, as usual at this season, the bulk of business is very light. Prices are steady. We quote as follows in barrel lots: Canadian Portland, \$2.65 to \$2.90; Belgian, \$3 to \$3.10; English do., \$3.25; Canadian hydraulic cements, \$1 to \$1.10; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

The metal market is still characterized by weakness in some lines, although local quotations are much as before. Inquiries for metals appear to be more numerous than they were a week ago, but they have not so far led to much business being done.

PIG IRON—The pig iron market keeps steady. We quote: No. 1 Hamilton, \$24 to \$25 per ton at the furnace; No. 1 Tona-wanda, \$25.40 in bond, Toronto, and No. 2

\$24.40; No. 1 Southern, \$24 in bond, Toronto.

BAR IRON—There is no change in the situation. The mills are still busy, and the situation is decidedly strong. We quote base price at \$2.45 to \$2.50 per 100 lb., according to quantity.

HOOP STEEL—The demand is fair at the recent advance. Base price \$3.25.

BRASS—A little more business is being done, the recent reduction in prices having stimulated business somewhat. Discount 10 per cent.

PIG TIN—The outside markets have been somewhat irregular although steadier at the moment. We quote 31 to 32c. per lb.

TINPLATES—The tinplate market rules firm. A little more activity can be noticed in this line, although the volume of business is not large. Prices are unchanged.

TINNED SHEETS—Prices on the outside markets have advanced about ½c. per lb. Stocks locally are rather light and prices are firm at quotations. When stocks now in the hands of jobbers have been exhausted we look for higher prices, provided the firmness in the primary markets is maintained.

TERNE PLATES—There is little or nothing doing.

BLACK SHEETS—Trade is still only moderate. The price of 28-gauge is still unchanged at \$3.50.

CANADA PLATES—Dealers are anxious to place orders for import, but jobbers are not anxious to receive them, and are consequently not, as a rule, soliciting business in this particular. Import orders are costing \$1 per box more than last year at this time. There is a little sorting-up from stock. We quote: All-dull, \$3.25 to \$3.50; half-polished, \$3.35 to \$3.60; all-bright, \$3.85 to \$4.

GALVANIZED IRON—Import orders are being booked freely, and inquiries for shipment from stock are more numerous. We quote: 28 gauge at \$5 for English and \$4.60 for American, but 28 gauge of the latter is equal to 26 gauge of the former.

COPPER—The demand during the past week has been active for both ingot and sheet copper. The outside markets are steady and local quotations are unchanged. We quote: Ingot, 19 to 20c. per lb., and sheet, 23 to 23½c. per lb.

SPELTER—Although the outside markets

are firmer, quotations locally are unchanged at 7 to 7½c. per lb. The demand is good.

ZINC SHEETS—A little more business has been done the past week. Prices are unchanged at 7½c. per lb. for cask lots and 7½c. less quantities.

PIG LEAD—Business has been good the past week, and stocks on hand are light. Prices are steady at 4¾ to 5c. per lb.

SOLDER—This is being freely booked for forward delivery and a good business is being done from stock. We quote: 19½ to 20½c. for half-and-half; 19 to 19½c. for refined, and 18½ to 19c. for wiping.

IRON PIPE—Prices are firm and unchanged with the demand good. We quote: Black pipe, ¼ to ¾ inch, \$3.60; ½ inch, \$3.70; ¾ inch, \$4.20; 1 inch, \$5.90; 1½ inch, \$7.85; 2 inch, \$9.75; 2½ inch, \$13; 3 inch, \$16; 4 inch, \$20; 6 inch, discount off the list 45 per cent. Galvanized pipe is quoted as follows: ½ inch, \$6.50; ¾ inch, \$8; 1 inch, \$11.50; 1½ inch, \$16; 2 inch, \$20; 2½ inch, \$28.50.

LEAD PIPE—Business is just moderate. We quote as follows: Ordinary pipe, 7c., and waste, 7½c. per lb. Discount, 15 per cent.

RANGE BOILERS—A fairly good trade is still to be noted. We quote as follows: Galvanized, 30 gals., \$8; 35 gal., \$9; 40 gal., \$10; 150-lb. test boilers, 50c. less than above. Copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 15 per cent.

PAINTS AND OILS.

A good business is being done. The firmness noted last week is still manifested. Linseed oil continues to stiffen in the British market. Turpentine is also strengthening at the primary market. The advances here of last week are maintained. Red lead is up another 25c. this week. Genuine is now \$5.50 in casks and \$5.75 in kegs. We quote:

WHITE LEAD—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½; No. 3, \$5.75; No. 4, \$5; dry white lead in casks, \$5.75.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE AND ORANGE MINERAL—Litharge, 6 to 6½c.; orange mineral, 7½ to 8½c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22½c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$1.90; bladders, in 100 lb. kegs, \$2.05; bulk, in bbls., \$1.75; bulk, in less quantities, \$1.90.

PLASTER PARIS—New Brunswick, \$1 90 per barrel.

PARIS GREEN—Petroleum, bbls., 18c.; arsenic, kegs, 18½c.; drums, 50 and 100

76,800 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

For sale all
over the World



16 Governments. 85% R.R., 70% U.S. Contracts. 70% of Total Production of America.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass**. Also of a durable, highly-polished material called "**MARBLLETTE**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow 12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No 68 St. Helens.

lb. 18¾c.; drums, 25 lb., 19¼c.; tins, 1 lb., 20¾c.; tins, 22¾c.; packages, 1 lb., 19¾c.; packages, 21¾c.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.10 per gallon; No 1 quality, \$1.00 per gallon.

SEAL OIL—54c. per gallon, and yellow seal at 45c.

CASTOR OIL—East India, in cases, 8 to 8½c. per lb. and 9 to 9½c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 64c.; boiled, 67c.; 5 to 9 barrels, raw, 63c.; boiled, 66c.; 10 to 15 barrels, raw, 61c.; boiled, 64c.; 16 to 59 barrels, raw, 60c.; boiled, 63c. To outside points, 2c. more is charged.

TURPENTINE—Single barrels, 77c.; two to four barrels, 76c., freight allowed; in less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged. To outside points 2c. more.

GLASS.

Houses taking import orders state that much more business is being placed, and it is being placed earlier than last year. There is a fair movement of stock glass. We quote as follows: Star, first break in 50-foot boxes, \$2.15, and in 100-foot boxes, \$4; double diamond under 25 united inches, \$6, Toronto Hamilton and London; terms 4 months or 3 per cent, 30 days.

OLD MATERIAL.

There is an excellent demand, but deliveries are moderate. Prices are firm. We quote jobbers' prices as follows: Agricultural scrap, 70c. per cwt.; machinery cast, 70c. per cwt.; stove cast scrap, 45c.; No. 1 wrought scrap, 65c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 10½c.; heavy copper, 14c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, 11c.; scrap lead, 2¾c.; zinc, 3c.; scrap rubber, 6c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

SEEDS.

There is little business doing. Red clover is steady at outside points \$5 to \$5.75.

Alsike is unchanged at \$4 to \$6.50 outside. Timothy is firm at \$1 to \$1.25 aboard cars outside for good to choice machine-threshed timothy, and \$1.50 to \$1.75 for bright, unhulled, flail-threshed seed.

PETROLEUM.

An advance of ½c. is noted in Photogene, Sarnia water white and Sarnia prime white. We quote as follows: Pratt's Astral, 20c. in bulk (barrels, \$1 extra); American water white, 20c. in barrels; Photogene, 19c.; Sarnia water white, 18½c. in barrels; Sarnia prime white, 17c. in barrels.

COAL.

While bituminous is still scarce, the deliveries of anthracite have been fairly good. Prices are steady. The following prices at Buffalo and bridges are quoted for anthracite for immediate delivery: Nut, \$5 per gross ton, or \$4.46 per net ton; egg and stove, \$4.75 per gross ton, or \$4.24 per net ton; grate, \$4.50 per gross ton, or \$4.01 per net ton.

MARKET NOTES.

A new list has been issued on iron wood screws.

A firmer feeling obtains in regard to tinned sheets.

The price of Ross braid truss cable has been advanced to \$4.

Genuine red lead is quoted \$5.50 in casks and \$5.75 in kegs, an advance of 25c.

A new list has been issued on tire bolts, and the discount is reduced to 60 per cent.

The Ontario Lead & Wire Co., Limited, of Toronto, has secured the sole agency for the Ronald galvanized range boiler.

Sarnia prime white petroleum is quoted at 17c.; Sarnia water white at 18½c., and photogene at 19c., an advance of ½c. all around.

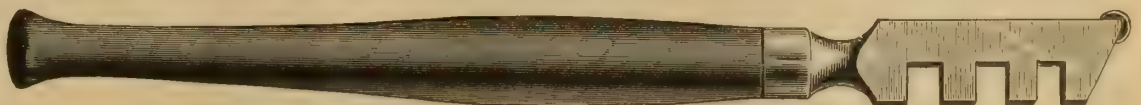
PERSONAL MENTION.

Mr. Jacob Samuel, of Samuel, Sons & Benjamin, London, Eng., and M. & L. Samuel, Benjamin & Co., Toronto, is paying a visit to the latter city.

Barrett's Glass Cutters Standard

Barrett's Practical Glass Cutters are the standard the world over.

Sold by more Hardware Dealers than all other makes combined. Send for prices and sample. W. L. BARRETT, Manufacturer, Bristol, Conn., U.S.A.



MINING NOTES.

THE Acadia Coal and Coke Co., Limited, intend issuing first mortgage debentures to secure \$100,000 for equipping their mines and property with machinery that development work shall make greater progress. The company expect to produce from 15,000 to 17,000 tons of coal per month.

The Ontario Bureau of Mines intends to open a branch at Sudbury, Ont.

Vancouver citizens are interested to about \$25,000 in a company buying the Britannia group of copper mines on Texada Island, B. C.

Permission has been granted to The Canada Corundum Co. to increase its share capital from the sum of \$250,000 to \$1,500,000, to be issued in \$10 shares.

The Crow's Nest Pass Coal Co. are opening two more mines. Their present output is about 700 tons daily. They are increasing the number of their coke ovens from 152 to 192.

H. W. Treat, of the Van Anda Mining Co., Seattle, Wash., states that an ore chute has been struck in the Copper Queen mine on Texada Island, B.C., which will run about \$70 per ton.

John Mann, D. B. Wood, W. D. Schultz, W. F. Cockshutt, and J. M. Shuttleworth, of Brantford, have been incorporated as the Southern Ontario Peat Co., Limited, with a share capital of \$100,000.

James Douglas, of New York, and Benjamin A. C. Craig, W. M. Boulton, Herbert L. Dunn and Donald C. Craig, of Toronto, have been incorporated as The Port Arthur Iron Co., Limited, with a share capital of \$20,000.

Alexander Roy, mining engineer, Toronto, is the principal mover in a company which proposes to establish a foundry for the manufacture of mining machinery and stamp mills at Toronto Junction, Ont. The building and plant will cost in the neighborhood of \$10,000.

C. B. Hibbard, J. O. Hibbard, D'Arcy Scott and W. H. Carle, Ottawa; J. L. Robertson and W. R. Hinsdale, New York, and W. L. Holmes, Detroit, have been incorporated under the style of The Ironsides Milling Co., Limited, with a capital of \$100,000, to mine and mill iron ore in the vicinity of Hull, Que. The headquarters of the company will be in Ottawa.

A MUSICAL TEAMSTER.

We hear of the cobbler who whistles at his work, the harmonious blacksmith, and now we have a musical teamster who keeps merry the whole day long and infuses his spirit into his horses. One of the Canada

Paint Company's drivers has extemporized a song which has a taking "ring" and we are sorry lack of space prevents us publishing the whole of it. The first verse is as follows:

They call me "Jim the Carter Lad,"
A ratlin' cock am I,
Deliverin' paint from morn till night,
And trouble I defy.
My team is always willin',
As for me, I'm never sad,
I'm known all over Mo-ree-all
As "Jim the Carter Lad!"

TORONTO BOARD OF TRADE OFFICERS.

The complete list of nominations made at the Toronto Board of Trade, on Tuesday afternoon, is as follows:

President—A. E. Kemp.

First Vice-President—A. E. Ames.

Second Vice-President—W. E. H. Massey.

Treasurer—J. L. Spink.

All the foregoing were declared elected by acclamation.

For Council—William Christie, Elias Rogers, Robert Kilgour, James D. Allan, W. F. Cockshutt, H. N. Baird, J. F. Michie, William Stone, James Scott, J. F. Ellis, R. A. Donald, H. H. Williams, F. G. Morley, D. R. Wilkie, A. S. Irving, R. A. Donald, Peleg Howland, William Stone, J. H. Paterson, B. Cumberland, William Ince, A. R. Clarke, J. W. Woods, Edward Gurney.

Industrial Exhibition Board—W. B. Hamilton, J. Carrick, John Laxton, S. E. Briggs, George Edwards, R. C. Hamilton, J. C. McKeggie, Thos. H. Lee.

Board of Arbitration—R. J. Score, D. Plewes, F. Flynn, J. H. H. Haggarty, R. J. Christie, Noel Marshall, J. H. Sproule, F. Asa Hall, William Galbraith, D. O. Ellis, G. H. Muntz, F. J. Campbell, A. E. Hargraft, H. Shaw, S. McNair, A. Cavanaugh.

Harbor Commissioners—J. F. Matthews, W. A. Geddes, elected by acclamation.

WANT TO MAKE BINDER TWINE.

A Walkerton paper of January 18 has the following: "With a view to the establishment of a binder twine factory in Walkerton, a number of the business men of the town recently clubbed together and raised sufficient money to defray the expenses of a couple of delegates to Toronto and Montreal. The delegates so appointed were W. E. Buttler and Patrick Heffernan. They left last Tuesday morning and returned by the late train Saturday night. While they were successful in obtaining a great deal of valuable information, the matter is not yet in a sufficiently advanced state to make a definite statement, or to call a public meeting; but from all they could learn the scheme is quite feasible, and by a little effort the undertaking can be accomplished. They are now waiting for a proposal in writing from a capitalist in Montreal, and for communications from the manufacturers of binder twine machinery in the United States. It is perhaps better not to make any further statement for the present."

TRADE CHAT.

Innes, Hemeon & Co., general merchants, shipbuilders, etc., Liverpool, N.S., are seeking incorporation under the style of Innes, Hemeon & Co., Limited.

The Canada Atlantic Railway Co. intend building a second elevator at Depot Harbor, Ont., with a capacity of 1,500,000 bushels this summer. They are also adding three new steamers to their grain fleet on the upper lakes.

An Ottawa despatch states that notice has been given that a company intends seeking incorporation with power to construct and operate a steamship line from Toronto to Collingwood, and to maintain steamship lines on the great lakes and the St. Lawrence.

A number of Ingersoll, Ont., business men are taking steps to secure a charter for an electric railway. The charter aims at the same running powers between the towns as the Woodstock, Ingersoll and Thames Valley Railroad Company are seeking. The latter are pushing forward their project as rapidly as possible.

WOOL IS EASIER.

The firm feeling which has been manifested in the Canadian wool market for some time has been weakened by advices that British markets are easier.

Toronto wool dealers who have been paying 20c. per lb. for clothing wool and combing fleece have, therefore, reduced their quotations to 19 to 20c.

Prices are maintained at country points, however, where woollen mills are absorbing more than usual of the native wool. It is considered that there is comparatively little fleece wool left in the hands of farmers, while most large holders have sold out their stocks.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

FOR SALE

In the flourishing town of Seaforth, Ontario, that old-established HARDWARE AND STOVE BUSINESS of Johnson Bros., lately conducted by Mr. D. W. Johnson, deceased. This affords a rare opportunity for anyone wishing to engage in this line of business. Stock is largely staple and amounts to about \$14,000. Full particulars will be furnished upon application to

J. C. SMITH,

Box. 453, SEAFORTH.

CHAMPION EVAPORATORFor MAPLE SYRUP and SUGAR.
Catalogue Free.**THE G. H. GRIMM MFG. CO.,**
84 Wellington St., Montreal.**A System
for Buyers**

worth any number of quotation books or pigeon holes for recording, arranging and afterwards finding instantly all quotations and prices that are made you.

\$2.25

Shipped on approval. If not satisfactory, return it at my expense.

New 1900 Catalogue for the Asking.

CHAS. E. ARCHBALD,
Card Index Specialist,
45 Adelaide St., E., **TORONTO.**
Branches: Ottawa, Hamilton.

75 YEARS.

ESTABLISHED 1825.

75 YEARS.

CELEBRATED

HEINISCH SHEARS.

Tailors' Shears,
Trimmers, Scissors,
Tinnerns' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.NEW YORK OFFICE, 90 Chambers St.
NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.



Leader Churns are supplied with Angle Steel or Wood Frames, as may be desired. All have Bicycle Ball Bearings of a superior kind—four different styles—with double levers or cranks. Patent Internal Breakers with all Leader Churns.

Practical tests by experts demonstrate that Internal Breakers bring results, both as to quality and quantity, not otherwise obtainable, and also reduce the time required for the operation almost one-half.

Sold at the same price as other makes.

**The Dowswell
Manufacturing Co.**

HAMILTON.

LIMITED

Eastern Agents:
W. L. HALDIMAND & SON,
Montreal, Que.

THE

Abbott-Mitchell Iron and Steel Company

OF ONTARIO, LIMITED.

Manufacturers of . . .

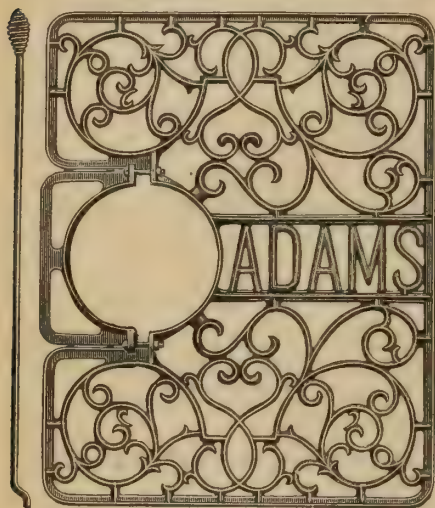
*Bar Iron and Steel
Nails, Spikes
Horse Shoes . .
Bolts, Washers, etc.*

**BELLEVILLE,
ONTARIO.**

HEATING SPECIALTIES.

It is not surprising that the specialties manufactured by The Adams Co., Dubuque, Iowa, should meet with a cordial reception and attain a large sale in Canada.

The trade here look for first-class finish as well as handsome design, and the Adams

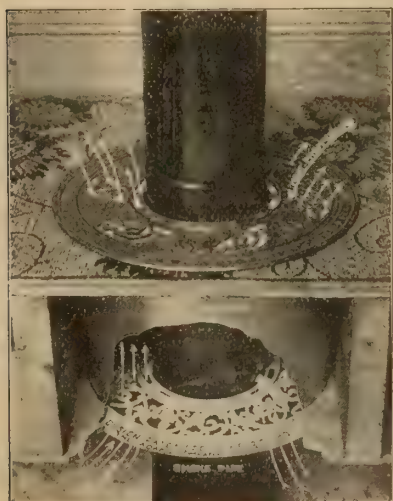


The Adams Stove Pipe Shelf.

goods may safely be said to be possessed of these requisites.

The accompanying illustrations of their register shows to advantage their design and finish, as well as the facility with which they can be used in three different forms. These registers are made in sizes for 6, 7 and 8-inch pipes.

The Adams' stove pipe shelf, a cut of which is also given, combines utility with



The Adams Register.

beauty. Special attention is directed to the manner of attaching the shelf to the pipe. The shelf is 16 x 20 in., and is japanned, smooth and glossy black. A nickel towel rod, 20 in. long is given with each shelf, which, being nicely wrapped in paper and

labeled, is most convenient for handling by the trade.

The Adams Co. are represented in Canada by A. R. Woodyat & Co., Guelph, Ont., who carry a full line of all their goods.

HOWLAND VS. RICE LEWIS AT HOCKEY.

Great interest was centred in the hockey match played on Tuesday evening, January 23, between teams representing the wholesale hardware houses of H. S. Howland, Sons & Co. and Rice Lewis & Son, Limited. As considerable friendly rivalry existed between the two teams, many followers of both sides were on hand to shout their encouragements, and much enthusiasm was evinced by the Howland side when, after a few minutes' play, their team notched the initial goal, and, despite the valiant efforts of their opponents to withstand their rushes, they again scored, and at half time the score stood: Howland, 4; Rice Lewis, 0.

The second half was practically a repetition of the first, for Rice Lewis were unable to force the elusive disc between the posts, while Howlands added three goals to their score, thus winning, by 7 goals to 0, one of the most interesting games yet played in the Commercial Hockey League.

For Rice Lewis, Weller, McMillan, Vic. Lee and Maclean put up the best game, while, for Howlands, the whole team worked as one, and were thus enabled to pile up such a score.

The opposing teams lined up as follows:

Howland—Goal, Dunn, point, Clift; cover point, Wright; forwards, Cotton, Mitchell, Gillespie and Towens.

Rice Lewis—Goal, Maclean; point, Lee; cover point, Whitehead; forwards, Staynes, Weller, McMillan and Ayr.

Referee—Mr. Henderson.

WHY PAINTS HAVE ADVANCED.

The Canada Paint Co., Limited, Montreal, Toronto and Victoria, are issuing this week a circular to their customers advising them that the price of the best paints, such as the "Elephant," "Prism" and "Stag" brands have been advanced to \$1.20; their extra grade floor paints to \$1.10, and their standard grades to \$1 per gal.

The reason given for these advances is the rise in the price of turpentine, oil, lead, zinc, and tin cans. Since "Elephant" paints were \$1, lead has advanced 2c. per lb., zinc 1½c. per lb., linseed oil 18c. per gal., turpentine 20c. per gal., and tin cans average an advance of 4c. per gal. This advance, they state, would be equivalent to 28c. per gal.

Therefore, they claim, as the price is now but \$1.20 per gal., and the quality is of as high standard as before, their paints are relatively cheaper than when the price of materials made it possible to produce them at \$1 per gal.

NEW INVENTIONS.

Below will be found a list of patents recently granted by the Canadian and United States Governments, through the agency of Marion & Marion, solicitors of patents and experts, New York Life Building, Montreal.

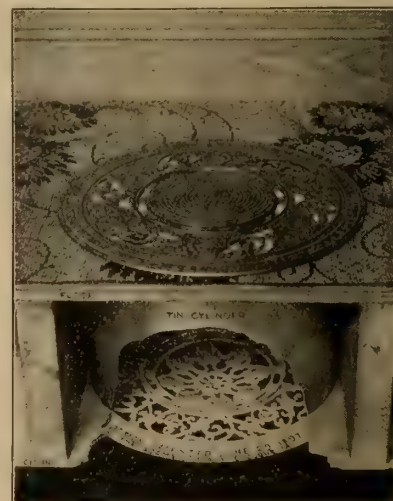
Canada.—65755, Pierre Alp. Trotier, St.



The Adams Register.

Vincent de Paul, P.Q., cigar vending machine; 65757, George A. Smith, Alberni, B.C., baby carriage spring; 65777, James M. Dorsey, Toronto, Ohio, U.S.A., churn power; 65785, Henry G. Smith, Che-mainus, B.C., attachment for wagon gear.

United States.—640455, James Drinkwater, Winchester, Ont., nut lock; 640702, James W. Rogers, Asotin, Washington, driving mechanism for bicycles; 640754, Delphis Denis, St. Benoit, P.Q., potato digger; 640817, Wm. P. Rundle and Jas.

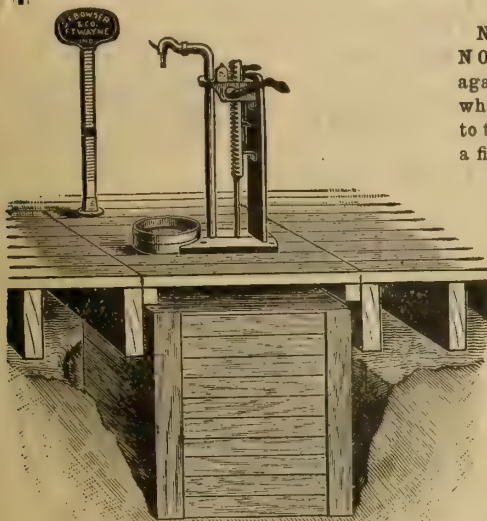


The Adams Register.

M. Mason, Portage la Prairie, Man., band cutter; 641307, Janvier Lotourneau, Montreal, P.Q., ribbon measuring machine.

Henry Wing, general merchant, Shipka, Ont., has sold out to Thos. G. Harlton.

READ YOUR INSURANCE POLICY,



Note what It DOES NOT INSURE you against, and consider whether you can afford to take any chances of a fire loss. Then look

at your oil-soaked floor, your "sloppy" measures and open tank, or leaky barrels, and ask yourself a few questions. Suppose some one steps on a match in passing over this oil-soaked floor. Result—Fire. Or, again, suppose a carelessness smoker flings a lighted match into that open tank. Result—Conflagration. Suppose any one of a hundred contingencies liable to occur at any moment.

You are...
Taking Chances

Can you afford
TO
TAKE CHANCES?

THE BOWSER 3 MEASURE SELF MEASURING OIL TANKS PUMP IMPERIAL GALLONS, HALF GALLONS, QUARTS, and ARE SAFE.

They are safe because they are closed up tightly and protected against "match fiends" by heavily screened drip pans. It is impossible to get fire into tanks without lifting off drip pan. FIRE IS COSTLY. OUR TANKS ARE NOT.

Let Us Talk To You Further Along These Lines.
Send Us Your Address.

S. F. BOWSER & CO., P.O. Box 564, TORONTO, ONT.
Factory, Fort Wayne, Ind.

EXTENDED INSURANCE.

One of the many liberal features embodied in the
UNCONDITIONAL ACCUMULATIVE POLICY
issued by the

Confederation Life Association.

HEAD OFFICE--TORONTO.

is the provision for Extended Insurance. After two full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald,
Actuary.

J. K. MACDONALD,
Managing Director



BINDER TWINE FOR FARMERS.

THE Warden of the Kingston Penitentiary is prepared to furnish Binder Twine to farmers who make application prior to March 1st, 1900. Quantity and grade to suit purchasers. Prices and terms made known upon application.

Kingston, Ontario,
January 22nd, 1900.

J. M. PLATT,
Warden.
(4)

MANUFACTURERS

Babbitt Metals . . .
Tinnings' and Plumbers' Solder
Ingot Brass, etc.

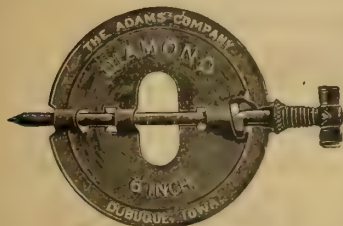
IMPORTERS AND DEALERS

Pig Tin, Pig Lead
Ingot Copper . . .
Antimony, etc.

SYRACUSE SMELTING WORKS.

Factories: MONTREAL,
and SYRACUSE, N.Y.

DIAMOND STOVE PIPE DAMPER AND CLIP.

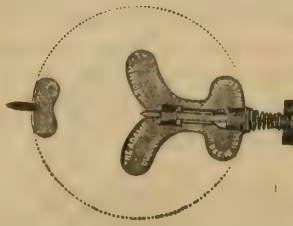


U. S. Patent June 25th, 1895.
Canadian Pat. Dec. 13th, 1894.

Sold by Jobbers of ---

HARDWARE
TINWARE
and STOVES,

for furnace pipe, to support
the sheet steel blade



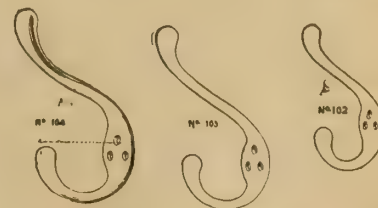
Manufactured by

THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
A. R. WOODYATT & CO., Guelph, Ontario.

SAVE MONEY

by buying

Gunn's Patent Brassic Goods



Equal to solid brass in every particular. Cost less money—look and wear as well. Sales increasing all the time.

THE GUNN CASTOR CO., Limited

KNOX HENRY,

Canadian Agent, 220 1/2 Board of Trade, MONTREAL.

MANITOBA MARKETS.

WINNIPEG, January 22, 1900.

TRAVELERS are doing a fair sorting trade, better than usual for the time of year. There are a few changes in price to be noted from the last list furnished, notably, the advance in nails, rope and shot. In regard to rope, the high price of the raw material would indicate even higher figures for the future.

Inquiries are beginning to be received with regard to agricultural implements.

The majority of houses are just completing stocktaking. The price list for the week is as follows :

Barbed wire, 100 lb.....	\$3 75
Plain twist	3 75
Staples	4 25
Oiled annealed wire.....10	4 12
"	4 19
"	4 25
"	4 40
"	4 52
"	4 65
Wire nails, 30 to 60 dy, keg.....	4 00
" 16 and 20	4 05
" 10	4 10
" 8	4 15
" 6	4 30
" 4	4 35
" 3	4 40
Cut nails, 30 to 60 dy.	3 40
" 20 to 40	3 45
" 10 to 16	3 50
" 8	3 55
" 6	3 60
" 4	3 90
" 3	4 15
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No 1.....	4 70
" No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1.....	4 95
" No. 2 and larger	4 70
Steel, No. 0 to No. 1	5 00
" No. 2 and larger	4 75
Bar iron, \$3.00 basis.	
Swedish iron, \$5 basis.	
Tool steel, Black Diamond, 100 lb	8 50
" Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb..	3 50
" 20 to 26 gauge	3 75
" 28 gauge.....	4 00
Galvanized American, 16 gauge... 4 25	
" 18 to 22 gauge	4 50
" 24 gauge.....	4 75
" 26 gauge.....	5 00
" 28 gauge.....	5 25
Genuine Russian, lb.....	12
Imitation "	8
" Tinned, 24 gauge, 100 lb.....	7 55
" 26 gauge	8 80
" 28 gauge	8 00
Tinplate, 1C charcoal, 20 x 28, box	11 00
" IX	13 00
" IXX	15 00
Ingot tin.....	36
Canada plate, 18 x 21 and 18 x 24	3 35
Sheet zinc, cask lots, 100 lb.....	9 00
" Broken lots.....	9 50
Pig lead, 100 lb.....	4 50
Wrought pipe, black up to 2 inch...50 and 10 p.c.	
" Over 2 inch.....	45 p.c.
Rope, sisal, 7-16 and larger.....	13 50
" ¾	14 00
" ¾ and 5-16	14 50
Manila, 7-16 and larger	16 00
" ¾	16 50
" ¾ and 5-16	17 00
Solder	23
Cotton rope, all sizes, lb.	16
Axes, per box	\$6.00 to 8 00
Screws, flat head, iron, bright..... 75 and 10 p.c.	
" Round "	70 p.c.
" Flat " brass	70 p.c.
" Round "	60 and 5 p.c.
" Coach	57½ p.c.
Bolts, carriage 5-16 and smaller..... 42½ p.c.	
" ¾ and larger.....	37½ p.c.
" Machine.....	45 p.c.
" Tire	55 p.c.
" Sleigh shoe.....	65 p.c.
" Plough	40 p.c.

Rivets, iron.....	37½ p.c.
Copper, No. 8, lb.....	33½ c.
Spades and shovels.....	40 p.c.
Harvest tools.....	50, 10 and 5 p.c.
Axe handles, turned, s. g. hickory, doz..	\$2 50
" No. 1.....	1 50
" No. 2.....	1 25
Octagon extra.....	1 65
" No. 1.....	1 25
Linseed oil, raw, per gal.....	62
" boiled	65
Ammunition, cartridges, Dominion R.F.	50 p.c.
" Dominion, C.F., pistol.....	30 p.c.
" " military	15 p.c.
American R.F.....	40 p.c.
C.F. pistol.....	10 p.c.
C.F. military.....	Net.
Loaded shells, Robin Hood, M	\$20 00
Eley's soft, 12 gauge.....	15 00
" chilled, 12 gauge	16 50
" soft, 10 gauge.....	20 00
" chilled, 10 gauge.....	21 00
American, M.....	16 25
Shot, Ordinary, per 100 lb.....	6 25
Chilled.....	6 75
Powder, F.F., keg.....	4 75
" F.F.G.....	5 00
Robin Hood	10 00
Tinware, pressed, retinned..... 75 and 2½ p.c.	
" plain.....	70 and 15 p.c.
Graniteware, according to quality.....	50 p.c.
Turpentine, by barrel.....	81c.
Less than barrel.....	86c.

BOECKH'S BRUSH CATALOGUE.

THE 1900 catalogue, which Boeckh Bros. & Company have just issued, is a handsome as well as comprehensive book. The front cover is a unique design, showing the trade mark of the firm as a central figure, around which is given the firm name and the addresses of the different agencies of the firm. The back cover contains cuts showing their various factories and warehouses.

The 170 pages of the catalogue contain the prices of over 5,000 different lines of brushes, brooms, woodenware and sundries made by Boeckh Bros. & Company, divided into six parts, as follows : Part 1—Painters', kalsomine and varnish brushes ; Part 2—Artists', gilders' and fine varnish brushes ; Part 3—Household, toilet, factory and machinery brushes ; Part 4—Horse, dandy and stable brushes ; Part 5—Corn brooms and whisks ; Part 6—Pails, tubs, washboards, grocers' sundries, display tables, baskets and general woodenware.

Several cuts, showing departments of the factory in full working order, give an interesting idea of the process of manufacture and the extent of the business carried on by this firm.

In the firm's offices at York street, Toronto, full stocks of the goods mentioned in this catalogue are kept on display, where the trade is invited to inspect them at any time.

Though thousands of these catalogues have been distributed, the firm have still some left for all the trade who have not yet secured one.

Large buildings are being erected in Walkerville, Ont., to be used as a match factory. The latest machinery is being imported from Sweden for fitting these buildings. It is expected that the new factory will be producing matches by March.

THE PAINT AGE

WE HEAR OF THE STONE AGE THE BRONZE AGE AND THE IRON AGE 1900

Bids fair to be known as the
PAINT AGE

At least, this is the experience
of the

CANADA PAINT COMPANY LIMITED

Who are already shipping largely
in excess of any previous year
and, accordingly, are preparing
for a very heavy consumption of

**PAINT,
VARNISH and
COLORS**

Markets advancing

**ORDER
EARLY**

THE PAINT AGE

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
22 St. John Street, Montreal.

Representing British and American manufacturers of
Tinplates, Tinned Sheets, Terne Plates, Canada Plates, Gal-
vanized Sheets, Imitation Russia Sheets, Black Sheets—Iron
and Steel—Hoops and Bands, Proved Coil Chain, Brass and
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.

**VanTuyt & Fairbank**

Petrolia, Ont.

Headquarters for ..

Oil and Artesian Well
Pumps, Casing, Tubing
Fittings, Drilling
Tools, Tables, etc.

R. C. LEVESCONTE

Barrister, Solicitor, Notary, Etc.

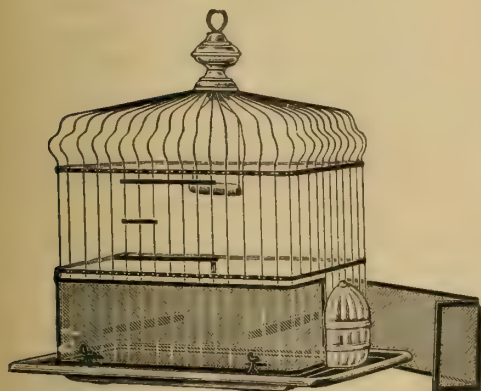
THE McKINNON BUILDING
Cor. Jordan and Melinda Streets

... TORONTO

Telephone 689.
Cable "LeVesconte" Toronto.

E. T. WRIGHT & CO.,

Mfrs., Hamilton, Ont.



See Our Improved Detach-
able Wire Guard.

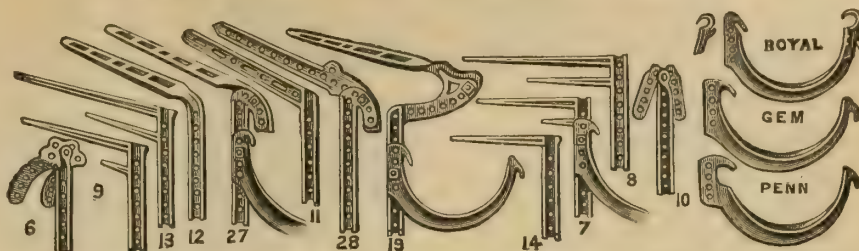
**"JARDINE"**

**TIRE UPSETTERS
WILL UPSET TIRES**

Some machines sold as Upsetters will not.
Perhaps you make as much money on the
sale of a useless Upsetter as on a good
one, but your customer does not. He
don't want a machine because it is called
an Upsetter; he wants a machine to upset
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

**A. B. JARDINE & CO.
HESPELER, ONT.**

BERGER'S GUTTER HANGERS

The very best made. Strong and easy to put up and adjust. By proper selection of the shank the requirements for
any style eave will be met. Other kinds of Hangers, Pipe Hooks and Fasteners, Gutter and Pipe, and a general line of
Tinners' Hardware and Roofers' Supplies.

BERGER BROS. CO.,

PHILADELPHIA, U.S.A.

HARRINGTON & RICHARDSON ARMS CO.

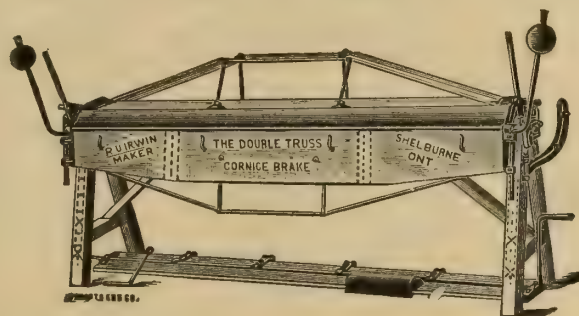
WORCESTER, MASS., U. S. A.

Makers of

High Grade REVOLVERS

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and
Hardware Stores almost everywhere.



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$50

Very handy header attachment, \$10 extra
if required.

Send for circulars and testimonials to

**The Double Truss Cornice
Brake Co. SHELBURNE, ONT.**

STEVENS RIFLES

THE FAVORITE

is made in three calibres
22, 25 and 32 Rim Fire

and is the best low-priced rifle made. Highest quality of work.
Accuracy guaranteed. Weight, 4½ lbs.

No. 17, Plain Sights— List \$ 8.00
No. 18, Target Sights— " 11.50
No. 19, Lyman Sights— " 12.00

Send for our complete catalogue.

J. STEVENS ARMS & TOOL CO.

For Sale by All Leading Canadian Jobbers
At Trade Discounts.

P.O. Box 215, CHICOPEE FALLS,
MASS., U.S.A.

HUTCHISON, SHURLY & DERRETT

**DOVERCOURT
TWIN MILLS.**

**1078 BLOOR STREET WEST
TORONTO.**

Having equipped our Factory with entirely new machinery, we are prepared
to furnish the best made goods in the market at closest prices and make
prompt shipments.

**Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.**

HEATING AND PLUMBING

PLUMBING AND HEATING NOTES.

JOSEPH GIROUX has registered as plumber in St. Henri de Montreal, under the style of J. A. Giroux.

Gamelin & Huot, architects, Montreal, have dissolved.

Chatillon & Page have registered partnership as plumbers in Montreal.

Havelock, Ont., is about to borrow \$3,500 for the erection of a town hall and lock-up for prisoners.

During last year over 130 buildings were erected at Greenwood, B.C., at a cost of about \$320,000.

It is expected the erection of the Government buildings at Rossland, B.C., will be started next spring.

James Croucher, plumber, with W. Tipper & Son, Brantford, Ont., fell last week, seriously injuring his knee.

Tenders will be received until February 3, for the erection of St. Andrew's Presbyterian Church, Tiverton, Ont.

Richard Rusk is going to build a brick residence next summer in Park Head, Ont. Mr. Craig, of Tara, Ont., is understood to have the contract.

The Hamilton, Ont., branch of the Master Plumbers' Association of Canada have drafted and submitted a new plumbing by-law to the Hamilton council.

The Owen Sound, Ont., Board of Education have decided to build an eight-room addition to the Beech street public school. The building will cost about \$15,000. A new heating system will have to be installed.

Joseph Holdsworth, plumber, now of Detroit, but formerly of Windsor, died recently at his home, 169 Harriston avenue. He was highly respected by all who had the pleasure of making his acquaintance during the nine years he resided in Windsor.

ANOTHER AMALGAMATION.

The enameled bath tub manufacturers of the United States have amalgamated under the style of the Standard Sanitary Manufacturing Co. These are the firms interested: The Standard Manufacturing Co., Pittsburg; Ahrens & Ott, Louisville, Ky.; Dawes & Myler, New Brighton, Pa.; Buick & Sherwood Manufacturing Co., Detroit, Mich.; Cribben & Sexton, Chicago; J. J. Vollrath Manufacturing Co., The Kohler, Heyser & Stehn Manufacturing Co., Sheboygan, Wis.; The Pennsylvania Bath Tub Co., Elwood City, and The Sanitary Enameling and

Manufacturing Co., Muncie, Ind. The capital is \$5,000,000, equally divided between common and preferred stock. The officers of the company are: President, Theodore Ahrens, jr.; first vice-president and general-manager, Francis J. Torrance; treasurer, J. W. Arrott; secretary, W. A. Myler.

ENLARGING TORONTO SCHOOLS.

The Toronto public school management committee have decided to recommend the erection of a new 12-room school to replace the Bathurst street school, and of a 7-room school to relieve Bolton street, Morse street and Hamilton street schools, and the following additions to present school buildings: Pape avenue, 2 rooms; Winchester school, 3 rooms; Park school, 4 rooms; Palmerston avenue school, 3 rooms; Grace, Clinton and Dewson schools, 1 room each; Dovercourt school, 4 rooms; Perth avenue school, 4 rooms, and Fern avenue school, 4 rooms.

BUILDING PERMITS IN TORONTO.

Building permits have been issued in Toronto to The Robert Simpson Co., Limited, for a six-storey brick, stone and steel addition to their store on Yonge street, near Richmond, to cost \$40,000; to A. Clayworthy, for a two-storey brick and rough-cast house on Crawford street, to cost \$900; to N. Manning, for remodeling two residences at 112 and 114 Macdonnell avenue, to cost \$1,000; to A. J. Duff, for a two-storey semi-detached brick and stone residence near Sorauren avenue, near Columbus street, to cost \$1,000; to Arthur Harvey, for two dwellings at 95 and at 102 Wright avenue, to cost \$2,000.

SOLDERS FOR GLASS.

It has been recently discovered, says an exchange, that an alloy composed of 95 parts of tin and 5 parts of zinc will melt at about 392 degs. F. Becoming firmly adhered to the glass, it is unalterable, and exhibits an attractive lustre. An alloy containing 90 parts of tin and 10 parts of aluminum will melt at 500 degs. F., and also forms a strong and brilliant solder for glass. With these two alloys always ready to hand, glass may be soldered as easily as two pieces of metal. When the glass is heated in a furnace the soldering can be accomplished by rubbing the surface with a rod of either of the compositions named. The alloy as it flows can be evenly distributed with a soldering iron.

SUNDRY SOLDER MATTERS.

In answer to these questions: "What causes the solder to drop from the bottom of joint after it is worked in place?" and "How do you temper solder?" The Plumbers' Trade Journal said: "The dripping of tin from the bottom of a wiped joint when the metal appears to be set, is due either to impurities in the solder, or to an excess of tin in the solder; or perhaps to an overheated pipe inside the joint.

"To temper solder, that is to say, to bring it back to its normal working condition depends upon the cause of its being bad. If the solder has not been overheated, and if it has not become foul with foreign matter, it can easily be restored by adding tin if it is coarse, or by adding lead if it is too fine.

"Pour out a piece from the ladle about the size of a silver dollar, on a dry level piece of pavement, and if the solder is right there will be a few bright tin spots, say five or six appear on its surface. If it is too fine its surface will have more spots and be much brighter; but if it is too coarse, the surface will have fewer spots. Perhaps it will have none at all. The best way to temper solder is to keep on adding the required ingredient, either lead or tin, but most commonly the latter, until you feel that it has returned to a good working condition, this you can determine by wiping a trial joint. When you have a pot piece that works nicely, pour out a try piece on a slab and see how many spots you work; some men work finer solder than others."

A MIRACULOUS BOILER.

"Whenever I think of a boiler I saw over in Texas the other day," said an insurance inspector just back from a trip through the Lone Star State, "I feel an icy creeping about the roots of my hair. I found it on a hillside in a country town, but I am by no means certain it is still there. In fact, I wouldn't even bet on the hill being in the same place. The boiler was extremely old. It looked as if it might belong to the glacial period, and was totally devoid of indicators, gauges, or anything else to show the head of steam or quantity of water. The proprietor was a placid German, who told me he filled it every morning with a bucket. I asked him how he estimated the pressure, and he replied that he occasionally let off a little steam, and if it 'looked blue' he ceased to poke the fire. After I heard that

explanation I hastily retired to the other side of the town, and didn't breathe easy until the train pulled out. The old boiler has been rocking along for the last 10 years, and its presence on earth each consecutive day of that period is a full-blown, 18-karat miracle. It is a capital illustration of the deep depravity of inanimate things. If it was located in the heart of the city, where it could blow up a hundred or so human beings at one fell swoop, it would explode in less than 5 minutes by the watch. Out there, where the best it can do would be to mix up the Dutchman and the hill, it evidently doesn't consider the results worth the exertion. I think it must be waiting for a Sunday-school picnic." — New Orleans Picayune.

PLUMBING AND HEATING CONTRACTS.

Longard Bros., Halifax, secured the contract for heating and plumbing the Acadian House, Halifax. Farquhar Bros. supplied the gas fixtures and John Starr & Son the electric supplies.

The Bennett & Wright Co., Limited, Toronto, have secured the contract for steam-heating, plumbing, gas-fitting and electric wiring in a new hotel at the corner of Church and Colborne streets, Toronto, for Robt. Davies.

NOTE TO A PLUMBER.

"Your man came to see me on Friday last week To solder the gas-pipes and patch up a leak; He did neither, but (what I cannot overlook) For eight hours by the clock that man courted my cook.

"While he sat in the kitchen devouring cold meat And drinking my beer, which he said 'was a treat,' My servant the soup for my dinner forgot, Till she found it was hopelessly burnt in the pot.

"The joint was a cinder, the fish was baked dry, The pudding was useless, and so was the pie; And when your man 'guessed it' 'ad got a bit late,' Your soldering-bolt had run out of the grate.

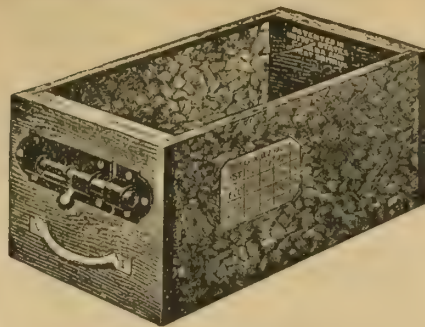
"Now, thirty-five shillings you've charged in your bill For repairing that leak, which is wide open still! Though I'll pay for your man when he sticks to his trade, I'm hanged if I'll pay for his courting my maid." — Ironmonger.

RETAILERS' OFFICERS.

The following officers were elected at the annual meeting of the Toronto branch of Retail Merchants' Association of Canada:

President—W. B. Rogers.
First Vice-President—William Dineen.
Second Vice-President—George Boxall.
Treasurer—Henry Davis.
Secretary—E. M. Trowern.
Executive Committee—George E. Gibbard, J. B. Johnson, W. A. Hargreaves, A. Britnell, J. R. Lee, J. B. Davison, Henry Russell, John Willmot, J. S. Bond, Sydenham Thompson.
Solicitor—W. R. Cavell.

THE LATEST ABOUT



BENNETT'S SHELF BOX

Our last shipment to Manitoba is acknowledged thus: Souris, Manitoba, Jan. 19, 1900.

To J. S. BENNETT,

DEAR SIR,—We have just got settled in our new store. Your boxes and screw case took their place perfectly, and are admired by everyone, and are thoroughly appreciated by ourselves and our clerks. Yours truly,
JAS. BAMBRIDGE & CO.

Boxes made to fit your present shelving. Full particulars from

J. S. BENNETT, 20 Sheridan Ave., Toronto.

Railing Fittings

In Malleable Iron and Polished Brass.



For Fences, Enclosing Engines and Machinery.



Iron Pipe Fittings

of all kinds.

The James Morrison Brass Mfg. Co., Limited.
TORONTO.

Plumbers' and Steamfitters' Supplies.

Established 1860

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor
"SELL'S COMMERCIAL INTELLIGENCE,"
168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

PERSONS addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

BRUSHES

OUR PRICE LIST

FOR

1900

NOW READY.

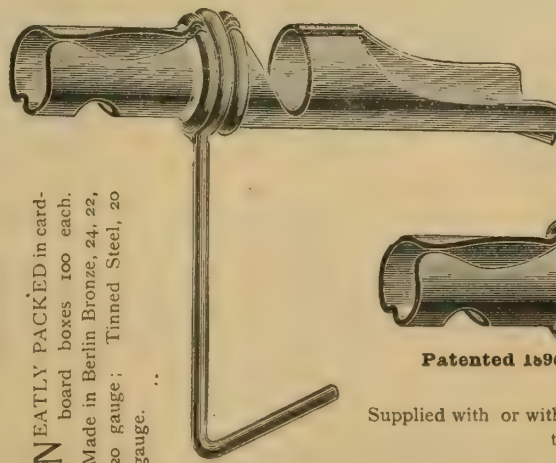
DROP US A CARD.

MEAKINS, SONS & CO.

MONTREAL AND HAMILTON.

Incorporated 1895

"Eureka" Steel Sap Spouts



NEATLY PACKED in cardboard boxes 100 each. Made in Berlin Bronze, 24, 22, 20 gauge; Tinned Steel, 20 gauge.



Patented 1896. Cut shows full size of spout.

Supplied with or without hooks: When ordering kindly mention which is required.

The THOS. DAVIDSON MFG. CO., Limited, - MONTREAL

Toronto Foundry Co.

Manufacturers of SOIL PIPE, FITTINGS,
SINKS, BOILER STANDS.

Nos. 146-148-150 Niagara Street, TORONTO

The only Exclusive Manufacturers of
Soil Pipe and Soil Pipe Fittings in
Canada,

All goods stamped T. F. Co. are warranted

The . . .

Watson, Foster Co.

LIMITED

Manufacturers of every grade of
Wall Papers

❁ ❁ ❁ MONTREAL



IT MUST BE DONE

"1900"

should be the "record-breaker" financial year of every Wall Paper Dealer in Canada. It will be an easy task to accomplish if you select your papers from our extensive collection of Popular Patterns.

There is a "knack" in the elegance of our designs and the harmonious effect of our modern, fashionable colorings that cannot be equalled and is the envy of the trade.

Our travelers are again on the road for the last trip of the season. Dealers who have not yet bought, or wish to increase their previous orders, will please drop us a line, and we will cheerfully send a traveler or a special set of samples containing all the best sellers of the season.

Coiled Spring Wire

FOR
FENCING

The only wire made that does not sag. Twice as strong as the ordinary grade, but costs no more to-day.

Catalogue free.

Frost Wire Fence Co.
WELLAND, ONT.

WARNOCK'S TOOLS

have been Canada's Standard for 55 years--- since 1844. Every article bearing our name is fully guaranteed. Always specify "Warnock's."

James Warnock & Co., - Galt, Ont.

CURRENT MARKET QUOTATIONS.

Jan. 26, 1930.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb. ingots, per lb. 0 32
Straits 0 32

Tinplates.

Charcoal Plates—Bright.
M.L.S., equal to Bradley. Per box
I.C., usual sizes \$6 50
I.X., 7 75
I.X.X., 9 00
J.R. & Co.—
I.C. 6 00
I.X. 7 25
I.X.X. 8 50
Famous—
I.C. 6 25
I.X. 7 50
I.X.X. 8 75
Raven & Vulture Grades—
I.C., usual sizes 5 00
I.X., 5 75
I.X.X., 6 50
I.X.X.X., 7 25
D.C., 12½x17 4 50
D.X. 5 25
D.X.X. 7 25

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes 4 35
I.C., special sizes, base. 4 50
20x28 8 75

Charcoal Plates—Terns.

Dean or J. G. Grade—
I.C., 20x28, 112 sheets 8 50
I.X., Terns Tin 10 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X.X., 14x56, 50 sheet bxs }
" 14x60, " " } 0 07 0 07½
" 14x65, " " }

Tinned Sheets.

72x30 up to 24 gauge. 0 08 0 08½
" 26 " 0 08½ 0 09
" 28 " 0 09 0 09½

Iron and Steel.

Common Bar, per 100 lbs 2 45 2 55
Refined 2 85 2 95
Horse Shoe Iron 2 70 2 80
Hoop steel, 1½ to 3 in. base,
extra for smaller sizes 3 25
Swedish " 4 00 4 25
Sleigh Shoe Steel " base 2 85
Tire Steel 2 85
Machinery 3 25
Cast Steel, per lb 0 10 0 14
Toe Calk Steel 0 12 0 14
Thos. Firth & Sons' Cast Steel
Russian Sheet, per lb 0 10½ 0 11
Tank Plates, 1-5 and thicker. 3 00 3 25
Boiler Rivets 4 50 5 00

Boiler Tubes.

1½-inch 0 11
2 " 0 12
2½ " 0 14

Steel Boiler Plate.

½-inch 3 25
3-16 inch 3 40
¾-inch and thicker 3 25

Black Sheets.

18 gauge 3 10

20 gauge 3 10
22 to 24 " 3 20
26 " 3 30
28 " 3 50

Canada Plates.

All dull, 52 sheets 3 25 3 50
Half polished 3 35 3 60
All bright 3 75 4 00

Iron Pipe.

Wrought pipe, per 100 feet, ¼ to ¾ inch,
\$3.60; ½ inch, \$3.70; ¾ inch, \$4.20; 1 inch,
\$4.90; 1½ inch, \$7.85; 2 inch, \$9.75; 2½ inch,
\$13.00. 2½ to 6 inch, discount 45 p.c.
Galvanized, ½ inch, \$6.50; ¾ inch, \$8.00;
1 inch, \$11.50; 1½ inch, \$16.00; 2 inch,
\$20.00; 2½ inch, \$28.50.

Galvanized Iron.

G.C. Comet. Amer. Head. Queen's
16 gauge 4 35 4 25
18 to 24 gauge 4 50 3 80 4 35 4 50
26 " 4 75 4 10 4 35 4 75
28 " 5 00 4 35 4 89 5 00
Less than case lots, 25c. per 100 lb. additional.
28 gauge American equals 26 gauge English.

Chain.

Proof Coil, 3-16 in., per 100 lb 8 50
" 5-16 " " 6 00
" ¾ " " 5 45
" 7-16 " " 5 15
" 1 " " 5 00
" 1½ " " 4 81
" 2 " " 4 75
Halter, kernel and post chains, 40 and 50 p.c.
Cow ties 40 p.c.
Stall fixtures 35 p.c.
Trace chain 25 and 5 p.c.
Jack chain, iron, single and double, dis-
count 31 p.c.
Jack chain, brass, single and double, dis-
count 40 p.c.

Copper.

English B.S., ton lots 0 19 0 20
Lake Superior 0 23½ 0 25

Cut lengths, round, ½ to ¾ in.

round and square
1 to 2 inches. 0 23½ 0 25

Untinned, 14 oz., and light, 16
oz., 14x48 and 14x60 0 23 0 23½

Untinned, 14 oz., and light, 16
oz., irregular sizes 0 23 0 23½

NOTE.—Extra for tinning, 2 cents per
pound, and tinning and half planishing 3
cents per pound.

Tinned copper sheets 0 26
Planished 0 32

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea. per lb. 0 25½
" 35 to 45 " 0 24½
" 50-lb. and above, " 0 23½

Plain Tinned, per lb 0 28
Spun, per lb 0 32

Brass.

Roll and Sheet, 14 to 30 gauge, 10 per cent.
Sheets, hard-rolled, 2x4 0 24 0 25
Tubing, base, per lb 0 24 0 25

Zinc Spelter

Foreign, per lb 0 07 0 07½
Domestic " 0 07½ 0 08

Zinc Sheet.

5 cwt. casks 0 07½
Part casks 0 07½

Lead.

Imported Pig, per lb 0 04½ 0 05
Domestic, per lb 0 05
Bar, 1 lb. 0 05
Sheets, 2½ lbs. sq. ft., by roll. 0 05½ 0 05½

Sheets, 3 to 6 lbs., per sq. ft.,
by roll 0 05 0 05½

NOTE.—Cut sheets ½ cent per lb. extra
Pipe, by the roll, usual weights per yard, lists
at 7 cents per lb. and 15 per cent. discount
f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe
8-ft. lengths, lists at 7½ cents.

Shot.

Ordinary drop, \$5.25 per 100 lb.; chilled
\$5.50 per 100 lb. F.O.B. Toronto; terms 3
per cent. cash, freights equalized on Montreal.

Soil Pipe and Fittings.
Discount, 50 per cent. on medium and extra
heavy, and 45 per cent. on light.

Solder.

Bar half-and-half Per lb. Per lb.
Refined 0 19½ 0 20
Wiping 0 18½ 0 19

NOTE.—Prices of this graded according to
quantity. The prices of other qualities of
solder in the market indicated by private
brands vary according to composition.

Antimony.

Cookson's, per lb 0 11 0 11½

White Lead.

Pure, Assoc. guarantee, ground in oil,
25 lb. irons Per cwt.
No. 1 do 6 87½
No. 2 do 6 50
No. 3 do 6 12½
No. 4 do 5 78
Robertson's Chemically Pure 5 37½
Munro's Select Flake White 6 51
Elephant and Decorators' Pure 6 50

Red Lead.

Genuine, 560 lb. casks, per cwt. \$ \$5 00
Genuine, 100 lb. kegs, per cwt. 5 25 5 50
No. 1, 560 lb. casks, per cwt. 4 75
No. 1, 100 lb. kegs, per cwt. 5 00

White Zinc Paint.

Elephant Snow White 0 08 0 09
Pure White Zinc 0 08 0 19
No. 1 0 06 0 07½
No. 2 0 05 0 06½

Dry White Lead.

Pure, casks 0 05½
Pure, kegs 0 05½
No. 1, casks 0 04½
No. 1, kegs 0 05½

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)
Pure, per gallon 1 00 1 10
Second qualities, per gallon 0 95 0 95
Barn (in bbls.) 0 70 0 90
The Sherwin-Williams Paints 1 30
Canada Paint Co's Pure 1 10 1 20
Robertson's Pure 1 10
Sanderson Peares' Pure 1 10
Toronto Paint and Color Co's
Pure 1 10 1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)
Venetian Red, per lb 0 05
Chrome Yellow 0 11
Golden Ochre 0 06
French " 0 05
Marine Black 0 09
" Green 0 09
Chrome 0 08
French Imperial Green 0 19

Colors, Dry.

Yellow Ochre (J.C.) bbls 1 35 1 40
Yellow Ochre (J.F.L.S.) bbls 2 75
Yellow Ochre (Royal) 1 10 1 15
Brussels Ochre 2 00
Venetian Red (best), per cwt. 1 80 1 90
English Oxides, per cwt. 3 00 3 25
American Oxides, per cwt. 1 75 2 00
Canadian Oxides, per cwt. 1 75 2 00
Super Magnetic Oxides, 93 p.c. 2 00 2 25

Burnt Sienna, pure, per lb. 0 10
" Umber, " 0 10
" Raw 0 09
Drop Black, pure 0 09
Chrome Yellows, pure 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre 0 03½

Ultramarine Blue in 28-lb.
boxes, per lb. 0 08 0 24
Fire Proof Mineral, per 100 lb. 1 00
Genuine Eng. Litharge, per lb 0 07
Mortar Color, per 100 lb. 1 25
James' Gen. Red Lead, 100 lb 0 05
Pure Indian Red, No. 45, lb. 0 08
Whiting, per 100 lb. 0 55

Sulphate of Copper.

Casks, for spraying, per lb. 0 07
100-lb. lots, do. per lb. 0 08

Putty.

Bladders in bbls. 1 90
Bladders in 100 or 200 lb. kegs or bxs 2 05
Bulk in bbls., per 100 1 75
Bulk in less quantities 1 90
25-lb. tins, 4 in case 2 15
12½-lb. tins, 8 in case 2 40

Varnishes.

(In 5-gal. lots.) Per gal.
Carriage, No. 1 1 30 1 40
Extra do. 1 50 1 60
Body Varnish 3 40 3 50
Furniture Varnish 0 60 0 75
Extra do. 1 10 1 20
Demar Varnish 1 60
Hard Oil Finish 1 30 1 45
Orange Shellac Varnish 2 00 2 10
White Shellac 2 20 2 25
Rubbing Varnish 2 00
Brown Japan 85 1 00
Elastic Oak 1 40

Linseed Oil.

Raw. Boiled.
1 to 4 bbls. \$0 64 delivered \$0 67
5 to 9 bbls. " 63 " 66
10 to 15 bbls. 61 f.o.b. pointship 68
16 to 30 bbls. 60 " 57

Turpentine.

Single barrels 0 79
2 to 4 barrels 0 78

Freight allowed. Toronto, Hamilton Lon-
don and Guelph, i.e. less.

Castor Oil.

In cases, per lb 0 09
Small lots 0 10

Cod Oil, Etc.

Cod Oil, per gal. 0 50 0 55
Pure Olive 1 20
" Neatsfoot 90

Glue.

(In bbls.)
Common 0 08½ 0 09
French Medal 0 12 0 12½
Cabinet, sheet 0 11 0 12
White, extra 0 16 0 18
Gelatin 0 22 0 30
Strip 0 16 0 18
Coopers 0 19 0 20
Al clear 0 09

HARDWARE.

Ammunition.

Cartridges.
B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p.c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p.c.
Rim Fire, Military, not list, Amer.
Central Fire Pistol and Rifle, 18 p.c. Amer.

STEEL, PEECH & TOZER, Limited

Phoenix Special Steel Works. The Ickles, near Sheffield, England.

Manufacturers of

Axles and Forgings of all descriptions, Billets and Spring Steel, Tyre, Sleigh Shoe and Machinery Steel.

Sole Agents for Canada.

JAMES HUTTON & CO., - MONTREAL

Central Fire Cartridges, pistol sizes, Dom 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p.c.
Brass shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.

Best thick white felt wadding, in 3/4-lb bags, 1 00
Best thick brown or grey felt wads, in 1/2-lb. bags, 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge, 0 53
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25
Thin card wads in boxes of 1,000 each, 8 gauge, 0 60
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 70
9 and 10 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.

Anvils.

Per lb. 10 0 12 1/2
Anvil and Vise combined, 4 50
Wilkinson & Co.'s Anvils, lb. 0 09 1/2
Wilkinson & Co.'s Vices, lb. 0 09 1/2

Augers.

Gilmour's, discount 50 and 10 p.c. off list.

Axes.

Chopping Axes—
Single bit, per doz. 5 50 10 00
Double bit, 12 00 18 00
Bench Axes, 40 and 15 p.c.
Broad Axes, 33 1/2 per cent.
Hunters' Axes, 5 50 6 00
Boy's Axes, 5 75 6 75
Splitting Axes, 6 50 12 00
Handled Axes, 7 00 10 00

Bath Tubs.

Zinc, 3 90 4 00
Copper, discount 40 and 10 p.c. off revised list
Steel clad, discount 20 per cent. Boxing extra.

Anti-Friction Metal.

Tandem "A", per lb. 0 23
"B", 0 19
"C", 0 11 1/2
Magnolia Anti-Friction Metal, per lb. 0 25
F. O. B. New York or Chicago.

Bells.

Brass, 60 per cent.
Nickel, 55 per cent.

Doors.

Gongs, Sargent's, 5 50 8 00
Peterboro', discount 27 1/2 per cent.

Cow.

American make, discount 66 1/2 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each, 1 25 3 00

House.

American, per lb., 0 35 0 40

Bellows.

Hand, per doz., 3 35 4 75
Moulders', per doz., 7 50 10 00
Blacksmiths', discount 40 per cent.

Belting.

Extra, 50 per cent.
Standard, 50 and 10 to 50, 10 and 5 per cent.
Agricultural, 60 and 10 p.c.

Bits.

Gilmour's, discount 50 and 10 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47 1/2 to 50 per cent.

Expansive.

Clark's, 40 per cent.
Clark's, per doz., 0 65 0 90
Diamond, Shell, per doz., 1 00 1 50
Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.

All sizes, per lb., 0 07 1/2 0 12

Bolts and Nuts.

Norway Bolts, full square, 65
Common Carriage Bolts, all sizes, 50
Machine Bolts, all sizes, 52 1/2
Coach Screws, 65
Sleigh Shoe Bolts, 70
Blank Bolts, 52 1/2
Bolt Ends, 62 1/2
Nuts, square, 3 1/2 c off
Nuts, hexagon, 4 c off
Tapping Nuts, 60
Tire Bolts, 60
Stove Bolts, 60 and 10
Stove rods, per lb., 5 1/2 to 6 c.
Plough Bolts, 50

Boot Calks.

Small and medium, ball, per M., 4 25
Small heel, per M., 4 50

Bright Wire Goods.

Discount, 55 per cent.

Broilers.

Light, dis., 65 to 67 1/2 per cent.
Reversible, dis., 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.
Henis, No. 8, 6 00
Henis, No. 9, 7 00
Queen City, 7 50 0 00

Butchers' Cleavers.

German, per doz., 6 00 11 00
American, per doz., 12 00 20 00

Building Paper, Etc.

Plain building, per roll, 0 30
Tarred roofing, per roll, 0 40
Tarred roofing, per 100 lb., 1 60
Coal Tar, per barrel, 3 75
Pitch, per 100-lb., 0 60
Carpet felt, per 100 lb., 2 50

Bull Rings.

Copper, \$2.50 for 2 1/2 in. and \$2 for 2 in.

Butts.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, dis., 60 per cent.

Wrought Steel.

Fast Joint, dis. 60 and 10 per cent.
Loose Pin, dis. 60 and 10 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair, 0 40 0 65

Cards.

Horse, per doz., 0 60 1 00

Carpet Sweepers.

Bissell, per doz., 22 50
World, 21 75
Daisy, 24 00
Star, 29 00
Crown Jewel, per doz., 29 00
Grand Rapids, 33 00

Carpet Stretchers.

American, per doz., 1 50 1 50
Bullard's, per doz., 6 00

Casars.

Bed, new list, dis. 55 to 57 1/2 per cent.

Cattle Leaders.

Nos. 31 and 32, per gross, 50 9 50

Cement.

Canadian Portland, 2 65 2 90
English, 3 00
Belgian, 2 70
Canadian hydraulic, 1 00 1 10
Figures are for barrel lots.

Chalk.

Carpenters, Colored, per gross, 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.

Socket, Framing and Firmer.
Broad's, dis. 60 and 5 per cent.
Warnock's, dis. 60 per cent.

Churns.

Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, 18
p.c.; from stock in Montreal, 56 p.c.
Terms, 1 month or 3 p.c. cash in 30 days.

Cinder Sifters.

Per doz., 1 25

Clips.

Axle dis. 65 per cent.

Closets.

Plain Ontario Syphon Jet, \$8 00
Emb. Ontario Syphon Jet, 8 50
Fittings, 1 00
Plain Teutonic Syphon Washout, 4 75
Emb. Teutonic Syphon Washout, 5 25
Fittings, 1 00
Plain Richelieu, 4 75
Emb. Richelieu, 5 00
Fittings, 1 25
Closet connection, 1 25
Basins, round, 14 in., 0 65
" oval, 17 x 14 in., 1 55
" 19 x 15 in., 2 30

Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair, 17 1/2
" 5, 22 1/2
" 6, 15
Boynton pattern, 20

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. per cent.

Door Springs.

Torrey's Rod, per doz., (15 p.c.) 2 00
Coil, per doz., 1 88 1 60
English, per doz., 2 00 4 00

Draw Knives.

Broad's, dis. 60 to 60 and 7 1/2 per cent.
Warnock's, dis. 60 to 60 and 7 1/2 per cent.

Drills.

Hand and Breast.

Millar's Falls, per doz. net list.

DRILL BITS.

Morse, dis., 37 1/2 to 40 per cent.

Standard, dis. 50 and 5 to 55 per cent.

ELBOWS. (Stovepipe.)

No. 1, per doz., 1 80

No. 2, per doz., 1 60

Bright, 20c. per doz. extra.

ESCUTCHEONS.

Discount, 27 1/2 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 45 per cent.

FILES.

Globe File Mfg. Co.'s dis., files, 60 and 10 to 70 per cent.

Black Diamond, 50 and 10 to 60 per cent.

Kearney & Foote, 60 and 10 per cent. to 60, 10, 10.

Nicholson File Co., 50 and 10 to 60 per cent.

Jowitt's, English list, 25 to 27 1/2 per cent.

Mechanics' Star & File Mfg. Co. Discount 60 and 10 to 70 per cent.

FORKS.

Hay, manure, etc., dis., 50 and 10 per cent. revised list.

FRUIT PRESSES.

Henis', per doz., 3 25 3 50
Shepard's Queen City, dis. 15 per cent.

GAUGES.

Marking, Mortise, Etc.
Stanley's, dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33, each, 1 65 2 40

GLASS—Window—Box Price.

Size United Inches.	Per 50 ft.	Per 100 ft.	D. Diamond Per 50 ft.	Per 100 ft.
Under 26.....	2 10	4 00	3 50	6 00
26 to 40.....	2 30	4 35	3 75	6 65
41 to 50.....	4 75	7 25		
51 to 60.....	5 00	8 50		
61 to 70.....	5 35	9 25		
71 to 80.....	5 75	10 50		
81 to 85.....	6 50	11 75		
86 to 90.....	7 25	14 00		
91 to 95.....		15 50		
96 to 100.....		18 00		
101 to 105.....		21 00		
106 to 110.....		24 00		
111 to 115.....		28 00		

HALTERS.

Rope, 3/8 per gross, 9 00
" 1/2 to 3/4, 14 00
Leather, 1 in., per doz., 3 87 1/2 4 00
" 1 1/4 in., 5 15 5 20
Web, — per doz., 1 87 2 45

HAMMERS.

Maydole's, dis. 5 to 10 per cent. Can. dis. 25 to 27 1/2 per cent.

Tack.

Magnetic, per doz., 1 10 1 20

Sledge.

Canadian, per lb., 0 07 1/2 0 08 1/2

Ball Peen.

English and Can., per lb., 0 22 0 25

HANDLES.

Axe, per doz., net, 1 50 2 00
Store door, per doz., 1 00 1 50
Chest, per doz. pair, 0 40 2 50

Fork.

C. & B., dis. 40 per cent. rev. list.

Hoe.

C. & B., dis. 40 per cent. rev. list.

Saw.

American, per doz., 1 00 1 25

Plane.

American, per gross, 3 15 3 75

Hammer and Hatchet.

Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair, 0 13 1/4

HANGERS.

Steel barn door, 5 85 6 00

Stearns, 4 inch, 5 00

" 5 inch, 6 50

Lane's covered—

No. 11, 5-ft. run, 8 40

No. 11 1/2, 10-ft. run, 10 80

No. 12, 10-ft. run, 12 60

No. 14, 15-ft. run, 21 00

Lane's O.N.T. track, per foot, 4 1/2

HARVEST TOOLS.

Discount, 50 and 10 per cent.

HATCHETS.

Canadian, dis. 40 to 42 1/2 per cent.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent.

Heavy T and strap, 4-in., per lb., 0 06

" 5-in., " 0 05 1/2

" 6-in., " 0 05 1/2

" 8-in., " 0 05 1/2

" 10-in., " 0 05

Light T and strap, dis. 60 and 10 per cent.

Screw hook and hinge, 4 50

14 in. up, per 100 lbs., 3 50

Per gro. pair

Spring, 12 00

HOEE.

Garden, Mortar, etc., dis. 50 and 10 p.c.

Planter, per doz., 4 00 4 50

HOLLOW WARE

Discount, 45 and 5 per cent.

THOS. FIRTH & SONS, Limited, SHEFFIELD

Tool Steel and Rock Drill Steel

The Standard for past 50 years
in Canada and United States.

ALWAYS CARRIED IN STOCK.



H. W. DECOURTENAY & Co.

Sole Agents for Canada.

476 St. Paul St., MONTREAL.

HOOKS.		
Cast Iron.		
Bird Cage, per doz.	0 50	1 10
Clothes Line, per doz.	0 27	0 63
Harness, per doz.	0 72	0 88
Hat and Coat, per gross.	1 00	3 00
Chandelier, per doz.	0 50	1 00

Wrought Iron.		
Wrought Hooks and Staples, Can., dis.	47 1/2 per cent.	

Wire.		
Hat and Coat, discount 45 per cent.		
Belt, per 1,000.	0 60	0 70
Screw, bright, dis. 55 per cent.		

HORSE NAILS.		
"C" brand 50 p.c. dis.	Oval head.	
"M" brand 50 p.c.		

Acadian, countersunk head and oval top, 50 and 10 per cent.		
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HORSESHOES.		
F.O.B. Toronto		
Iron Shoes.	No. 2 and larger.	No. 1 and smaller.

Light, medium, and heavy.	4 05	4 30
Snow shoes.	4 39	4 55
Steel Shoes.		

Light.	4 35	4 60
Featherweight (all sizes).	5 60	5 65
Toe weight steel shoes.		6 70

JAPANNED WARE.		
Discount, 45 and 5 per cent. off list, June, 1899.		

ICE PICKS.		
Star, per doz.	3 00	3 25

KETTLES.		
Brass spun, 7 1/2 p.c. dis. off new list.		
Copper, per 100.	0 30	0 50
American, 60 and 10 to 65 and 5 p.c.		

KEYS.		
Lock, Can., dis., 27 1/2 p.c.		
Cabinet, trunk, and padlock, Am. per gross.		60

DOOR, JAPANNED AND N.P., per doz.		
Doz.	1 50	2 50
Bronze, Berlin, per doz.	2 75	3 25
Bronze Genuine, per doz.	6 00	9 00
Shutter, porcelain, F. & L. screw, per gross.	1 30	4 00

HAY KNIVES.		
Discount, 50 and 10 per cent.		

LANTERNS.		
Cold Blast, per doz.	7 50	
No. 3 "Wright's"	8 50	
Ordinary, with O burner	4 25	
Dashboard, cold blast	9 50	
No. 0.	6 00	
Japanning, 50c. per doz. extra.		

LAWN MOWERS.		
Woodyatt & Star, discount 40 p.c.		

LEMON SQUEEZERS.		
Porcelain lined.	2 20	5 60
Galvanized	1 87	3 85
King, wood	2 75	2 90
King, glass	4 00	4 50
All glass.	1 20	1 30

LINES.		
Fish, per gross.	1 05	2 50
Chalk	1 90	7 40

LOCKS.		
Canadian, dis. 27 1/2 p.c.		
Russell & Erwin, per doz.	3 05	3 25
Cabinet.		

Eagle, dis. 30 p.c.		
Padlock.		
English and Am., per doz.	50	6 00
Scandinavian.	1 00	2 40
Eagle, dis. 15 to 17 1/2 p.c.		

MACHINE SCREWS.		
Iron and Brass.		
Flat head, discount 25 p.c.		
Round Head, discount 20 p.c.		

MALLET.		
Tinsmiths', per doz.	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.	3 85	5 00
Caulking, each.	60	2 00

MATTOCKS.		
Canadian, per doz.	8 50	10 00

MEAT CUTTERS.		
American, dis. 25 to 30 p.c.		
German, 15 per cent.		

MILK CAN TRIMMINGS.		
Discount, 25 per cent.		

NAILS.		
Quotations are:		
2d. and 3d.	Cut.	Wire.

3d.	3 50	4 15
4 and 5d.	3 25	4 00
6 and 7d.	3 15	3 85
8 and 9d.	3 00	3 65
10 and 12d.	2 90	3 60
16 and 20d.	2 90	3 55
30, 40, 50 and 60d. (base).	2 85	3 50
Steel Cut Nails 10c. extra.		

NAIL PULLERS.		
German and American.	1 85	3 50

NAIL SETS.		
Square, round, and octagon, per gross.	3 38	4 00
Diamond	12 00	15 00

NETTING.		
Poultry, 45 per cent. for McMullen's.		

OIL.		
Canada refined (Toronto)	0 13 1/2	
Sarnia Water White	0 15	
Pratt's Astral	0 18	
Sarnia, Prime White	0 14	
American w. w.	0 16 1/2	

OILERS.		
McClary's Model galvan. oil can, with pump, 5 gal., per doz.	0 00	10 00
Zinc and tin, dis. 50, 50 and 10.		
Copper, per doz.	1 25	3 50
Brass, " "	1 50	3 50
Malleable, dis. 25 per cent.		

PAILS.		
Galvanized pails, discount 45 per cent.		
Galvanized flaring pails, discount 45 per cent.		
Galvanized washtubs, discount 45 per cent.		

PIECED WARE.		
Discount, 40 per cent. off list, June, 1899.		

PICKS.		
Per doz.	6 00	9 00

PICTURE NAILS.		
Porcelain head, per gross.	1 50	3 00
Brass head,	0 40	1 00

PLANES.		
Wood, bench, Canadian dis. 55 per cent.		
American dis. 55.		
Wood, fancy Canadian or American, 37 1/2 to 40 per cent.		
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.		
Miscellaneous, dis. 25 to 27 1/2 per cent.		
Bailey's Victor, 25 per cent.		

PLANE IRONS.		
English, per doz.	2 00	5 00

PLIERS AND NIPPERS.		
Button's Genuine, per doz pairs, dis. 37 1/2 40 p.c.		
Button's Imitation, per doz.	5 00	9 00
German, per doz.	0 60	2 60

PRESSED SPIKES.		
Discount, 20 per cent.		

PULLEYS.		
Hothouse, per doz.	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning.	0 35	2 50

PUMPS.		
Canadian cistern.	1 40	2 25
Canadian pitcher spout.	1 15	2 20

PUNCHES.		
Saddlers', per doz.	1 00	1 85
Conductors', " "	9 00	15 00
Tinners' solid, per set.	0 00	0 72
" hollow, per inch.	0 00	1 00

RANGE BOILERS.		
Galvanized, 30 gallons	8 00	
" 35 "	9 00	
" 40 "	10 00	
Copper, 30 "	22 00	
" 35 "	26 00	
" 40 "	30 00	

RAKES.		
Cast steel and malleable Canadian, list dis. 50 and 10 p.c. revised list.		
Wood, 25 per cent.		

RASPS AND HORSE RASPS.		
New Nicholson horse rasp, discount 60 p.c.		
Globe File Co.'s rasps, 60 and 10 to 70 p.c.		
Heller's Horse rasps, 50 to 50 and 5 p.c.		

RAZORS.		
Geo. Butler & Co.'s.	8 00	18 00
Roker's	7 50	11 00
Wade & Butcher's.	3 60	10 00
Theile & Quack's	7 00	12 00
Elliot's	4 00	18 00

REAPING HOOKS.		
Discount, 50 and 10 per cent.		

REGISTERS.		
Discount, 60 per cent.		

RIVETS AND BURRS.		
Carriage, Section, Wagon Box Rivets, etc. (Steel), 45 p.c.		
Black M. Rivets (Steel), 45 p.c.		
Black and Tinned Rivets, 45 p.c.		
Extras on Iron Rivets in 1-lb. cartons, 1/2 c. per lb.		
Extras on Iron Rivets in 1/2-lb. cartons, 1 c. per lb.		
Copper Rivets & Burrs, 35 p.c. dis., and cartons, 1 c. per lb. extra, net.		
Extras on Tinned or Coppered Rivets in 1/2-lb. cartons, 1 c. per lb.		
Burrs, iron or steel, 40 per cent.		
Terms, 4 mos. or 3 per cent. cash 30 days.		

RIVET SETS.		
Canadian, dis. 35 37 1/2 per cent.		

ROPE, ETC.		
7-16 in. and larger, per lb.	Sisal.	Manila.
3/4 in.	13 1/2	16 1/2
1/2 in.	14	17
1/4 and 5-16 in.	14 1/2	17 1/2
Cotton	14	17
Russia Deep Sea	15 1/2	
Jute	8	
Lath Yarn	9 1/2	
New Zealand Rope	10 1/2	

RULES.		
Boxwood, dis. 75 and 10 p.c.		
Ivory, dis. 37 1/2 to 40 p.c.		

SAD IRONS.		
Mrs. Potts, plain, polished	0 95	
" " nickle-plated	1 05	

SAND AND EMERY PAPER.		
Dominion Flint Paper, 47 1/2 per cent.		
B & A. sand, 40 and 2 1/2 per cent.		
Emery, 40 per cent.		

SAWS.		
Hand, Disston's, dis. 12 1/2 p.c.		
S. & D., 40 per cent.		
Crosscut, Disston's, per ft.	0 35	0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.		
Hack, complete, each.	0 75	2 75
" frame only.	0 75	0 75

SASH WEIGHTS.		
Sectional, per 100 lbs.	3 25	
Solid,	1 50	

SASH CORD.		
Per lb.	0 23	0 30

SAW SETS.		
"Lincoln," per doz.		6 50

SCALES.		
Gurney Scales, 45 p.c.		
B. S. & M. Scales, 45 p.c.		
Champion, 55 per cent.		
Fairbanks Standard, 35 p.c.		
" Richelieu, 55 p.c.		
Chatillon Spring Balances, 10 p.c.		

SCREW DRIVERS.		
Sargent's, per doz.	0 65	1 00

SCREWS.		
Wood, F. H., iron, and steel, 80 p.c.		
" F. H., " dis. 75 p.c.		
" F. H., brass, dis. 75 p.c.		
Wood, R. H., " dis. 67 1/2 p.c.		
" F. H., bronze, dis. 67 1/2 p.c.		
" R. H., " 62 1/2 p.c.		
Drive Screws, 80 per cent.		
Bench, wood, per doz.	3 25	4 00
" iron,	4 25	5 75

SCYTHES.		
Discount, per doz. net.	9 00	15 00

SCYTHE SNATHS.		
Canadian, dis. 45 p.c.		

SHEARS.		
Seymour's, dis. 50 and 10 p.c.		
Heinisch, dis. 50 and 10 p.c.		
Seymour or Heinisch tailor shears. 15 p.c.		

SHOVELS AND SPADES.		
Canadian, dis. 40 and 5 per cent.		

SINKS.		
Steel and galvanized, discount 45 per cent.		

SNAPS.		
Harness, German, dis. 25 p.c.		
Lock, Andrews'.	4 50	11 50

SOLDERING IRONS.		
1, 1 1/2 lb., per lb.		0 37
2 lb. or over, per lb.		0 34

Trunk nails, black	65
Trunk nails, tinned	65 and 5
Clout nails, blued and tinned	65
Chair nails	35
Cigar box nails	35
Patent brads	40
Fine finishing	40
Picture frame points	10
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	15
Zinc glazier's points	5
Double pointed tacks, dozens	85
" " bulk	35

TAPE LINES.

English, ass skin, per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
steel, each	0 80	8 00

THERMOMETERS

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRANSOM LIFTERS.

Payson's per doz. 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.

Diston's, discount 10 per cent.	
German, per doz.	4 75 6 00
Brade's	5 00 10 50
S. & D., discount 35 per cent.	

TWINES.

Bag, Russian, per lb.	0 21
Wrapping, mottled, per pack.	0 50 0 60
Wrapping, cotton, per lb.	0 17 0 18
Mattress, per lb.	0 33 0 45
Staging, "	0 27 0 35
Broom, "	0 30 0 55

VISES.

Hand, per doz.	4 00 6 00
Bench, parallel, each	2 80 4 50
Coach, each	6 00 7 00
Peter Wright's, per lb.	0 12 0 13
Pipe, each	5 50 9 00
Saw, per doz	6 50 13 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White
discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10
and 10 per cent.

WIRES.

Brass wire, 50 to 50 and 2½ per cent. off the
list.
Copper wire, 45 and 10 per cent. net cash 30
days, f.o.b. factory.
Smooth Steel Wire, base, \$3.45 per 100
lb. List of extras: Nos. 2 to 5, ad-

vance 7c. per 100 lb.—Nos. 6 to 9, base—
No. 10, advance 7c.—No. 11, 14c.—No. 12,
20c.—No. 13, 35c.—No. 14, 47c.—No. 15,
60c.—No. 16, 75c. Extras net per 100 lb.:
Coppered wire, 60c.—tinned wire, 82c.—
oiling, 10c.—special hay-baling wire, 30c.—
spring wire, \$1—best steel wire, 75c.—
bright soft drawn, 15c.—in 50 and 100-lb.
bundles net, 10c.—in 25-lb. bundles net,
15c.—packed in cases or cases, 15c.—
bagging or papering, 10c.

Fine Steel Wire, dis. 12½ per cent.
List of extras: In 100-lb. lots: No.
17, 85—No. 18, \$5.50—No. 19, \$6—No. 20,
\$6.65—No. 21, \$7—No. 22, \$7.30—No. 23,
\$7.65—No. 24, \$8—No. 25, \$9—No. 26,
\$9.50—No. 27, \$10—No. 28, \$11—No. 29,
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15
No. 33, \$16—No. 34, \$17. Extras net—
tinned wire, Nos. 17-25, \$2—Nos. 26-31,
\$4—Nos. 32-34, \$6. Coppered, 5c.—oil-
ing, 10c.—in 25-lb. bundles, 15c.—in 50 and
100-lb. bundles, 25c.—in 1-lb. hanks, 50c.—
in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—
packed in cases or cases, 15c.—bagging or
papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$4.40
No. 9, \$3.47½—No. 10, \$1.55—No. 11, \$4.60
No. 12, \$3.62½—No. 13, \$3.77½—No. 14,
\$5.15—No. 15, \$5.40—No. 16, \$5.65.

Clothes Line Wire, 19 gauge,
per 1,000 feet. 3 30

WIRE FENCING

F.O.B.

Galvanized, 4 barb, 2¼ and 5	Toronto
inches apart	3 72½
Galvanized, 2 barb, 4 and 6	
inches apart	3 72½
Galvanized, plain twist	3 72½
Terms, 2 per cent. in 10 days	
Ross braid truss cable	4 00
Barb wire is \$3.47½ f.o.b. Cleveland.	

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net. 2 00
Terms, 4 months, May 1. ; 3 p.c. off 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.	
Agricultural, 60 p.c.	
Coe's Genuine, dis. 70 to 25 p.c.	
Towers' Engineer, each	2 00 7 00
S., per doz	5 80 6 00
G. & K's Pipe, per doz	3 40
Burrell's Pipe, each	3 00
Pocket, per doz	0 25 2 90

WRINGERS.

Leader	per doz. \$60 00
Royal Canadian	" 58 00
Royal American	" 50 00
Discount, 45 per cent.: terms 4 months, or p.c. 30 days. Prices are f.o.b. London Ham- ilton Toronto, Brockville or Montreal.	

WROUGHT IRON WASHERS.

Canadian make, discount, 25 per cent.

Standard Steel Toe Calks

Sizes of
Blunt :

WRITE
FOR
DISCOUNTS.



Sizes of
Sharp
Calks
below for
Fall of 1899 :

NO.	LENGTH.	SIZE.
0.....	1½ inch.....	3/8 x 5/16
1.....	1¾ "	1/2 x 5/16
2.....	1¾ "	9/16 x 3/8
3.....	2 "	5/8 x 3/8

Price, \$1.25 per box of 25 lbs. in bulk.

Or 24 lbs. in 4-lb. packages.

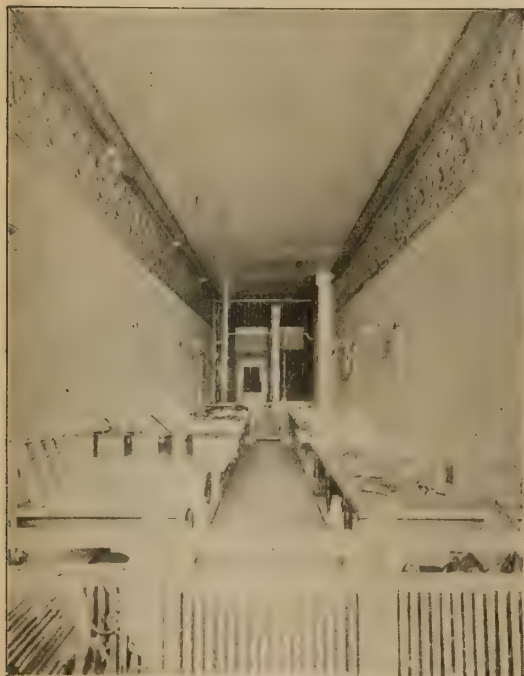
NO.	LENGTH.	SIZE.
4.....	2½ inch.....	3/4 x 3/8
5.....	2¾ "	3/4 x 3/8
6.....	2¾ "	7/8 x 7/16
7.....	3 "	7/8 x 7/16

NO.	LENGTH.	SIZE.
0.....	1½ inch.....	9/16 x 3/8
1.....	1¾ "	9/16 x 3/8
2.....	2 "	11/16 x 7/16
3.....	2¼ "	3/4 x 1/2

Price, \$1.50 per box of 25 lbs. in bulk.

Or 24 lbs. in 4-lb. packages.

JAMES PENDER & CO., Limited, Sole Mfrs. **Saint John, N. B., Canada.**



Luxfer Prisms successfully lighting a
store 100 feet long.



This is the best that ordinary glass could
do before.

There
Need Be
No
DOUBT

If You
Buy,
You Save
Money.

IF YOU WANT MORE DAYLIGHT, YOU WANT LUXFER PRISMS.

WE MAKE VISITORS WELCOME, AND SOLICIT LETTERS OF ENQUIRY.

THE LUXFER PRISM CO., Limited

98-100 KING STREET WEST,

TORONTO

ADVERTISING in WESTERN CANADA

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The Roberts Advertising Agency,
WINNIPEG, CANADA.

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Never been used. Just the Rifle for practice.
Price \$30. Will take \$20.
19 Board of Trade, Montreal

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

FULL STOCK

DIAMOND BRAND



WIND GUARDS,
CHIMNEY TOPS,
FLUE LININGS,

CULVERT PIPES,
SEWER PIPES,
INVERT BLOCKS.

Manufactured by the

HAMILTON AND TORONTO SEWER PIPE CO.

Hamilton, Ontario.

Limited



"BUILD TO-DAY THEN,
STRONG AND SURE.
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

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advertisement
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CONTRACT-
RECORD,
TORONTO
will bring you
tenders from the
best contractors.

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CHAS. F. CLARK, President.

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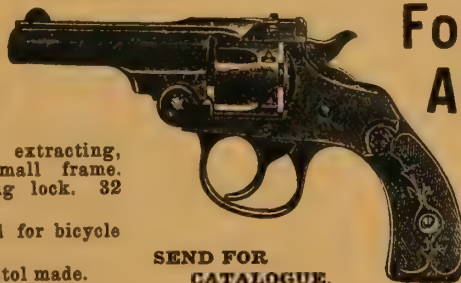
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PERFECTION AUTOMATIC REVOLVER.

NEW Automatic shell extracting,
double action, small frame.
Weights 12 oz. Rebounding lock. 32
caliber. 5 shot.

Made with shorter barrel for bicycle
use.

The most perfect small pistol made.



SEND FOR
CATALOGUE.

Forehand Arms Co.

Manufacturers of
the

Forehand Guns

Worcester,
Mass.



Dominion Pattern

Cow Tie AND Stall Fixture

The special features of the tie and stall fixture are well shown in the illustration. As will be noticed the chain is very short which prevents all danger of entanglement with the animal's foot. At the same time the form of the fixture is such that great freedom is allowed to the head. Because of the short chain this tie is much cheaper than the ordinary patterns.

The stall fixture is made from a tough quality of steel and is very strong. Also, owing to its circular cross-section, it is exceedingly rigid. Its simplicity, convenience, cheapness, and ease of attaching make it very popular with cow tie users.

This form of tie and stall fixture are sometimes called Niagara pattern.

American or Flat Link Chain,

for years the standard cow tie chain in "the States," is now rapidly coming in favor in Canada. Its short link, handsome appearance and smooth surface—which cannot injure the animal's neck—make it superior to all other styles of chain for cow ties.

For sale by all Jobbers; manufactured by

ONEIDA COMMUNITY, Limited, NIAGARA FALLS, ONT.

Est. 1868

Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals

Awarded
By **JURORS** at
International Expositions
Special Prize

Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT ?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM

HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.
OF TORONTO, LIMITED.

61-63 FRONT ST. WEST, TORONTO.

A Word to the Dealer



"These are the only tools you'll need."

The dealer is deeply interested in bicycle tires at this season.

The reconstructive period in the bicycle trade makes this the most important year of the past five. It marks a new epoch in wheeldom.

This word to the dealer: Whatever line you select have the sample wheels fitted with Dunlop tires. Specify Dunlops. Make it sure. Your sample wheels are the most particular wheels—they have a lot to do with your year's business. If you have any difficulty in getting Dunlop Tires it won't be our fault, for with our new factory we can supply every order promptly.

THE DUNLOP TIRE CO.

... LIMITED

TORONTO

MONTREAL

ST. JOHN

WINNIPEG

HARDWARE

AND METAL
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO, FEBRUARY 3, 1900.

NO. 5



Magnolia Metal

*Best Anti-Friction Metal for
all Machinery Bearings.*

GENUINE MAGNOLIA METAL is made up
in bars, of which this is a

FAC-SIMILE.



The name and trade
mark appear on each box
and bar, and besides this
the words "Manufactured
in United States" and
"Patented June 3, 1890"
are stamped on the under
side of each bar.

Magnolia Metal is still selling at the same price it has always sold at—no advance.

MAGNOLIA METAL COMPANY

LONDON OFFICE—40, Queen Victoria St.
CHICAGO OFFICE—Fisher Building, 281
Dearborn Street.

CANADIAN OFFICE—524 Board of Trade
Building, Montreal.

Owners and Sole Manufacturers,

266 and 267
West St., New York

CLEVELAND OFFICE—15 South Water Street.



"QUEEN'S HEAD"

has stood
in the front rank for over forty
years — and is still there!
That speaks well.

JOHN LYSAGHT, LIMITED

BRISTOL, ENG.

MONTREAL

Safe!

with it there is absolute security for all time.

There are no rods, bolts or packings—the pipe connections are made with *screw nipples*. There is nothing to get out of repair. Every Radiator is guaranteed to stand a pressure of 140 pounds to the square inch—double the pressure that any other radiator even pretends to bear. 25 different styles for 25 different purposes. Send for illustrated catalogue of

That little word means everything to the man who is putting hot water or steam into his house—the radiator that leaks or wears out endangers the safety of the house. Above all things the Safford Radiator is *safe*—

The Safford Radiators.

THE DOMINION RADIATOR COMPANY, Limited,
Toronto, Ontario.

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Montreal,
Winnipeg,
Glasgow,
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Cross-Cut Saws

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Chain

Cant Hooks and Boot Calks

We carry
a full stock of

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(LIMITED)

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ALL KINDS AND FOR ALL PURPOSES.

Manila Rope

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Jute Rope

Russian Rope

Marline

Houseline

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Clotheslines

Tarred Hemp Rope

White Hemp Rope

Bolt Rope

Hide Rope

Halyards

Deep Sealine

Ratline

Plow Lines

Lath yarn

Shingle yarn

Bale Rope

Lariat Rope

Hemp Packing

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Drilling Cables and

Spun yarn

Pulp Cord

Lobster Marlin

Paper Cord

Cheese Cord

Hay Rope

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"FIRMUS" Transmission Rope from the finest quality Manila hemp obtainable.
Orders will not be accepted for second quality or "mixed" goods.

CONSUMERS CORDAGE COMPANY, Limited

Toronto Branch. 27 FRONT ST. WEST.

TEL. 94.

Wm. B. Stewart, Agent.

 **Montreal, Que.**

Cold Water

That's all Church's Alabastine needs — cold water and it is ready to use. Hot water **MUST** be used with Kalsomines or all other substitutes for this permanent and sanitary Water Color Wall Coating — Alabastine —

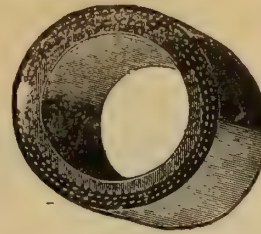
The "butcher, the baker, the candlestick maker," or anyone else can apply it — **COLD** water is all that's needed — **IT WILL NOT DECAY ON THE WALLS.**

16 beautiful tints and white. It saves time and waste and hard work and money. Won't rub off or "scale." Hardens with age. No washing or scraping of walls necessary.

CHURCH'S ALABASTINE

THE ALABASTINE CO'Y, Limited,
PARIS, ONT

Trade in the North- { G. F. Stephens & Co., Winnipeg, Man.
west supplied by { Vancouver Hardware Co., Vancouver, B.C.



Hose made with Seamless Tube.
No seam to open.

A GARDEN HOSE TALK.

The public demand Garden Hose that will stand high pressures suddenly applied, and exposure to all weathers.

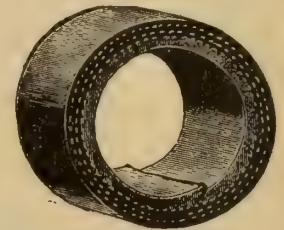
To satisfy these demands, strong duck well protected both inside and out is required.

Weights of duck differ with price of hose. The heavier the duck—all other things being equal—the stronger the hose. We aim to have our cheapest hose stand city pressure.

The inner tube of all qualities of our hose is made by our **PATENT SEAMLESS PROCESS**. With a seamless tube, drawn as is lead pipe, the entire inner circumference is equally strong. There is not a seam for the water to find its way through and thus reach the duck, and eventually cause a leak or leaks.

The cover of our Garden Hose is made to withstand the action of sun, wind, and water.

Our **PATENT SEAMLESS TUBE GARDEN HOSE** is strong and will withstand the action of water from within and weather from without, therefore it is reliable, and it will pay you to handle it. **No returns, No unpleasantness with customers.**



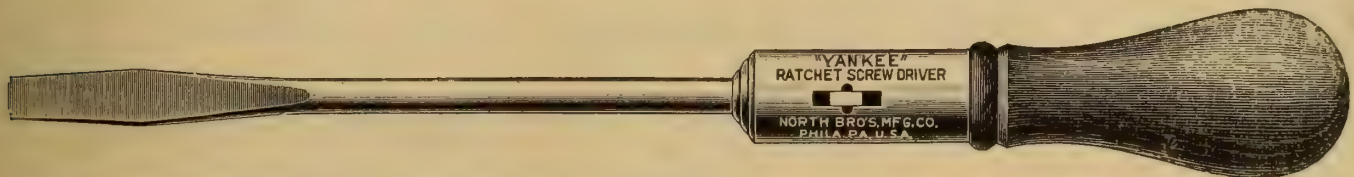
Hose with lapped or butted seam.
Liable to open where joined.

THE CANADIAN RUBBER CO.

MONTREAL. TORONTO. WINNIPEG.

"YANKEE" TOOLS

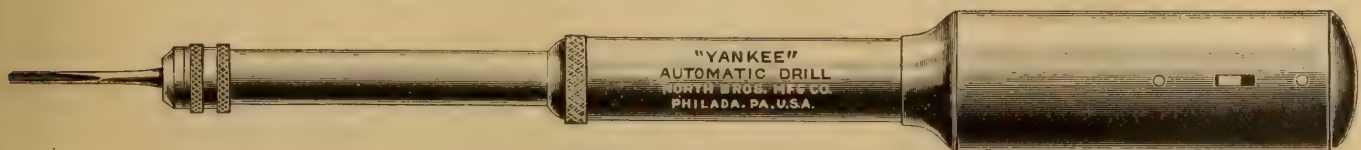
are sold by Leading Jobbers throughout the Dominion.



No. 10 RATCHET SCREW DRIVER, 2, 3, 4, 5, 6, 8, 10, 12 inch.



No. 30 SPIRAL-RATCHET SCREW DRIVER.



No 40 AUTOMATIC DRILL.

FREE A handsome lithographed and embossed Sign in colors, on tin, to dealers handling these tools. Separate sign for each tool. Write at once which sign is wanted and it will be mailed post paid.

SEND FOR "YANKEE" TOOL BOOK.

North Bros. Mfg. Co.
Philadelphia, Pa., U.S.A.

*All returned
Feb. 5, 1900.
G.A.*



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HENRY DISSTON & SONS

INCORPORATED

Philadelphia, Penna.

Disstons' Files are made from
Aluminum Crucible Steel carefully
forged and hardened, and have cor-
rectly shaped teeth.

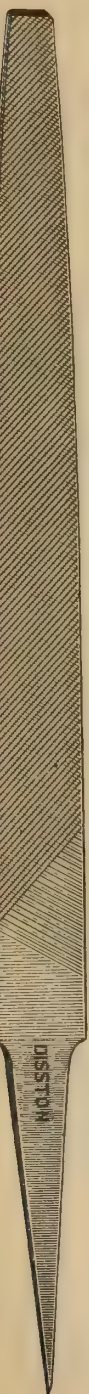
Send us a sample order. We
are sure you will buy them again.

Lewis Bros. & Co.

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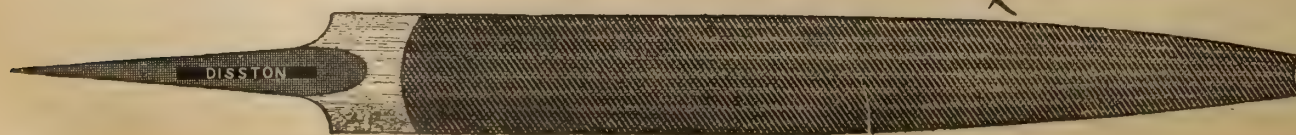
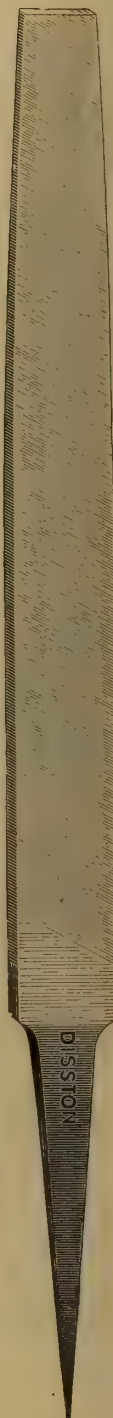
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MONTREAL.



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EDDY'S WRAPPING PAPERS

possess a peculiar toughness
adapting them for the HARD-
WARE TRADE.

The long fibre we make
them of is responsible for this.

SEND FOR A SAMPLE ORDER
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NOW READY.

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Catalogue Free.

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ESTABLISHED 1825.

75 YEARS.

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HEINISCH SHEARS.

Tailors' Shears,
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Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

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NEW YORK OFFICE, 90 Chambers St.
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Not connected with any Shear Combination.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA

"MAXWELL FAVORITE CHURN"

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive.

LAWN MOWERS.

High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate

WHEELBARROWS.

In Four different sizes.

If your Wholesale House does not offer you these articles

SEND DIRECT TO US.



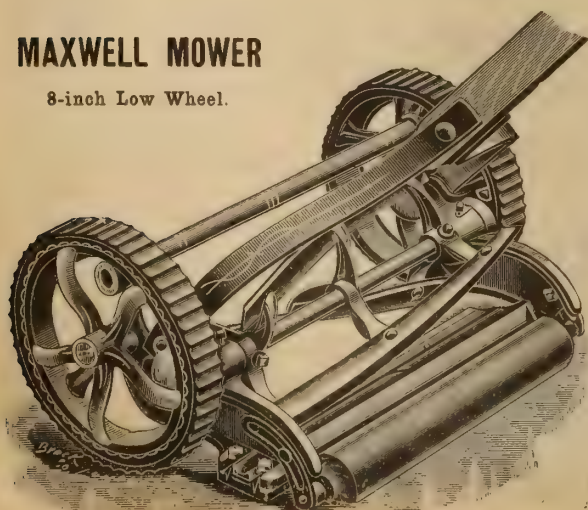
Steel Frame.



Wood Frame.

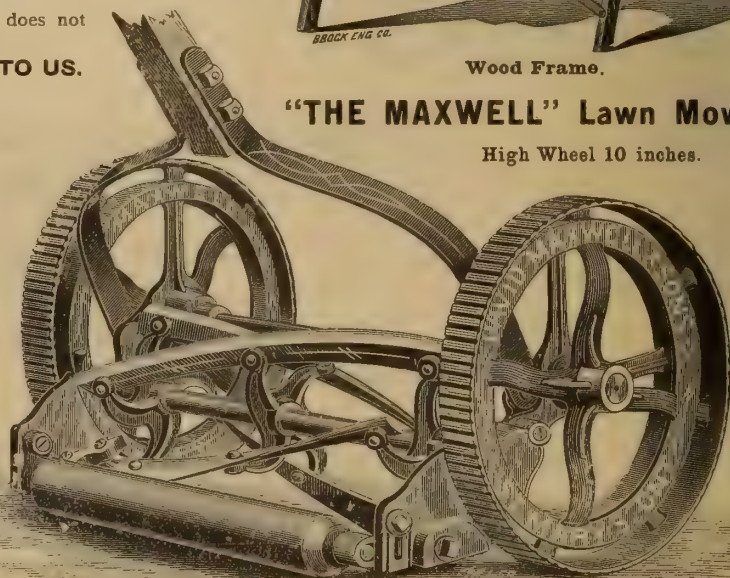
MAXWELL MOWER

8-inch Low Wheel.



"THE MAXWELL" Lawn Mower

High Wheel 10 inches.



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Manufacturers
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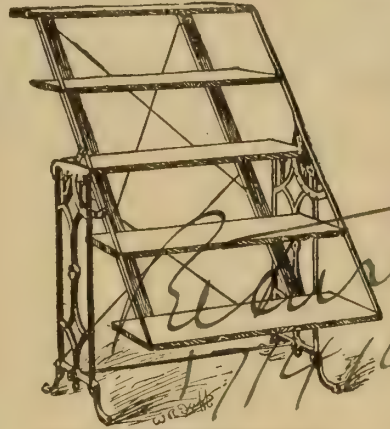
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Attractive and Novel Displays

They can be "instantly adjusted
and firmly locked at any angle."



USEFUL FOR MANY PURPOSES
AND ALWAYS READY FOR USE.

DO YOU KNOW

that your sales would be **ENOR-**
MOUSLY INCREASED by
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A CARD WILL BRING ILLUSTRATED BOOKLET.

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18 x 21 x 60 Sheets.
 18 x 24 x 52 "
 18 x 24 x 60 "
 18 x 24 x 75 "
 20 x 28 x 41 "

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18 x 21 x 60 Sheets.
 18 x 24 x 52 "
 "Alaska" Brand.
 The Finest Made.

FROM STOCK OR IMPORT.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin
 164 Fenchurch Street, London, E.C.

30 Front St West TORONTO.

Dealers Doubled their Dollars

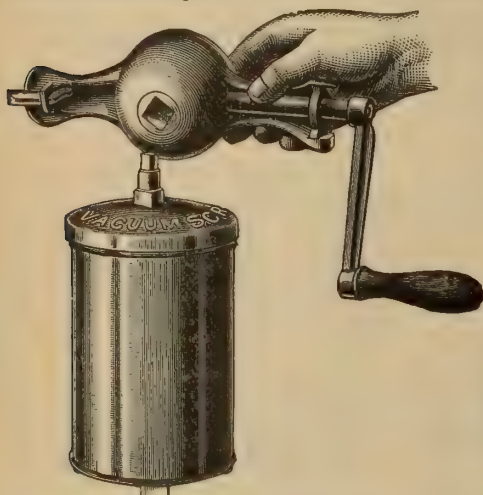
by adopting the proposition we made them last year. We approached them then with what we *thought* would win out. **This Year** we ask you to take advantage of what *has proved* itself a winner. We have letters from dealers saying it increased their freezer business last year 200 per cent. With the first order for 1 dozen Peerless Iceland Freezers we advertise them so as to send freezer customers to your store—they will buy other goods as well as freezers. Write us. The particulars will interest you.

Peerless Iceland Freezers

Sell Easily.

Ice Cream in 3 Minutes.

Satisfy Perfectly.



(We have a record of one minute and forty-five seconds, but above allowance is for inexperienced people).

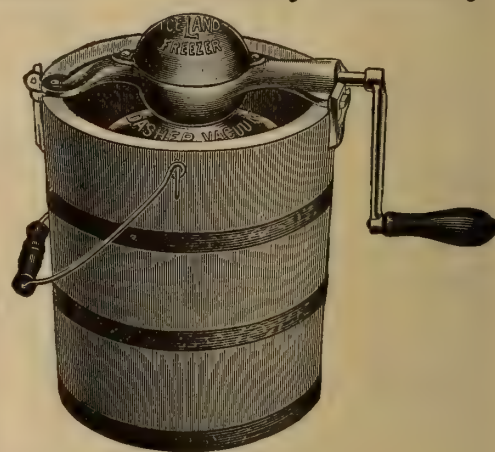
No complicated machinery to get out of order.

Gearing enclosed both top and bottom. No cogs on can top to catch ice and salt. Metal parts all coated with pure block tin.

The Freezing Freezer.

W. G. Putman had a big crowd all day yesterday, watching the man making ice cream in two and a half minutes. This was done with the Peerless Iceland Freezer, and the callers at the store were served with the cream during the day. The freezer is substantially built and is the best on the market. Just to show what it could do one batch of cream was frozen in one and three quarter minutes. It is absolutely salt water proof.—*Peoria Herald*.

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DANA & CO., Cincinnati, O., U. S. A.
Departments "R."



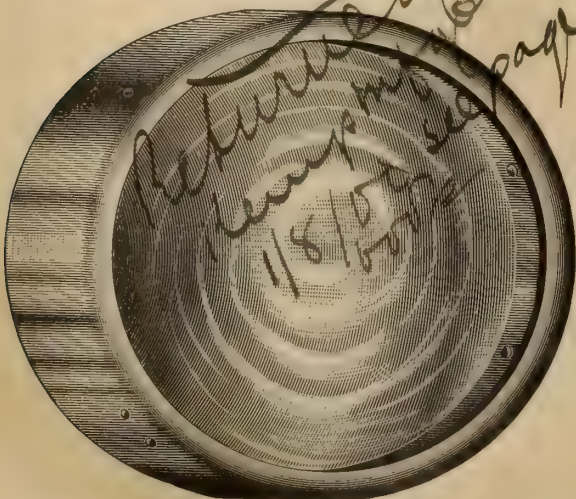
The Peerless Ice Chipper Made from one solid piece of steel heavily coated with tin. Chips ice properly and rapidly. Best tool made for the purpose. Saves time and ice.

Kemp's Broad Hoop, Roll-Rim Milk Can Bottoms

Introduced to the Trade in

1899

and generally pronounced to be the best ever offered.



These Broad Hoop Roll-Rim Milk Can Trimmings

have been improved for season of

1900

and will be found to be the strongest and therefore the most serviceable.

Kemp Manufacturing Co.

TORONTO, CANADA.



President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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CUTLERY 10 TO 20 PER CENT. HIGHER.

TRADERS who were lucky enough to anticipate their future wants on cutlery early last fall are certainly in a position to reap a handsome profit. Since the middle of last November, good English pocket cutlery has advanced sharply, and, as it stands now, importers will have to pay from 5 to 10 per cent. more than they did last spring.

The same appreciation in cost rules in the case of good table cutlery, while, in the cheaper lines of table goods, the advance is even greater, ranging all the way from 15 to 20 per cent. This is due to the fact that appreciation in the cost of raw material is more promptly reflected in these cheaper lines than in the higher-class goods.

Numerous illustrations could be adduced, but one will suffice. One cheap line of

table knives, which was quoted at 1s. 5d., stands now at 1s. 9d. In other words, there has been a rise of 4d. per dozen in a line of goods that sells at 17d. per dozen.

This shows pretty plainly what position the cutlery market is in. In fact, several English firms refuse to hold prices for agents, expressly stipulating that delivery is always subject to the prices ruling at the date of shipment.

BELTING 15 PER CENT. HIGHER.

A rise of 15 per cent. has been established on all lines of leather belting, the discounts being lowered to that extent. The list prices are unchanged.

The advance is chiefly due to the fact that raw hides within the past year have gone up 40 per cent.

Besides, other lines of manufactured leather have gone up very materially lately, so that the belting men at a meeting held in Montreal on Tuesday decided upon the above advance.

A man may withhold paying his debts, but he cannot withhold his good reputation going from him.

MISTAKES AND SUCCESS.

The man who makes mistakes is not necessarily foolish, but the same cannot be said of him who profits not by them.

The best of men make mistakes, but the best of men get the best results from them.

It is well for a man to gather experience without having to pay the price for them that mistakes often entail. But still, if a man is as wide-awake as he should be, it is possible for him to gather experience from his mistakes that shall increase rather than decrease his possibility of success in life.

BUSINESS MEN ON THE TECHNICAL BOARD.

INSTEAD of being compelled to importune the city council for permission to send representatives to the Technical School Board of Toronto, the Board of Trade and the Manufacturers' Association should have been importuned by the city council to send representatives.

If there are any organizations that should be the first to be considered as best fitted to advise and counsel such an institution as the Technical School, it is certainly the Manufacturers' Association and the Board of Trade.

But, instead of this being recognized, these organizations appear to be considered by some of those in authority at the city hall as factors incompatible and foreign to technical school boards; a sort of evil genius as it were, whose approaches, and especially those of the Board of Trade, for representation should be met by insulting epithets.

But, of course, this all comes of a preponderance of professional, and an insufficiency of the business element at the city hall.

It is true, as noted elsewhere, that a special committee has at last reported in favor of allowing the Manufacturers' Association two representatives and the Board of Trade one at the Technical Board, but this has only been conceded after those deputed to ask for representation had been subjected to humiliation and insult.

ADVANCE IN ENGLISH SHOVELS.

Cable advices from England report that, owing to the steady rise in raw material, British makers have been compelled to advance shovels 2s. on their previous quotations.

REVERTING TO HORSE AND WAGON FREIGHTAGE.

It is about 65 years since the first locomotive railway was seen in Canada, and nearly 50 years since it made its appearance in Ontario. Since then the railways have multiplied until there are steel highways in the country aggregating 17,000 miles. This is about equal to two-thirds the distance round the world. Of this we are naturally proud.

But, while the steam railway lines are expanding and the electric railways multiplying, a new competitor—or rather an old one resurrected—has arisen to compete with the railways between Toronto and Hamilton.

It is our old friend the horse and wagon, long ago thought to be dead and buried as a freight carrier along a highway paralleled by railways, and two at that.

The system was inaugurated a few weeks ago by two manufacturing firms—one in Toronto, and the other in Hamilton.

What induced them to do so was the high freight rates. Hamilton is 40 miles from Toronto, and Chicago is 500 miles from the latter city, but the freight for the 500 miles is as low or lower than for the 40 miles.

So far only two wagons are on the service and each carries about five tons of freight per trip. One day is occupied in making the journey, and the cost is \$15 to \$16 for every five tons less than if conveyed by the railways at the rates now ruling.

The railways appear to be almost as much alarmed at the innovation as were the old horse and wagon freighters at the appearance of the iron horse. It is, perhaps, not altogether fear of the two wagons, but fear that other firms will follow the example of the two firms in question.

Incidentally, the matter illustrates the burdens that shippers are compelled to pay on short hauls, and emphasizes the necessity of the appointment of a permanent railway commission.

GALVANIZED IRON STRONGER.

A decidedly firmer feeling obtains in regard to the galvanized iron market.

Cables from Great Britain report an advance of £1 per ton. The British trade papers of two weeks ago reported the market strong and shipments very heavy, so the advance cannot be said to be unexpected.

Stocks in the United States are light, and importers in Canada report that they have

not yet been able to obtain delivery of goods ordered a couple of months ago, although the manufacturers now promise that the goods will be forthcoming at once.

Although we make no change in our quotations, the figures are decidedly firm, and we look for higher prices if the market maintains its present strength.

TURPENTINE VERY STRONG.

TURPENTINE has given evidence of a strong upward tendency during the past fortnight, having had two distinct advances, one of 2c., and the second of 3c., or 5c. in all.

This strength is a reflection of the situation in the South, where a greatly increased demand for stock on hand, and active speculation in the new crop at very high figures, has made sellers independent in their disposition.

Savannah advices state that this inquiry for summer delivery contracts is the most striking feature of the situation, and that it is estimated that already over 100,000 bbls. have been contracted for on this account, chiefly for European buyers, who have been, and still are, the chief purchasers at primary markets.

Stocks at Savannah in store are rather heavier than they were this time last year. Last week they were placed at 20.978, against 14.411 bbls. on the same date in 1899.

He who has a "big head" has a hard time pushing his way through the world.

UNSANITARY HOTELS.

A number of commercial travelers have taken advantage of the invitation of Hon. J. R. Stratton, Provincial Secretary for Ontario, to register specific complaints regarding the unsanitary condition of hotels in the Province.

These complaints, we are told by the daily papers, are subsequently handed over to the license commissioners and the inspector of the district for investigation.

Although there is now a probability that many unsanitary hotels will be put into better condition, the commercial travelers should not relax their vigilance. Where improvements are not properly made they

should not cease to make complaints until they are. Government officials are not always the most energetic men in carrying out reforms.

CREDITS AND COLLECTIONS.

DURING the course of his address before the convention of The National Association of Retail Grocers of the United States, held in Cleveland, President Scherer made the following reference to credits and collections:

Credit, the root of so many evils, the rock on which many a commercial enterprise founders, is a feature of our business system which is of the greatest importance. We cannot do business without credit, for credit is the largest factor in the development of this country and the maintenance of our commercial enterprises. If we must have credit it is essential to have the most improved system. The present law in many States is simply a premium on roguery and dishonesty which enables the dead beat to live on the industry of others. It would be a commendable result if this convention would stimulate a movement on the part of the retail merchants' associations to use the power and influence they possess to urge upon the lawmakers of the different States the passage of an amendment to the present existing garnishee or exemption laws, in order to make it possible to collect from the unscrupulous debtor.

These remarks, while intended for the United States, are just as applicable to Canada.

ADVANCE IN BLACK SHEETS.

British exchanges to hand report an advance in the price of black sheets. The demand there was reported to be most brisk, the galvanizers being heavy purchasers.

As an idea of the extent to which black sheets advanced during 1899, it may be pointed out that doubles are £4 5s. dearer than they were a year ago.

One trade paper, The Ironmonger, states that "during the earlier part of last year the black sheet trade was very depressed, but within the last few months it has undergone a remarkable recovery."

In Canada, prices are steady and unchanged on black sheets, with the demand fair for small lots.

ADVANCE IN RUBBER GOODS.

A circular has been sent out by the Canadian manufacturers announcing an advance of 5 per cent. in the price of rubber belting, packing, hose and mechanical rubber goods. The advance took effect on February 1.

The cause of the advance is the increased cost of crude rubber, cotton fabrics and other ingredients.

CREDITS IN THE RETAIL BUSINESS, HOW TO CONTROL THEM.*

BY J. F. BERGER.

CREDIT is a term in political economy of which we possess no scientific definition. The practical meaning, however, is well known. The proper conception of credit is that which serves the purpose of capital. It can only do so while there is capital ready to come and take its place when necessary. Credits which are not in this position do not accomplish the purpose of capital.

The practical position of credit in the retail business is exemplified by a sponge saturated with water: Squeeze it and you can "throw up the sponge." Credit is imposed upon a community for two very good reasons: Lack of money and greed of gain. The larger part of credit granted in the retail business is given to those anticipating the future—till they raise a crop—and is unsafe, while the part given to those of known responsibility is practical and usually safe.

The retailer who runs his business like a pawnshop, taking in everything, and charging more profit for the larger risk, must come to grief. I venture the assertion that in every town of 2,000 population in the United States there is continually an outstanding credit of \$50,000 which no single creditor desires.

Why is this true? Because very few dare to declare for cash only, single handed, and concerted action is practically impossible.

Many retailers, before they have been in business six months, have their

ENTIRE INVESTMENT CREDITED OUT, doing business on jobbers' goods entirely. When, for any reason, they are forced to meet their obligations, they learn for the first time the real meaning of credit. Under existing circumstances credits have been shortened and discounts cut down to the retailer. If he is wise he will follow the good example set him by those closer in touch with the needs of the hour than he. Each successive season credits are more closely investigated by the credit men and it is to be hoped they will succeed in weeding out the old fogies, who, following antiquated methods, finally go to the wall, beat the jobber and leave a stock of goods to be disposed of to the ruination of legitimate trade at that place for some time.

HOW TO CONTROL CREDITS.

The control of credit in retail business is of much greater importance than the signification of the term. It depends so largely

upon the personality of the merchant that anything but the most arbitrary rule strictly adhered to must fail of usefulness to many. Standing behind the counter and coming in personal contact with each customer, who in many instances is friend or neighbor, makes a correct business attitude more difficult than that of the credit man at his desk. Certain it is that you possess a more accurate knowledge of your customers, but more certainly it is a fact that a proper consideration of all the conditions, which must be considered and acted upon instantly, is more difficult, except it be on absolute refusal of credit. I am speaking now of customers known to you not to be prompt and legally responsible. Properly controlling credits is the merchant's nightmare. Whether he be careful, conservative and painstaking, or careless and slothful, the credit portion of his business brings him more sleepless nights and grey hairs than all other business cares.

RULES IN GRANTING CREDIT.

If I were obliged to leave my store in charge of clerks for a considerable length of time, I would lay down the following rules for them to observe in granting credit:

1. Open accounts only with persons of known responsibility.
2. Take title notes for one-half bill, demanding half in cash. Always have note recorded.
3. Trust no strangers unless account is guaranteed by some responsible person known to you.
4. Avoid opening accounts for less than \$1.
5. Always set a day for payment.
6. Collect promptly as agreed.
7. Avoid long time sales.

These rules strictly followed would undoubtedly lose you about one-fifth of your trade, principally the undesirable fifth. If business men would follow such rules, it would tone up trade, make their daily life pleasanter, stop aggravating losses and be better for customers as well.

Finally: Controlling credit is a matter for individual action, and no information will benefit the merchant who cannot say no, or who insists on making such unsafe sales for the chances of making a profit, which is as often as bad speculation as bucket shop deals.

The real and only safe way to control credit is to sell for cash. Hasten the arrival of that day.

A WEAKER HEMP MARKET.

THE manila hemp market has been rather feverish during the past week, owing to the prospective early opening of the Philippine ports.

The effect upon the price of manila fibre has been marked, the market reports of January 30 noting a decline of over 5c. per lb. for March and April shipment. The quotation was formerly 14½c.; on January 30 it was 9¼c. It is true London cables were a little firmer on the following day, but there does not appear to have been an actual change in prices.

Although the market is weaker, it is worthy of note that the stock of hemp in Manila on January 15 was only 4,000 bales, compared with 86,000 bales the same time a year ago, while the receipts at Manila are about 85 per cent. less than a year ago.

It is evident that the market, like a horse race, is uncertain, and, in view of this fact, hardwaremen should be very careful in regard to the placing of orders for binder twine. One wholesale house has suggested that retailers should not place orders unless subject to guarantee against decline, but, of course, this is a matter in regard to which members of the trade can suit themselves.

STOVE PIPES 75c. DEARER.

Another advance is announced in the price of stove pipes. It went into effect on February 1, and is 75c. per 100 lengths.

Prices per 100 lengths, nestable in crates of 25 lengths, are now as follows: 5 to 6-inch, \$8; 7-inch, \$8.50.

The last advance was made towards the end of the old year.

GLASS GEM JARS 50c. DEARER.

Glass gem jars advanced 50c. per gross on Thursday. As this advance was anticipated the wholesale houses have been doing a large trade in this particular line lately.

SMELTER AT WELLAND.

Premier Laurier was waited upon at Ottawa on Wednesday, by Mr. E. A. C. Pew, of Toronto, and a party of American gentlemen interested in the steel and iron industry, in connection with the establishment of the proposed smelter at Welland, Ont., the question at issue being a reduction of duty and increase of bounty on the steel and iron. The American capitalists in the party were: T. E. Hinckley, New York; E. M. Bietz and J. H. Hardbeck, Pittsburg.

If satisfactory arrangements are made, the erection of a large smelter at Welland, to be supplied with ore from the West Hull mines, will be commenced early in the spring.

*Paper read before The Kansas Retail Hardware Dealers' Association.

ADVICE TO YOUNG MEN STARTING IN BUSINESS.

BY CHARLES R. BARRETT.

EVERY self-respecting young man hopes to achieve success, whether it is a financial, political, professional or social ambition he seeks to gratify. A few suggestions may serve a purpose, as we are all guided to some degree by the experience and advice of others.

In the first place let us learn that we may possess knowledge and lack wisdom. Wisdom is applied knowledge, which shows that the application of knowledge is just as important as the possession of it. Our heads may be stored with facts and yet we may be incapable of evolving ideas or of expressing them. This is

AN IMPORTANT POINT

for a young man to learn. To have ideas and the ability to express them is the soul of intelligence. Our greatest enterprises are merely executed ideas. To originate a practical idea is to produce a useful force.

What we can evolve from our brain is the test of our learning. To be prolific of practical ideas is to be useful. The drainage canal was once only an idea, which, in executed form, is one of the greatest undertakings and accomplishments of the age. The idea has developed into a ship canal that connects the great lakes with the Gulf of Mexico and gives to Chicago the promise of a sanitary condition not dreamed of 10 years ago.

Now, let us turn to the young man's opportunities as they present themselves from day to day, and have him understand that his place in the world is to be determined largely by his ability. The physical workman was doing a few years ago what is now being done by machinery, with which no man can compete.

LOOK ABOUT

and you will find that the leaders of enterprises are thinkers or are employing thinkers and paying them liberally for their services. If you will examine carefully you will find that the majority of those employed at comparatively low wages are merely followers of thinkers.

Take, for example, the young man who stands behind the counter as salesman or accountant. Faithful and honest as he may be, there is nothing original required of him, but there is of the man who goes into the open market and, on his own judgment, buys goods that can be handled at a profit, or who goes on the road and sells them at a profit and from year to year controls the patronage of a certain territory. This man is worth from \$3,000 to \$10,000 a year to the employer, whereas, the clerk behind

the counter who sells the goods or records the sales is worth from \$8 to \$15 a week. This clerk does not have to think, as the purchases are made for him, the particular goods are selected for his department, the price is fixed for him, the advertising is done for him, and even the measure is provided for him.

A young man in such a position has

NO RIGHT TO COMPLAIN

if his wages are small or his advancement is slow. His services are not valuable. His place can be filled in a day. He does not advance the ideas that make his department successful. They are supplied by more valuable men. After this young man has had his wages advanced \$2 a week, he will work contentedly for a few months, and then will ask for another advance. In the meantime, has he done anything to merit it, beyond being faithful in the discharge of the same routine duties? It is doubtful if he has.

Back of the ability to know must be the ability to do. Some men possess ability and are honest, but lack energy; and others possess the three qualities but lack executive ability. Combine the four qualities and you have a power that commands a price. Advertise for a \$10 a-week clerk and you will get hundreds of answers, but advertise for the kind of a man to whom you are willing to pay \$3,000 or \$5,000 a year and you will be surprised at how few there are and how rarely they are out of employment.

The employer is a man who has more cares and responsibilities than he can discharge, and he looks about him for some one to whom he can intrust them. The importance of the cares and responsibilities and the ability to discharge them satisfactorily determine the value of the employee's services.

THE EMPLOYER WANTS MEN

who will take the same interest he takes and upon whom he can depend without worrying and without having to superintend every detail of the work. He wants those who relieve him of anxiety and who show they have originality, discretion, tact, energy and adaptability. Such men are always in demand. But how abundant are those who can merely execute other men's ideas, the unthinking, non-caring underlings in the terrific competition so characteristic of American life.

When you enter the employ of a business house begin at once to familiarize yourself with the scope of the business, and show a

disposition and ability to do more than routine work.

BEGIN BY BEING PUNCTUAL,

thoughtful, and painstaking, and in showing an interest in the arrangement of things. Study to please those to whom you are responsible, and you will find them observing and appreciative. You are an individual, and will never walk in the footsteps of another. No two persons ever lived under the same influences, ever contended with the same difficulties, nor did they ever achieve the same success. No two pursue exactly the same course in life. You will never be the same success or failure that some other person has been. The world is developing new types of success every day, and in as many directions as earnest, thoughtful, and energetic men are working. There is no success without work. Back of your work must be a brain force that distinguishes you from a machine. Machines do not evolve ideas, nor do the majority of men. Learn how to do business and how to deal with men. Be tactful, which is nothing more or less than using common sense opportunities to the best advantage. Recognize the brain competition that is on to-day. Prepare to carry an influence into the world. Exercise such tactfulness as will draw the world towards you. Study human nature. Be able to determine the kind of a man you have to deal with as soon as you come in contact with him. If he is ignorant, know how to deal with ignorance. If he is intelligent, know how to deal with intelligence. Adapt yourself to the conditions before you. In each case strive to please, that each person you meet may carry away a favorable impression of you. In this way you will acquire a good reputation at a small cost. Remember others are not always wrong if they differ with you. Justice is the greatest virtue. Therefore, be just. Avoid being unreasonable. Put yourself in the other person's place once in a while and judge the situation from his point of view. This disposition will develop fairness and win friends.

READ TO GET FACTS,

and from them evolve original ideas. Read the newspapers, as well as books and maga-

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.

Limited

HAMILTON, ONT.

zines. Keep posted on the industrial, educational, political, and social conditions and events of the day. Intellectuality will become stamped upon your face, and the bearing that should attend a cultured mind will lead you into desirable society, and in it you will find an influence that helps secure advancement.

Take hold as you would if you were a partner and try to feel the responsibility he is obliged to assume. Work quietly. Make your work count, which is more than most people can do. Prove your capacity, and somebody will be sure to note it, employ it, and reward it. Never be satisfied with yourself or your income, but never expect the income to equal your earning capacity, as to do so would show a disposition to rob the employer of the profit which he is entitled to make on your services. He is entitled to a liberal return on the capital invested in the enterprise which gives you employment. Every employer is a benefactor. He gives others something to do by which means they may gain such a livelihood as their capacity and his business can furnish.

DON'T SIT AROUND

and wonder why your salary is so small unless you are looking for the cause and remedy. To make yourself valuable you must be productive of ideas. You must be progressive. You must be resourceful. You must be willing to work. There is no exception to these rules. They are fixed requirements to test the disposition and capacity of the employee. Consider the relation that should exist between the employer and yourself. He must be satisfied with your services and he will require that they shall be worth more than they cost him. This is exactly as you would have it were the situation reversed. Put yourself in the employer's place. Invest your money in an enterprise that necessitates the employment of labor and then look about for men in whose qualifications you would have confidence. How critical you would be!

You must not expect to win promotion standing still. You must not expect promotion except through an enlarged knowledge of the business. The employer must have growing men and he cannot afford to overlook the increasing value of their services.

BE WILLING

to carry the responsibilities he imposes upon you from day to day and be thoughtful and faithful in the discharge of them regardless of the compensation you are receiving for it. If active and intelligent in the discharge of your duties you will be rewarded for it.

If you are getting \$10 a week make your services worth \$20 to your employer.

The Main Things

that bring big paint business are:

Good Paint,
Good Advertising,
Constant Effort.

The better the paint and advertising and the more constant your effort in their behalf, the bigger the paint business.

THE SHERWIN-WILLIAMS CO build along these lines. In S.-W.P. they furnish the best paint on the market; their advertising is the best and most extensive in the paint world; their effort in helping push the paint after it's on the dealer's shelves, is constant and untiring.

The biggest paint business in your community is yours if you build it on S.-W.P.



THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

Canadian Division:
21 St. Antoine St.,
Montreal.

CLEVELAND. BOSTON.
CHICAGO. TORONTO.
NEW YORK. SAN FRANCISCO.
MONTREAL. KANSAS CITY.

Make them apparently indispensable to him. Make it impossible for him to fill the position to better advantage. Know something outside of the business. Keep learning. Keep broadening. Be on your guard lest you go to seed at the age of 30 or 40, as most men do, and thus be incapable of doing more than routine work.

The right use of general knowledge will make you courteous in manner, neat in appearance, temperate in habits, honest in purpose, just in requirements and successful in business. Let such qualities serve your opportunities and you will some day discover that you have a substantial hold on life, which is the aim of effort and the goal of ambition.—Tradesman.

MONTREAL ROLLING MILLS CO.

The Montreal Rolling Mills Co. held their annual meeting at the city offices, Temple Building, on Tuesday. The annual report showed that satisfactory business had been done during the past year. The following named were elected officers for the current year: Andrew Allan, president; E. S. Clouston, vice-president; H. Montagu Allan, Henry Archbald, Hon. George A. Drummond, John S. McLennan and Wm. McMaster, directors. Mr. Wm. McMaster, at a meeting of the directors, was re-elected managing-director.

DISTRIBUTION OF SAMPLES OF SEED GRAIN.

Under instruction of the Hon. Minister of Agriculture another distribution of sample packages of the best and most productive sorts of cereals, etc., is now being made from the Central Experimental Farm, Ottawa. The distribution will consist, as heretofore, of samples of oats, spring wheat, barley, field peas, Indian corn and potatoes. Each sample will weigh 3 lb. The packages will be sent free to applicants, through the mail. The object in view is the improvement of the character and quality of the grain, etc., grown in Canada, an effort widely appreciated.

These samples will be sent only to those who apply personally, lists of names from societies or individuals cannot be considered. Only one sample of one sort can be sent to each applicant, hence if an individual receives a sample of oats he cannot also receive one of wheat or barley. Applications should be addressed to the Director of Experimental Farms, Ottawa, and may be sent at any time before March 15, after which date the list will be closed. Letters may be sent to the Experimental Farm free of postage.

John Lynch, general merchant, Shubenacadie, N.S., is dead.

A PLEASANT DINNER.

NOWADAYS it is a hackeneyed charge that large industrial corporations have no souls and that the relations between those in authority and those subordinate are frequently not as pleasant as they might be. There may be such cases, but it is pleasant to know that they are the exception and not the rule in Canada.

There was a nice illustration of the good feeling which exists between the officers of a large corporation and its employes at the Hotel Carslake, Montreal, last Saturday evening, when A. F. Macpherson, the secretary-treasurer of The Montreal Rolling Mills Co. gave a farewell banquet to his fellow employes on the occasion of severing his connection with the company.

Some 70 or 80 people sat down, and they represented every department of the large works on the canal bank, from the managing-director of the company, and heads of the technical branches of the business, down to the office boy in the counting-room. Everyone came for a good time and they had it. At the cross table, Mr. Macpherson had on his right Messrs. McMaster, the managing-director, and Kinghorn, superintendent of the sales department, and, on his left, Messrs. Derrick, superintendent of the works, and Waldie, who succeeds Mr. Macpherson in the secretary-treasurership. Mr. Thos. Nutall and his brother, Wm. Nutall, two gentlemen prominent in the iron business at Pittsburg, who happened to be in town, were also present. The good things being done justice to, the hours were pleasantly passed until midnight. There were few speeches, but there were some first-class songs, and it was noticeable that a strong patriotic strain actuated all the vocalists, for everyone is thinking of our brave fellows in South Africa just now.

After the "Queen" had been honored, Mr. McMaster made a short little speech dwelling upon the pleasant relations which existed between the officers of the company and those in the works, paying a strong tribute to the latter, to whom he attributed a great deal of the credit due for the success of the company. Without good workmanship they could never expect to compete successfully in the market. He concluded his remarks by presenting to Mr. Macpherson a handsome gold watch as a token of the esteem in which his fellow employes held him.

Mr. Macpherson suitably responded, and Messrs. Kinghorn, Waldie, Derrick and Boyd also made short speeches in expression of the feelings entertained for their host by his comrades in the counting-room and the works.

Those who entertained with songs were Andrew Wood, Geo. Morgan, W. R. Boyd,

Wm. Nutall, F. S. Hickey, C. J. Hempey, W. Williams and H. Diplock. "God Save The Queen" and "Auld Lang Syne" brought a very pleasant gathering to a close.

CARBONS IN DIAMOND DRILLS.

Carbons in diamond drills are usually reset after 40 feet of quartz, or 150 feet of slate, says Tradesman. These and their

settings constitute the greatest item of expense. Six to eight 3-carat stones are used to each bit, and they cost about \$15 per carat; as it costs \$10 to set a bit, this would make each 6-carbon bit cost \$280. The cost of wear and tear per foot varies from 30 to 50c., according to the hardness of the rock. An average drill, including, say, 600 foot rods and 2 bits, would cost about \$2,000.

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Your orders for

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BRANCHES:—

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Gilbertson's Galvanized Sheets

PATENT

**COMET
BRAND**

FLATTENED

are suitable for all kinds of Galvanized work demanding uniform quality; being made of superior Siemens Steel, they will double seam either way of grain, are smooth, soft, and well galvanized, every sheet being carefully selected; weight and count of sheets per case fully equal to the best known brands imported, and cost less.

GILBERTSON'S are the only galvanizers who not only roll all their Steel Sheets, but manufacture all their own Steel in their own Steel Works, thus enabling them to put a soft and regular quality of steel into their sheets, which is impossible for galvanizers who buy their steel in the open market.

GILBERTSON'S CORRUGATED GALVANIZED SHEETS—all sizes.

"GILBERTSON'S" SIEMENS-MARTIN TINPLATES

are soft, extra well coated, noted for deep stamping qualities, and for canners of fruits, meats, and fish have no equals. Cost no more than brands not nearly as well coated, or of equal quality.

BRANDS: "Gilbertson's," "Parsons," "Pontardawe,"
"Lincoln," "Comet," "Regina," "Gwyned."

GILBERTSON'S TERNEPLATES, "Regina" brand.

IMITATION RUSSIA SHEETS—will not crack or scale. Pickled, cold rolled and close annealed.

SIEMENS-MARTIN STEEL SHEETS, close annealed, close annealed and cold rolled (flat and free from buckles), also pickled.

BLACK CEILING PLATES, "Comet" brand. Pickled, cold rolled and close annealed.

BLACK TAGGER PLATES. Pickled and close annealed.

Supplies carried by all wholesale jobbers. In ordering please mention brands.

ALEXANDER GIBB

Agent

22 St. John Street, MONTREAL.

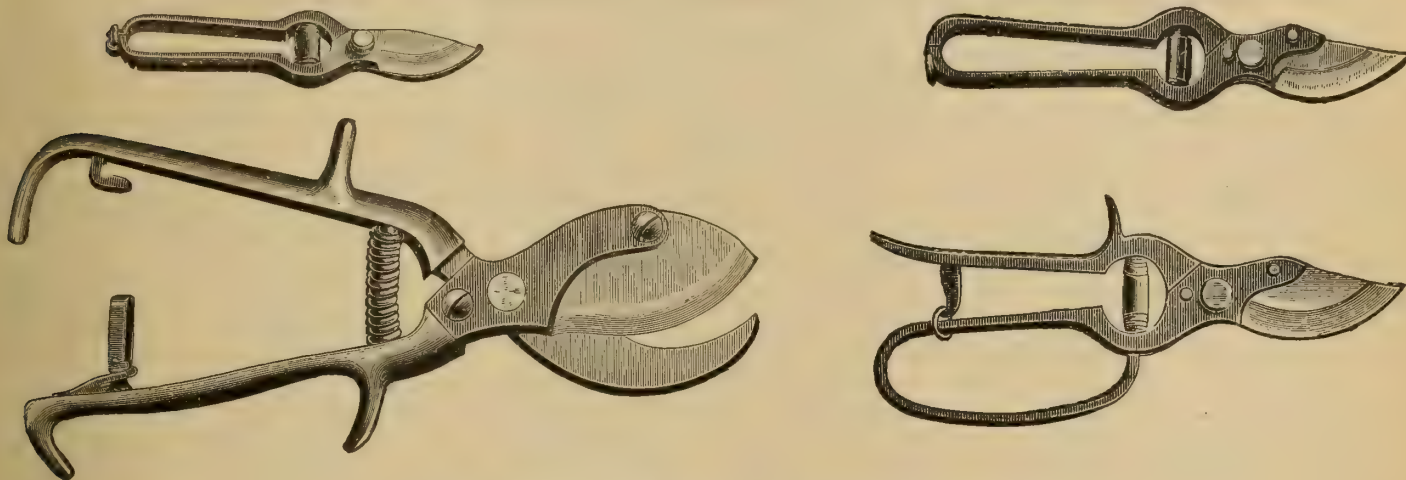
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HARDWARE
MERCHANTS,
WHOLESALE
ONLY.

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WHOLESALE.

PRUNING SHEARS



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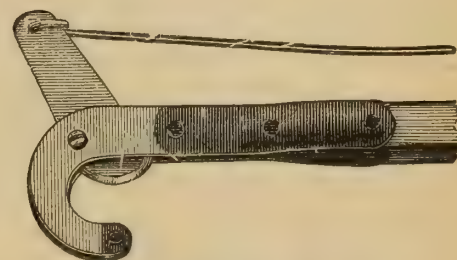
WRITE FOR PRICES.

DEHORNING SHEARS



"Keystone"

36 In. Handles.



Handles, 6, 8, 10 feet long.



WRITE FOR PRICES.

Handles, 26, 36 in. long.

PRUNING KNIVES



WRITE FOR PRICES.

H. S. HOWLAND, SONS & CO., Toronto.

OUR PRICES ARE
RIGHT.

Graham Cut and Wire Nails are the Best.

WE SHIP
PROMPTLY.

MARKETS AND MARKET NOTES.

QUEBEC MARKETS.

MONTREAL, February 2, 1900.

HARDWARE.

THE spring trade in hardware is certainly opening out in most promising shape, and orders for forward delivery for all sorts of material are increasing in volume each day. No further changes of moment are to note this week, but values generally are firmly held. Forward orders are noticeable in the case of smooth and galvanized wire, and wire nails, and the tendency of values on the latter is distinctly firm. Horse nails and horseshoes contribute a moderate trade. Screws and bolts, under the new discounts, meet with good attention, and generally the outlook is for an active spring trade.

BARBED WIRE—Business is quiet and prices are unchanged at \$3.72½.

SMOOTH STEEL WIRE—There are orders on forward account, and prices are steady at \$3.45 per 100 lb. base.

GALVANIZED WIRE—Outside of forward business the market is quiet. We quote: Nos. 6, 7 and 8 gauge, \$4.37½;

No. 9, \$3.47½; No. 10, \$4.52½; No. 11, \$4.57½; No. 12, \$3.62½; No. 13, \$3.72½; No. 14, \$5.12½; No. 15, \$5.42½; and No. 16, \$5.62½.

FINE STEEL WIRE—Steady, with discounts 12½ per cent.

BRASS AND COPPER WIRE—No further change is to report in these. Discounts are 50 and 7½ per cent. on brass, and 50 and 2½ per cent. on copper wire.

FENCE STAPLES—Quiet and steady. We quote: \$3.75 on bright and \$4.35 on galvanized.

FINE STAPLES—Firmly held. Discounts are: Coopers' staples, 45 per cent.; poultry netting, 35 per cent., and electrical, etc., 35 per cent. off list.

WIRE NAILS—The firm tone is maintained under an active demand for spring shipment. We quote, \$3.45, with car lots \$3.35.

CUT NAILS—Business quiet and prices steady at \$2.85 f.o.b. Montreal; car lots, \$2.75.

HORSE NAILS—There is a moderate trade noted. Discounts are the same, 50

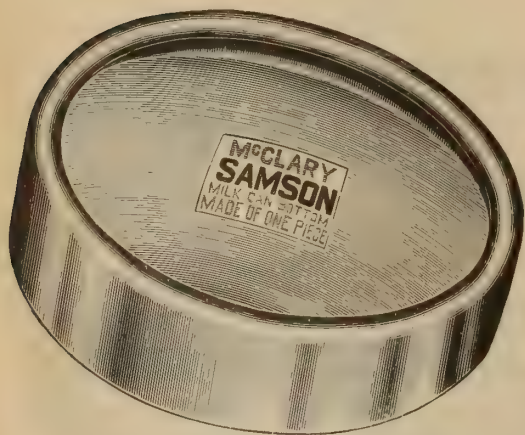
per cent. on Standard, and 50 and 10 on Acadian.

HORSESHOES—There is a fair demand. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow shoes, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; X L steel shoes all sizes, 1 to 5, No. 2 and larger, \$4.20; No. 1 and smaller, \$4.45; feather-weight, all sizes, \$5.45; toe weight steel shoes, all sizes, \$6.55 f.o.b. Montreal.

SCREWS—This line is fairly active. We quote: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS—The discount on bolts is as follows: Norway bolts, full square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 52½ per cent.; nuts, square, 3½ c.

“SAMSON” MEANS THE “STRONGEST.”



The “**SAMSON**” Seamless Milk Can Bottom

is the Strongest, Most Durable and Cleanest one made.

WHY IS IT THE STRONGEST?

BECAUSE it is made of one piece of metal.
BECAUSE the metal is not strained in the making.
BECAUSE there are no rivets or hoops to tear off or break away.

WHY IS IT THE BEST?

BECAUSE there is no place for dirt or soured milk to lodge.
BECAUSE there are no sharp corners to tear the flooring.
BECAUSE the large roll rim is solid and will always wear round and never wear through.
BECAUSE by its use solder and labor can be saved and it makes

THE BEST AND CHEAPEST MILK CAN.

All sizes of body stock for cans and vats always on hand.

We advise the placing of orders without delay, as prompt delivery cannot be guaranteed later on.

RETURNED DEC 13 1901

THE McCLARY MFG. CO.

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WINNIPEG

VANCOUVER

Beware of inferior galvan-

ized iron. Which means:

beware of all but Apollo.

Apollo Iron and Steel Company
26 St Sulpice Street
Montreal

Cements { **PORTLAND
ROMAN
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Bricks . . { **FIRE
BUILDING
PAVING**

Sand . . . { **SILICA FIRE
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English Castor Oil

GUARANTEED PURE.

Pharmaceutical, Tasteless, Cold Drawn
First Pressure
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In cases of 2 tins and in barrels. Stocked
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The Hull Oil Manufacturing Co.

LIMITED

B. & S.H. THOMPSON & CO.

Agents for Canada - MONTREAL

CANADA IRON FURNACE CO.,
Manufacturers of Limited

CHARCOAL PIG IRON
MONTREAL.

BRAND "C.I.F." THREE
RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

Geo. E. Drummond,

Managing-Director and Treasurer

off; nuts, hexagon, 4c. off; tapping nuts,
60 per cent.; tire bolts, 60 per cent.; stove
bolts, 60 and 10 per cent.; plough bolts, 50
per cent.

RIVETS, ETC.—Fairly active and firm.
Discounts are: Black and tinned 45 per
cent.; ditto, burrs, 40 per cent.; copper
rivets and burrs, 35 per cent.

WRINGERS—These remain much the same
as last week.

CHURNS—Quiet and unchanged.

CORDAGE—Firm, with a fairly active in-
quiry. We quote: Manila, 7-16 and up,
15½ to 16c.; ¾, 16½c., and ¼ and 5-16,
17c. Sisal, 7-16 and up, 13 to 13½c.; ¾,
14c.; ¼ and 5-16, 14½c.

CUTLERY—All advices from abroad con-
tinue very firm on cutlery.

FIREBRICKS—There is nothing to report,
prices being \$19 to \$24 per 1,000, as to
brand.

CEMENT—Unchanged. We quote:
Belgian, \$2.10 to \$2.40; English, \$2.45 to
\$2.60; German, \$2.60 to \$2.80.

METALS.

The metal market generally is firm, and
further changes this week have comprised
advances in the spot prices of tin, sheet
zinc and spelter, and all other lines are
very stiffly held.

PIG IRON—This material continues strong,
and no spring contracts can be placed
under \$24.50 for No. 1 Scotch pig for early
delivery. We quote from stock \$28 to \$30,
as to size of lot.

BAR IRON—Makers are up to their eyes
in orders, and prices are firm at \$2.50.

BLACK SHEETS—Prices are very firmly
held. We quote: 8 to 15, \$3.10; 18
to 20, \$2.90; 22 and 24, \$2.95; 26, \$3.10,
and 28, \$3.15.

STEEL—Very strong. We quote: Sleigh-
shoe, \$3; tire, \$3; spring, \$3.60; ma-
chinery, \$3.75 and toe calk, \$3.65.

GALVANIZED IRON—Prices are firm. We
quote: No. 28 Queen's Head, \$4.75 to
\$5.00, and No. 26, \$4.50 to \$4.75; Comet,
No. 28, \$4.45 to \$4.70, and No. 26, \$4.15
to \$4.45.

INGOT COPPER—Strongly held abroad,
and stiff on spot at 18 to 19c.

INGOT TIN—There has been another
advance in this metal, in response to the
strength abroad, and we quote prices 1c.
higher, at 32c.

LEAD—The easiness outside has not led
to any change in spot prices, which are
steady at \$4.50.

LEAD PIPE—There is no change in this
line. We quote: 7c. for ordinary and 7½c.
for composition waste, with 15 per cent. off.

IRON PIPE—Orders for forward account
are fair. We quote: Black pipe, ¼,
\$3.40; ½, \$3.60; ¾, \$4; 1, \$6;
1¼, \$7.60; 1½, \$9.75, and 2-in., \$13.35.

**Sanderson's Tool
Steel.**

Self-hardening and other grades
always in stock.

"THE MOST RELIABLE TOOL STEEL
IN THE MARKET."

A. C. LESLIE & CO.
MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can
supply your wants with
—quality the best and
prices right. Catalogues
and full information for a
request.

THE R. McDOUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.
30 JOHN STREET N.

Hamilton, Ont.

GALVANIZED SHEETS

"QUEEN'S HEAD"
"COMET"
"APOLLO B B"
"JUNIATA"

STEEL SHEETS

20 to 28 Gauge

**TIN PLATES
CANADA PLATES
SHEET ZINC
RUSSIA IRON**

NOVA SCOTIA STEEL CO.
Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

About Horse-Shoe Nails:—

It is a matter of undoubted economy and importance to every purchaser or consumer of horse-shoe nails, that the best obtainable article only shall be procured. It does not make so much difference with some other nails, such as are driven in wood. But with horse nails, which are only used to attach a shoe to a horse's foot—in a sensitive, highly-organized vital structure—it is for this reason important that all horse nails should be perfect in every respect; of the best material and pattern, and free from "splits" or liability to fracture, etc. One imperfect nail, badly driven, may result in permanent disability or lameness to a valuable horse. It is false economy, and poor buying, to take any risk when you can avoid it.

Our "C" brand horse nails have been manufactured and sold in Canada since 1865—a period of 35 years. They are the standard horse nails of Canada for quality and pattern, and without a superior anywhere. We use only the best selected Swedish charcoal steel rolled nail rods; the best material known or used in the world for the purpose. The rods are hot forged to the desired pattern by machinery, which gives all the advantage of the old-fashioned hand-hammered process, but with greater uniformity. After being "pointed and finished" by patented machinery, of a kind used only in our works in Canada, they are all further carefully examined singly by hand, and every nail not up to our high standard for "C" brand, is thrown out for "scrap" or "culls." Every box of horse-shoe nails we sell under our "C" brand is warranted perfect and ready for immediate use: they will be replaced free of charge if found otherwise to any purchaser. If the dealer from whom you usually purchase cannot, or will not supply you with our brand of nails, write us direct and we will give your name to nearest dealers who will supply the "C" brand. Samples and price lists furnished on application.

**Canada Horse Nail,
Company.**
MONTREAL.

TINPLATES—There is an active demand for these for spring delivery. We quote: coke \$4.50, and charcoal \$4.75.

CANADA PLATE—No further change is to note this week. We quote: 52's, \$3.15; 60's, \$3.25; 75's, \$3.35; full polished, \$3.50; and galvanized, \$4.75.

TERNE PLATE—Firm, but quiet at \$8.50.

SWEDISH IRON—Unchanged at \$3.75.

COIL CHAIN—Firm at the rise. We quote: No. 6, 12½c.; No. 5, 11c.; No. 4, 10½c.; No. 3, 10c.; ¼-inch, 8½c.; 5-16, \$6.00; ¾, \$5.40; 7-16, \$5.15; ½, \$5.00; 9-16, \$4.85; ⅜, \$4.80; ¾, \$4.75; ⅝, \$4.75, and 1 inch, \$4.75.

SHEET ZINC—There has been an advance of 25c. in this line, which we quote at 6¼c. per lb.

ANTIMONY—Same as last quoted at 10¼c.

SPELTER—In response to the advance outside prices here have been marked up 25c. to \$5.50.

GLASS.

There is an increasing volume of orders for window glass, and the market rules firm. We quote: First break \$2.00; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4.00; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PAINTS AND OILS.

Business in this department is opening out most promising. The most interesting features of the week are a further rise of 3c. in turpentine, and a jump of 10c. in the price of mixed paints. We quote:

WHITE LEAD—Best brands, Government standard, \$6.75; No. 1, \$6.37½; No. 2, \$6; No. 3, \$5.62½, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

DRY WHITE LEAD—\$5.25 in casks; kegs, \$6.

RED LEAD—Firm; casks, \$4.75; in kegs, \$5.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

PUTTY—We quote: Bulk, \$1.75; bladders, in bbls., \$1.95; bladders, in cases, \$2.05; in tins, \$2.25 to \$2.40.

LINSEED OIL—Raw, 62c.; boiled, 65c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 80c.; two to four barrels, 79c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—Firm; \$1.20 to \$1.40 per gallon.

CASTOR OIL—Firm; 7½ to 8c.

SEAL OIL—37½ to 40c.

COD OIL—32½ to 35c.

PARIS GREEN—Firmly held at the rise: 1-lb. packets, 19½c., and drums, 18½c.

Oakey's The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN Oakey & Sons, Limited

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

**JOHN FORMAN, 644 Craig Street.
MONTREAL**



COVERT MFG. CO.

West Troy, N.Y.

DERBY SNAP.

With Plated Rust Proof and Guarded Spring.

"THE LATEST AND BEST."

For Sale by all Jobbers at Manufacturers' Prices.



PRIEST'S CLIPPERS

Largest Variety Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., USA



COATES' CLIPPERS

HAND AND POWER, easiest running made. Manufactured in every style and variety. Our power machines will meet every requirement.

Our flexible shafts are tempered steel, and will not heat. 1899 catalogue ready.

Coates Clipper Mfg. Co.

WORCESTER, MASS.



Pullman Sash Balance Co.

Makers of the

**"Pullman"
Hardware
Specialties**

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

NAVAL STORES—Fair demand for all lines, and prices show no change: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

PETROLEUM.

There is a fair demand and prices are steady at 18c. for "Acme," and 17c. for "Silver Star."

HIDES.

It is expected that beef hides will be reduced 1c. per lb. at the close of the present week, viz., beef, No. 1, 9c.; No. 2, 8c., and No. 3, 7c.

COAL.

Unchanged. We quote: Stove, \$6; chestnut, \$6; egg, \$5.75; Scotch grate, \$6.25; Scotch steam, \$4.25 to \$4.75; Tower ports steam, \$3.75 to \$4.

MONTREAL NOTES.

Mixed paints have been marked up 10c. all around.

There has been another advance in turpentine; this time, of 3c.

Ingot tin, in response to the advance outside, has risen another 1c.

Spelter has been marked up 25c. per 100 lb., and a similar rise has been announced on sheet zinc.

ONTARIO MARKETS.

TORONTO, February 2, 1900.

HARDWARE.

A DECIDEDLY healthy tone still characterizes the wholesale hardware trade. The month just closed is conceded on all hands to have been a remarkably good one, the volume of business being perceptibly larger than for the same month last year, notwithstanding that the latter was considered to be a pretty good one. One manufacturing concern informed **HARDWARE AND METAL** that its turnover exceeded in value that of January, 1899, by \$14,000. Other houses reported proportionate increases. Business during the past week has been fairly brisk. There have been a few further changes in prices. A new list has been issued on coach and lag screws, machine bolts and nuts, and advances are recorded in each instance. Stovepipes have again advanced, being quoted 75c. per 100 lengths higher. Another line showing an advance is White's bronze door knobs. Hog rings are 20 per cent. dearer. Quotations on shelf hardware are gradually being marked up. A great deal of the orders which are now being shipped are on Northwest and British Columbia account.

BARBED WIRE—Quite a few inquiries are being received for this article, indicating

Our

METALLIC CEILINGS AND WALLS



Sample Plate, No. 429.

Are suited for any class of building—almost universally used in all modern structures.

Their artistic beauty is the most durable to be had, they can't crack, drop, or be disfigured like any finish with a plaster foundation.

In addition they give fireproof protection, and are very moderate in cost.

If you aren't handling them, send for catalogue and post yourself on their merits.

THE METALLIC ROOFING CO., Limited

1179 King St. W., TORONTO.

that people are beginning to look for it. The price f.o.b. Toronto for less than carlots is \$3.72½, and for carlots f.o.b. Cleveland \$3.47½.

SMOOTH STEEL WIRE—A little is being done in oiled and annealed for future delivery, but deliveries are not yet being made. Some business has been done in hay baling wire during the week. The base price is unchanged at \$3.45 per 100 lb.

GALVANIZED WIRE—Trade is quiet. Prices at Toronto are: Nos. 6, 7, 8 gauge, \$4.40; No. 9, \$3.47½; No. 10, \$4.55; No. 11, \$4.60; No. 12, \$3.62½; No. 13, \$3.77½; No. 14, \$5.15; No. 15, \$5.45; No. 16, \$5.65.

WIRE NAILS—There have been no new developments in this line. The volume of business for immediate shipment is not large, but a great many orders have been and are being taken for spring delivery. Base price, \$3.40 for carlots and \$3.50 for smaller quantities, f.o.b. Toronto, Hamilton and London.

CUT NAILS—A few small orders are being booked for future delivery, but, in general, trade is light in this line. Base price, \$2.85 f.o.b. Toronto, Hamilton and London.

HORSE NAILS—Quite a little trade is being done in this line. Discount on standard oval head is 50 per cent. and on Acadia 50 and 10 per cent.

HORSESHOES—There is quite a demand for horseshoes. We quote f.o.b. Toronto, Hamilton, London and Guelph: No. 2 and larger, light, medium and heavy iron shoes, \$4.05; snow shoes, \$4.30; light steel shoes, \$4.35; featherweight shoes, all sizes, \$5.60. No. 1 and smaller, light, medium and heavy iron shoes, \$4.30 per

keg; iron snow shoes, \$4.55; light steel shoes, \$4.60; featherweight steel shoes, all sizes, \$5.60.

SCREWS—Trade continues brisk and prices firm. We quote as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS—A new list has been issued by the Canadian manufacturers on coach screws, machine bolts and nuts. They are higher than the list which preceded them. Discounts remain as before. The new tire bolt list, it will be remembered, appeared a week ago. We quote: Norway bolts, full square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 62½ per cent.; nuts, square, 3½c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

RIVETS AND BURRS—Trade keeps fair, but without any new features. We quote: Carriage section, wagon box, rivets, etc. (steel), 60 per cent. off the list; ditto (Norway iron), 60 per cent.; black M rivets (steel), 55 per cent.; ditto (Norway iron), 45 per cent.; iron burrs, 40 per cent.; copper rivets, 35 per cent.; bifurcated, with box, \$1.25; coppered iron rivets and burrs, in 5-lb. carton boxes, 30c. per lb.

WRINGERS—There is a moderate movement. We quote as follows: "Leader,"

We Are Offering

Window Glass, Paints, Oils, Cordage, Builders' Hardware, Wire, Wire Nails, Lawn Mowers, Harvest Tools, Spades and Shovels at closest prices.

OUR MOTTO: PROMPT SHIPMENT, RIGHT PRICES.

JOHN BOWMAN HARDWARE & COAL CO., - London, Ont.

\$60 per doz.; "Royal Canadian," \$58; "Royal American," \$50. Prices are all f.o.b. Toronto, Hamilton, Brockville, and Montreal. Discount, 45 per cent. Terms, four months, or 3 per cent. 30 days.

CHURNS—The turnover is fairly good. Discounts: Revolving churns, 58 per cent. from factory and 56 from stock at Montreal.

BUILDING PAPER—A good business is being done at the recent advance in prices. We quote: Plain building, 30c. per roll; tarred lining, 40c. per roll, and tarred roofing, \$1.60 per 100 lb.

ROPE—The manila hemp market is weak, but no changes have been made in the quotations on rope. The base price of sisal is 12½c. per lb., and for manila, 15½c.

BUILDERS' HARDWARE—A fairly brisk trade is being done, and prices are firm and tending upward in a good many lines.

DOOR KNOBS—An advance is announced in the price of White's door-knobs, the quotation now being \$1.25 per doz.

POULTRY NETTING—Canadian jobbers have been advised by the British manufacturers of an advance in the price of poultry netting. Since the beginning of the year British poultry netting has advanced about 15 per cent.

CUTLERY—There is a fair movement.

SPORTING GOODS—Very few rifles or guns are going out for present delivery, but for future delivery a fair trade is being done.

HARVEST TOOLS—A good many orders for future delivery are being booked. As it is expected that no harvest tools will be imported from the United States this year, the Canadian factories are likely to be rushed with orders. Hardwaremen should, therefore, take in their supplies as early as possible. Discount is 50 and 10 to 50, 10 and 5 per cent.

SPADES AND SHOVELS—A good many orders are being booked for spring delivery. Discount, 40 and 5 per cent.

HOG RINGS—These are about 20 per cent. higher, the price now being 50c. per M.

ENAMELED WARE—A great deal has been going out the past month, and the demand is still brisk.

TINWARE—Trade is fairly active in this line.

STOVE PIPES—Prices have been again advanced, figures being 75c. higher per 100 lengths. We now quote: 5 to 6-inch, \$8; 7 inch, \$8.50.

CEMENT—There is little doing, nothing but a few barrels for building purposes being taken. Prices are steady. We quote in barrel lots: Canadian Portland, \$2.65 to \$2.90; Belgian, \$3 to \$3.10; English do., \$3.25; Canadian hydraulic cements, \$1 to \$1.10; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

The metal markets are generally stronger than they were a week ago.

PIG IRON—Trade is fair and prices steady. We quote: No. 1 Hamilton, \$24 to \$25 per ton at the furnace; No. 1 Tona-wanda, \$25.40 in bond, Toronto, and No. 2 \$24.40; No. 1 Southern, \$24 in bond, Toronto.

BAR IRON—Business continues active. We quote base price at \$2.45 to \$2.50 per 100 lb., according to quantity.

PIG TIN—The market is firmer, and local jobbers are quoting higher prices by 1c. than they were a week ago. The local demand is brisk. We quote 32 to 33c. per lb.

COPPER—This is also firmer on the outside markets, although no change has been made here in quotations. Ingot copper is quiet, but sheet copper is in fair demand. We quote: Ingot, 19 to 20c. per lb., and sheet, 23 to 23½c. per lb.

TIN PLATES—There is a fair movement from stock, and some import orders have been placed during the past week. Prices are firm and unchanged.

TINNED SHEETS—These are going out briskly, tinsmiths wanting supplies with which to make up milk cans during the slack season.

TERNE PLATES—Continue quiet.

BLACK SHEETS—There have recently been further advances in Great Britain. Locally, trade is fair in small lots at unchanged prices. The base price is unchanged at \$3.50.

CANADA PLATES—A good many quantity orders are coming in. Retailers appear to be more anxious to place orders for prompt shipment than the jobbers are to receive them, on account of the higher prices which are anticipated. "Selling quantity orders for the shipment from stock later is for the jobber like throwing money away," said a member of one house. We quote: All-dull, \$3.25 to \$3.50; half-polished, \$3.35 to \$3.60; all-bright, \$3.85 to \$4.

GALVANIZED IRON—The market is

stronger. Cable advices from Great Britain note an advance of £1 per ton, while Canadian jobbers are experiencing difficulty in getting delivery from the United States. Locally, quotations are unchanged, but they are firm at the figures named for carlots. We quote: 28 gauge at \$5 for English and \$4.60 for American, but 28 gauge of the latter is equal to 26 gauge of the former.

SPELTER—Trade is fair at 7 to 7¼c. per lb. The New York market is a shade easier.

ZINC SHEETS—An active trade is being done this week. Prices are unchanged at 7¼c. per lb. for cask lots and 7½c. for part casks.

PIG LEAD—The market rules steady both at home and abroad. Business is fair. We still quote 4¾ to 5c. per lb.

SOLDER—Good sales from stock are reported. Prices are steady and unchanged. We quote: 19½ to 20½c. for half-and-half; 19 to 19½c. for refined, and 18½ to 19c. for wiping.

IRON PIPE—The demand continues good. Jobbers' quotations are still relatively below the market value, but when the stocks, now held, which were bought at figures lower than those now ruling are sold, higher prices are certain. We quote as follows: Black pipe, ¼ to ¾ inch, \$3.60; ½ inch, \$3.70; ¾ inch, \$4.20; 1 inch, \$5.90; 1¼ inch, \$7.85; 1½ inch, \$9.75; 2 inch, \$13; 2½ to 6 inch, discount off the list 45 per cent. Galvanized pipe is quoted as follows: ½ inch, \$6.50; ¾ inch, \$8; 1 inch, \$11.50; 1¼ inch, \$16; 1½ inch, \$20; 2 inch, \$28.50.

LEAD PIPE—Trade is fair. We quote: Ordinary pipe, 7c., and waste, 7½c. per lb. Discount, 15 per cent.

RANGE BOILERS—Business is moderate. We quote: Galvanized, 30 gals., \$8; 35 gal., \$9; 40 gal., \$10; 150-lb. test boilers, 50c. less than above. Copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 15 per cent.

COIL CHAIN—The demand is good, and some sizes are getting scarce. The price of 5-16 is still quoted at \$6 per 100 lb.

PAINTS AND OILS.

The turpentine market continues to stiffen in the South, and, as stocks here are not too large, prices are being advanced in proportion to the enhanced values there. This week an advance of 3c. brings the price of single barrels at Toronto, Hamilton and London to 80c., and at outside points 82c.

Linseed oil keeps rising in England. Canadian manufacturers are looking for higher prices. No change is noted this week, but it is likely to come soon. Some manufacturers of varnish have put up their prices. A meeting of the several manufacturers was held here this week, which is likely to result in a general advance, though the new figures are not yet obtainable. The cause of the rise is the heavy advances in linseed oil and turpentine, which enter so largely into the manufacture of varnish. All other materials are firm, though without change. We quote:

WHITE LEAD—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½; No. 3, \$5.75; No. 4, \$5; dry white lead in casks, \$5.75.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE AND ORANGE MINERAL—Litharge, 6 to 6½c.; orange mineral, 7½ to 8½c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22½c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$1.90; bladders, in 100 lb. kegs, \$2.05; bulk, in bbls., \$1.75; bulk, in less quantities, \$1.90.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PARIS GREEN—Petroleum, bbls., 18c.; arsenic, kegs, 18¼c.; drums, 50 and 100 lb. 18¾c.; drums, 25 lb., 19¼c.; tins, 1 lb., 20¾c.; tins, 22¾c.; packages, 1 lb., 19¾c.; packages, 21¾c.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.10 per gallon; No 1 quality, \$1.00 per gallon.

SEAL OIL—54c. per gallon, and yellow seal at 45c.

CASTOR OIL—East India, in cases, 8 to 8½c. per lb. and 9 to 9½c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 64c.; boiled, 67c.; 5 to 9 barrels, raw, 63c.; boiled, 66c.; 10 to 15 barrels, raw, 61c.; boiled, 64c.; 16 to 59 barrels, raw, 60c.; boiled, 63c. To outside points, 2c. more is charged.

TURPENTINE—Single barrels, 80c.; two to four barrels, 79c., freight allowed; in less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged. To outside points 2c. more.

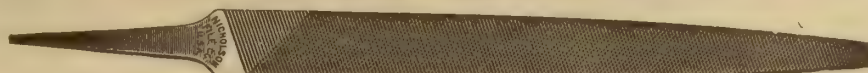
GLASS.

The European markets are showing a stiffening feeling. Prices here continue at the old basis, however. A heavy import order trade and a good movement from

76,800 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

For sale all
over the World



16 Governments. 85% R.R., 70% U.S. Contracts. 70% of Total Production of America.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass. Also of a durable, highly-polished material called "MARBLETT," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. Sanders, Embossers, Brilliant Cutters, etc., etc. Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street London, E.C.—128 Hope Street, Glasgow 12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No 68 St. Helens.

Hardwood CHARCOAL in Bulk or Sacks. WOOD ALCOHOL equalling Methylated Spirits as a solvent.

Manufactured only by...

THE STANDARD CHEMICAL CO., Limited

Factories { Fenelon Falls.
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Gooderham Building, TORONTO

stock are noted. We quote as follows: Star, first break in 50 foot boxes, \$2.15, and in 100-foot boxes, \$4; double diamond under 25 united inches, \$6, Toronto. Hamilton and London; terms 4 months or 3 per cent, 30 days.

OLD MATERIAL.

The demand, though still good, is not as brisk as it has been. Consequently, prices are easier, but no reductions are noted. Deliveries are fair. We quote jobbers' prices: Agricultural scrap, 70c. per cwt.; machinery cast, 70c. per cwt.; stove cast scrap, 45c.; No. 1 wrought scrap, 65c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 10½c.; heavy copper, 14c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, 11c.; scrap lead, 2¾c.; zinc, 3c.; scrap rubber, 6c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c per 100 lb.

PETROLEUM.

The market keeps firm, but prices are unchanged throughout. We quote as follows: Pratt's Astral, 20c. in bulk (barrels, \$1 extra); American water white, 20c. in barrels; Photogene, 19c.; Sarnia water white, 18¼c. in barrels; Sarnia prime white, 17c. in barrels.

COAL.

Deliveries are more liberal. While quotations are still for immediate delivery it is thought that present prices will be maintained throughout the season. The following prices at Buffalo and bridges are quoted for anthracite for immediate delivery: Nut, \$5 per gross ton, or \$4.46 per net ton; egg and stove, \$4.75 per gross ton, or \$4.24 per net ton; grate, \$4.50 per gross ton, or \$4.01 per net ton.

MARKET NOTES.

Hog rings are 20 per cent. higher.

Stove pipes are 75c. per 100 lengths dearer.

White's door knobs have been advanced to \$1.25 per dozen.

Varnishes are likely to be reported higher throughout next week.

Turpentine has advanced 3c. single barrels, and is now worth 80c. at inside and 82c. at outside points.

H. S. Howland, Sons & Co., wholesale Canadian agents for Kent's "Triumph" corn planter, are taking their spring shipment into stock.

AN EXPLANATION.

Editor **HARDWARE AND METAL**,—In your issue of January 6, 1900, my name is placed in the list of travelers for the Montreal branch of The McClary Manufacturing Co. As I have never represented them, I wish you would rectify the mistake as it puts me to quite an inconvenience, seeing I represent The Metallic Roofing Co. of Canada, Limited, Toronto.

W. E. McCUBBIN.

Pollock & Co., general merchants, Stirling, Ont., have obtained an extension.

THE MERCHANTS MERCANTILE CO.

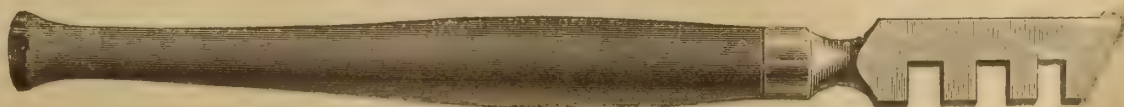
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Barrett's Glass Cutters Standard

Barrett's Practical Glass Cutters
are the standard the world over.



Sold by more Hardware Dealers than all other makes combined. Send for prices and sample. W. L. BARRETT, Manufacturer, Bristol, Conn., U.S.A.

MANITOBA MARKETS.

WINNIPEG, January 29, 1900.

THE market shows quite a number of changes for the past week. Barbed wire and plain twist have advanced 25c., and are now quoted at \$4. Staples have also advanced 25c., and are now \$4. 50. Plain building paper has advanced 5c. per roll. Canada plates have also advanced, and are now quoted at \$3.75 base. There is a new list out for steel squares and wrought bar wrenches, showing advance in all kinds. There is also an advance in T and strap hinges, and, in a day or two, there will be a new list for screw and tire bolts. Mixed paints of all kinds have advanced, and are quoted at \$1.25 for gallons, and smaller sizes in proportion. White lead has also advanced, and is quoted at 7½c. With these exceptions, last week's list is in order. Business is good for the time of year. We quote as follows :

Barbed wire, 100 lb.	\$4 00
Plain twist	4 00
Staples	4 50
Oiled annealed wire	4 12
"	11 4 19
"	12 4 25
"	13 4 40
"	14 4 52
"	15 4 65
Wire nails, 30 to 60 dy, keg.	4 00
" 16 and 20	4 05
" 10	4 10
" 8	4 15
" 6	4 30
" 4	4 35
" 3	4 40
Cut nails, 30 to 60 dy.	3 40
" 20 to 40	3 45
" 10 to 16	3 50
" 8	3 55
" 6	3 60
" 4	3 90
" 3	4 15
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1.	4 70
No. 2 and larger	4 45
Snow shoes, No. 0 to No. 1.	4 95
No. 2 and larger	4 70
Steel, No. 0 to No. 1.	5 00
No. 2 and larger	4 75
Bar iron, \$3.00 basis.	
Swedish iron, \$5 basis.	
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge.	3 75
28 gauge.	4 00
Galvanized American, 16 gauge.	4 25
18 to 22 gauge	4 50
24 gauge.	4 75
26 gauge.	5 00
28 gauge.	5 25
Genuine Russian, lb.	12
Imitation "	8
Tinned, 24 gauge, 100 lb.	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, 1C charcoal, 20 x 28, box	11 00
" IX	13 00
" IXX	15 00
Ingot tin.	36
Canada plate, 18 x 21 and 18 x 24	3 75
Sheet zinc, cask lots, 100 lb.	9 00
Broken lots.	9 50
Pig lead, 100 lb.	4 50
Wrought pipe, black up to 2 inch.	50 and 10 p.c.
Over 2 inch.	45 p.c.
Rope, sisal, 7-16 and larger.	13 50
" ¾	14 00
" ¾ and 5-16	14 50
" 7-16 and larger	16 00
" ¾	16 50
" ¾ and 5-16	17 00
" sizes, lb.	23
"	16
"	\$6.00 to 8 00

Screws, flat head, iron, bright.	75 and 10 p.c.
Round "	70 p.c.
Flat " brass	70 p.c.
Round " "	60 and 5 p.c.
Coach	57½ p.c.
Bolts, carriage 5-16 and smaller.	42½ p.c.
¾ and larger	37½ p.c.
Machine	45 p.c.
Tire	55 p.c.
Sleigh shoe.	65 p.c.
Plough	40 p.c.
Rivets, iron.	37½ d.c.
Copper, No. 8, lb.	33½ c.
Spades and shovels.	40 p.c.
Harvest tools.	50, 10 and 5 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1.	1 50
No. 2.	1 25
Octagon extra.	1 65
No. 1.	1 25
Linseed oil, raw, per gal.	62
boiled	65
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol.	30 p.c.
" military.	15 p.c.
American R.F.	40 p.c.
C.F. pistol.	10 p.c.
C.F. military.	Net.
Loaded shells, Robin Hood, M	\$20 00
Eley's soft, 12 gauge.	15 00
chilled, 12 gauge.	16 50
soft, 10 gauge.	20 00
chilled, 10 gauge.	21 00
American, M.	16 25
Shot, Ordinary, per 100 lb.	6 25
Chilled.	6 75
Powder, F.F., keg.	4 75
F.F.G.	5 00
Robin Hood	10 00
Tinware, pressed, retinned.	75 and 2½ p.c.
plain.	70 and 15 p.c.
Graniteware, according to quality.	50 p.c.
Turpentine, by barrel.	81c.
Less than barrel.	86c.

CANADIAN PRODUCTS WANTED.

The following were among the inquiries relating to Canadian trade received at the office of the High Commissioner for Canada in London during the week ending January 12 :

1. A West of England firm make inquiry respecting the export of tallow and grease from the Dominion, and ask for the names of shipping houses.

2. Inquiry is made for the names of importers of gauge glasses and glass tubes of every description for the Canadian market.

3. The sole agencies in France for leading manufacturers and exporters who desire to be represented in that country, are desired by a gentleman who offers good references.

The names and addresses of the firms making the above inquiries can be supplied on application to the editor of **HARDWARE AND METAL**.

BENNETT'S HARDWARE BOXES.

J. S. Bennett, Toronto, inventor and manufacturer of Bennett's hardware shelf box, has received some letters from a number of hardwaremen who have installed this box, which go to show it is worthy of the praise it has received from critics. One of the most recent letters he has received is from James Y. Bambridge & Co., Souris, Man., who write as follows: "We have just settled in our new store. Your boxes and screw case took their place perfectly. They are admired by everyone and thoroughly appreciated by ourselves and our clerks."

THE BIDS ON THE ATBARA BRIDGE.

At the December meeting of the Engineers' Club of Philadelphia a paper was read by Mr. Richard Khuen, jr., on "The Atbara River Bridge," which gives the following facts about prices and terms of delivery :

In response to the call for aid, the British Egyptian Government made inquiries in England early in October concerning this piece of construction. A promise of one year for shopwork and one year for erection was all that could be obtained. The reason given by the British manufacturers for this very slow work was the overcrowded condition of their shops. Second tenders were then asked of two American and five British firms, speedy delivery being the main consideration. The table gives the names of firms, prices, and time of delivery promised :

	Liver- pool.	New York.	Delivered in	
			Liver pool.	New York.
United States :	Cts.	Cts.	Months.	Months.
Maryland Steel Co.	2 55	2 30	4	3½
Union Bridge Co.	2 95	2 66	3¼	2½
England :				
Horsley	2 89		3¼	
Head, Wright & Co.	3 01		6-9	
Joseph Westwood	3 22		4¼	
Patent Shaft and Axle Co.	3 05		6¼	
	3 42		5½	First span in 2 mos.
Thames Iron Co.	3 45		5-6	

These tenders, together with plans, reached Egypt the latter part of December, 1898. It was then found that, since the bidders contemplated the use of false-work for erection the work of erection could not be prosecuted until after the summer floods, and could, therefore, not be completed until the following winter or spring, which would mean the loss of a year. Accordingly, new bids, based on cantilever erection or launching, were asked for from all the firms already mentioned, to which was added The Pencoyd Iron Works. The following bids were received, The Patent Shaft and Axle Co. being the only British firm responding to the final call :

Patent Shaft & Axle Co.	3.37c. lb.	First span delivered in Liverpool in 4 months, and the rest each in 3 weeks (total 6 months).
Maryland Steel Co.	2.3 "	3½ mths in New York.
Union Bridge Co.	2.79 "	65 days in New York.
Pencoyd Iron Works	2.5 "	42 days in New York.

The Pencoyd Iron Works, allowing two weeks for shipment to Liverpool, promised the delivery of the work in one third of the time asked for by the British firm, and at a much lower price per pound. However, the price per pound of The Maryland Steel Co. was slightly lower, but the time was more than twice that of The Pencoyd Iron Works.

Maurice Hannan, general merchant, Danville, Que., is dead.

Popular Summer Stoves

The "QUICK MEAL" for Oil and Gasoline.
Our Peerless "OXFORDS" for Gas.

In the famous "Quick Meal" lines we can give you sizes and styles to suit all needs. The "Quick Meal" Wickless Blue Flame Oil Stoves were among the best sellers on the market last year, offering splendid advantages — for 1900 they promise even greater satisfaction. We are sole Canadian agents for the Blue Flame Oil and Gasoline "Quick Meal" lines. You could not choose from a more comprehensive stock — these lines meet all possible demands. With the prevailing tendency to further advances in price, there's wisdom in ordering at once. Have you our "Quick Meal" and "Oxford" catalogues?

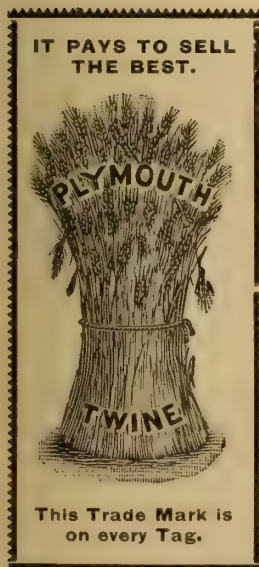
THE GURNEY FOUNDRY CO., LIMITED, TORONTO.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

WINNIPEG AGENTS: 155 and 157 Lombard St.

VANCOUVER AGENT: C. A. Godson, 151 Hastings St.

PLYMOUTH TWINE DEALERS



Sell more twine,
Have less trouble with sales,
Have better satisfied customers,
Get better prices,
Make more money

Than dealers who sell other makes.

WHY?



Because "PLYMOUTH" is the best
and everybody knows it.

PRUDENT PEOPLE PREFER "PLYMOUTH."

DISTRIBUTORS:

Plymouth Binder Twine Agency,

54 BAY STREET, TORONTO.

TRICKS TO RUSH TRADE.

THE value of a foreman or superintendent on a job is generally reckoned on how much work he can get out of the men under him in the shortest time. This is more apparent on day work than where the labor is paid by the piece. While this is natural on contract work, yet it is instructing and amusing to learn some of the tricks employed by foremen to make themselves solid with the proprietors, and at the same time make the workmen under him believe he is a good fellow.

I remember while heating rivets for a large eastern boiler shop that a contract for a large number of tanks had been received. The laying out of the work was not half as carefully discussed as to who should be selected to boss the job. Who could get the construction gang to bolt the tank plate together quickest, and who could get the greatest number of rivets driven in the shortest time. A big Liverpool Irishman, named Maguire, was selected. He didn't know much about planning or laying out work, but he would have made a first-class heavy villain in a sensational drama, as far as appearance went. He could chew up more tobacco in a given time than a mule could eat grass, and strange to say, he never bought any.

Maguire was carefully coached at the office. He soon had about 30 gangs of riveters under him and three or four construction gangs, and calkers enough to follow up the riveters. The workmen were all strange to him. The riveters were paid \$2 per day, left-handers being scarce they sometimes received \$2.15. It was winter and biting cold. The riveters had a sort of understanding that between 200 and 225 rivets driven each day would be about a fair day's work. All the work was straight seam work, and the scaffolding was put up by carpenters, the riveters only having to change the planks under them as they moved up higher.

The average number of rivets being driven did not satisfy the contractors, and more speed had to be made, and Maguire was threatened with dismissal. One bitter cold day he discovered by counting the rivets that a gang of riveters, whom we will name "Hurley" and "Burley," had driven 300 rivets. The rivets were sounded, found to be packed and cut in around the edge and as clean and polished as any on the job. "Hurley" and "Burley" were called to the office and the following proposition made to them: "If you will continue this speed of 300 or more rivets per day, your wages will be advanced from \$2 to \$2.50 per day as long as you work here." This was just like finding money for the gang and they accepted.

Two days later the other gangs on the job were having their attention called to the fact that the "Hurley" and "Burley" were driving 300 rivets a day, from 75 to 100 more than any other gang on the job, and Maguire swore that the others would have to hustle or there would be some vacancies on the job. From that time the fiercest competition set in and woe to the rivet heater who had the ill luck to allow a riveter to rattle on the tank plate with the side of his hammer designating that the heater was slow. Maguire would swoop down on the heater and curse him in the choicest Liverpool Irish.

In a few days "Hurley" and "Burley" advanced their pace to 325 rivets a day, and the other men were commanded to increase their speed to the same pace. Someone then suggested that as "Hurley" and "Burley" were always in the lead they were probably being paid to set the pace, and the rest of the men were "suckers." It made no difference with Maguire, the riveters had all shown what they could do; they had started and had to keep up the pace, and they did.

When the job was finished, most of the men were discharged. "Hurley" and "Burley" congratulated themselves on their scheme and thought they were good for a life job in the shop. They were mistaken, however. There was no call for speed work on tanks and stills and other work in the shop, and the superintendent picked some flaws in their work the first day, and "Hurley" and "Burley" left in disgust, recognizing that they were not wanted any more.—Christian Larsen, in *Iron Trade Review*.

STOREKEEPING IN REGINA.

IT is not surprising that the merchants of the Canadian Northwest should find a gratifying development of their business during the present era of increasing population and good prices, yet the growth of some retail houses in several towns is really remarkable.

In speaking to *HARDWARE AND METAL* regarding the business of E. McCarthy & Co., general merchants, Regina, N.W.T., Mr. E. U. Steen, who has just returned from an extensive buying trip in the East, gave an insight into trade conditions in that section which is instructive as well as interesting.

E. McCarthy & Co. have been in business in Regina about 12 years, but, though their trade grew steadily, it was not until the last two years that they decided to largely increase their business. Then they added to their stock of groceries and boots and shoes, stocks of crockery, clothing and dry goods, and secured two additional

stores, which were connected to their original place of business by large archways. This year they intend adding hardware to their stock, and connecting another store, which practically makes four stores in one, which is a large concern for a town of the population of Regina.

"What has lead you to branch out in this way?" asked *HARDWARE AND METAL*.

"There is a steady, permanent growth of trade in Regina. The population is steadily growing, and the majority of our old customers are well-to-do, and liberal payers, as a rule. Our own trade has grown in the past year fully 75 per cent., and we feel we can count on the permanence of this increased trade, as it is not out of proportion to the growth of the district and of our facilities for carrying on such a trade."

"Do you consider Regina likely to grow very much in population?"

"The town is essentially a commercial centre. It has practically no future as a manufacturing town, as there is neither coal nor iron in its vicinity, and as there are not good water privileges in or near the town. But, as a distributing centre, it is bound to be of importance. The boring of wells, many of which are now flowing, has improved the surrounding land for agricultural purposes; the development of the mining districts of British Columbia has created a home demand at better prices than formerly for flour, butter, meats, and other farm produce. As the principal town in Assiniboia, and as the seat of Government for the whole of the Northwest, it is but natural that Regina should obtain the trade of a great section of country."

"What nationality are the residents of the section?"

"Canadians. Although this section includes people from many countries they have become so adapted to our style of living, and loyal to our institutions, that it would be unfair not to admit them as our countrymen. There are several Indian reserves some miles from the town, and a number of Germans in the place, but no Galicians or Doukhobors."

"Do the Germans and Indians prove good customers?"

"Excellent, though of altogether different characteristics. The Indian comes into our store, generally soon after the Government bounty has been paid, examines, say, a pile of blankets, pulls a pair out that suit him, asks the price, and, if it suits him, flings it down on the floor, and passes out without even waiting to have the blankets wrapped up. The German, is, on the other hand, very slow in making a decision. He wants to reason and compare, but when he is satisfied he pays as promptly as the impetuous Indian. We are making a big effort to get as much of the German trade as possible."

COPPER OUTPUT IN THE UNITED STATES.

Mr. John Stanton furnishes data affording the following comparative statement of production of copper in the United States :

	1899. Tons.	1898. Tons.	1897. Tons.	1896. Tons.
January	18,624	17,744	17,637	16,072
February	19,890	17,322	16,819	17,316
March	21,918	20,381	18,283	17,922
April	19,954	22,909	17,454	17,112
May	22,082	22,741	18,805	16,733
June	22,010	19,390	19,653	16,025
July	21,333	16,052	15,344	16,505
August	22,686	19,508	17,409	16,800
September	22,715	18,764	17,443	19,977
October	23,980	21,129	17,541	18,156
November	23,217	19,850	17,427	16,395
December	23,788	18,482	22,241	17,619
Total	262,206	235,272	216,100	203,922

HOWLAND'S WINNING TEAM.

The hockey team of H. S. Howland, Sons & Co., on Wednesday night, added another victory to its list in the contest for the commercial championship of Toronto. It defeated the team from the wholesale millinery house of The J. D. Ivey Co., Limited, by a score of 5 goals to 2. The Howlandites and the Iveyites are now tied for first place, and each team has three games to play.

The stock of the estate of Parthemia Sussex, general merchant, Bothwell, Ont., has been sold at 55 1/2 c. on the dollar.

GEORGE TUCK & CO.

.. Importers of ..

Asbestos and Tuck's Packings

Pipe and Boiler Coverings, Cotton Waste, Oils, Oakum, etc., and General Engineers' Supplies.

NO. 7 ST. PETER STREET, - - MONTREAL

SEALED TENDERS, addressed to the undersigned, and endorsed "Tender for Lock and Dam, St. Andrew's Rapids, Red River, Man." will be received at this office until Thursday, the 15th day of February, 1900, for the construction of a concrete Lock and Dam at St. Andrew's Rapids, Red River, Province of Manitoba.

Plans and specifications can be seen at this Department; at the offices of Mr. Zeph Malhiot, Resident Engineer of the Department at Winnipeg; of Mr. H. A. Gray, Resident Engineer, Confederation Life Building, Toronto; of Mr. C. Desjardins, Clerk of Works, Post Office, Montreal; and of Mr. Ph. Beland, Clerk of Works, Post Office, Quebec. Forms of tender can also be obtained at the above mentioned places.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures.

The contractor will be required to conform to regulations to be made by the Governor-General-in-Council, respecting the accommodation, medical treatment and sanitary protection of the working men employed on the work.

Each tender must be accompanied by an accepted bank cheque made payable to the order of the Honourable the Minister of Public Works, equal to ten per cent. of the amount of the tender (10 p. c.), which will be forfeited if the party decline to enter into a contract when called upon to do so, or if he fail to complete the work contracted for. If the tender be not accepted, the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,

JOSEPH R. ROY,

Acting Secretary.

Department of Public Works of Canada,
Ottawa, January 18th, 1900.

Newspapers inserting this advertisement without authority from the Department, will not be paid for it. (6)

**WE MANUFACTURE—**

**Leader Churns,
Leader Wringers,
Leader Washers, and
Leader Lawn Swings,**

but desire particularly to bring to your notice our latest style of churn, as above illustrated, embracing all desirable features found in other churns and many additional advantages. ALL LEADER CHURNS have INTERNAL BREAKERS, which experts say reduce length of operation almost one-half and improve results as to quality and yield. It pays to handle the best. Be fully informed regarding the merits of the Leader before stocking. Full particulars on application.

THE DOWSWELL MANUFACTURING CO., Limited, HAMILTON.

Eastern Agents:

**W. L. HALDIMAND & SON,
Montreal, Que.**



"The only tools you'll need."

Bicycle dealers will save time and money by
committing this to memory :

**"All Dunlop Tires
in 1900."**

Bicycle riders have made this vow.

THE DUNLOP TIRE CO., Limited

17-21 Temperance Street, TORONTO

MONTREAL

WINNIPEG

ST. JOHN

HEATING AND PLUMBING

PLUMBING AND HEATING NOTES.

A MAIN building, as well as horticultural, poultry and dairy buildings will be erected on the Brandon, Man., fair grounds this year.

The Methodist church building in Victoria West, B.C., is being enlarged.

The Bathurst, N.B., county council decided the other day to borrow \$20,000 to build a new court house.

C. Hubble is advertising for tenders from the various trades for the erection of a Methodist church in Sandhill, Ont.

John Crozier, Uffington, Ont., is calling for tenders for the repairing of the school-house at Uffington or the erection of a new building.

J. Gerhard Turk, architect, Victoria, has awarded the contract for the new building on Yates street, Victoria, for B. Williams & Co., clothiers, to James Barker.

It is stated that the C.P.R. intends erecting a large building at the corner of St. Francois Xavier and Hospital streets, Montreal, for its telegraph department.

The Hunter-Kendrick Co., Greenwood, B.C., have purchased the two lots adjoining their brick block on Copper street, and will build an addition to their general store in the spring.

S. Maclure, Victoria, has prepared plans for a large summer hotel at Shawnigan Lake, B.C., for The Shawnigan Lake Hotel Co. The cost of the hotel and outbuildings is estimated at \$30,000.

The House of Mercy, on Wellington street, Ottawa, is to be enlarged by an addition 120 feet long, 50 feet deep and four and one-half storeys in height. When completed, the institution will be one of the finest in Ottawa, the work which is now going forward costing over \$30,000. Joseph Fauteux is the contractor.

TORONTO BUILDING PERMITS.

During the past week building permits have been granted in Toronto to N. Manning, for two dwellings at 112 and 114 Macdonell avenue, to cost \$1,000; to A. I. Duff, for a semi-detached brick and stone dwelling near Sorauren avenue, to cost \$1,000; to The Gutta Percha Rubber Co., Limited, for a factory on O'Hara street, near Marion, to cost \$15,000; to The Confederation Life Association, for alterations to their main building to improve the store front at 8 Richmond street east, to cost \$2,500.

During the month of January, the total

value of building permits taken out was \$109,000, against \$31,800 last year, and \$147,570 in 1898. As January, 1898, was an abnormal year, and January last year better than the average since 1892, the month's total this year is a large and satisfactory one.

HAIR FELT PIPE COVERING.

The following tables give square feet of stock required and length to cut stock for covering pipe with asbestos paper, $\frac{3}{4}$ -inch hair felt, sheathing paper and then canvas cover. This table has been in use now for over five years and the measurements given will be found absolutely correct:

SQUARE FEET OF STOCK REQUIRED PER LINEAL FOOT OF PIPE.

Size of Pipe.	$\frac{1}{2}$	$\frac{3}{4}$	1	1 $\frac{1}{4}$	1 $\frac{1}{2}$	2	2 $\frac{1}{2}$	3	3 $\frac{1}{2}$	4	5	6
Asbestos paper....	0.3	0.35	0.48	0.52	0.60	0.73	0.85	1.00	1.15	1.30	1.57	1.85
$\frac{3}{4}$ -inch hair felt....	0.37	0.45	0.55	0.67	0.70	0.85	1.05	1.20	1.35	1.45	1.70	2.00
Sheathing paper ..	0.70	0.80	0.85	0.95	1.02	1.20	1.35	1.55	1.70	1.85	2.13	2.30
Canvas	0.72	0.83	0.87	0.98	1.05	1.22	1.37	1.57	1.73	1.90	2.20	2.33

LENGTH OF STOCK REQUIRED TO GO AROUND THE PIPE IN INCHES.

	3%	4%	5%	6%	7%	8%	10%	12%	13%	15%	18%	22%
Asbestos paper....	4%	5%	6%	8%	10%	12%	14%	16%	18%	20%	24%	28%
$\frac{3}{4}$ -inch hair felt....	8%	9%	10%	11%	12%	14%	16%	18%	20%	22%	25%	27%
Sheathing paper...	8%	10	10%	11%	12%	14%	16%	18%	20%	23	26%	28
Canvas												

Example showing use of tables—Take, for instance, 20 ft. of 2-inch pipe to be covered, stock required will be:

Asbestos paper, $0.73 \times 20 = 1.46$ square feet.

Three-quarter inch hair felt, $0.85 \times 20 = 1.70$ square feet.

Sheathing paper, $1.20 \times 20 = 2.40$ square feet.

Canvas, $1.22 \times 20 = 2.44$ square feet.

The width to cut the strips to encircle the pipe will be for the:

Asbestos paper, $8\frac{3}{4}$ inches.

Three-quarter inch hair felt, $10\frac{1}{4}$ inches.

Sheathing paper, $12\frac{1}{2}$ inches.

Canvas, $14\frac{5}{8}$ inches.

NOTE.—Wet the asbestos paper before you apply it, and it will stay where put.

If the hair felt is wound with flat strips of cotton cloth it will hold its shape best.—J. L. Bixley, jr., in Metal Worker.

TO FORM AN ASSOCIATION.

Mr. Barr, of Barr & Anderson, and M. S. Rose, plumber, Vancouver, went to Victoria the other day to assist the local master plumbers in the formation of an association.

The organization has not, as yet, taken definite form, but the work is steadily progressing, and it is thought the association may be formed shortly. An association was organized in Victoria about six years ago, but, owing to lack of support, became defunct. The principal object of the organization now proposed would be to regulate prices. It is said that the journeymen plumbers of Victoria are also organizing.

NEW LIGHT AND POWER COMPANY.

The Labrador Electric Light and Power Co. is seeking a charter to operate, buy, sell or lease electricity, gas and other lights, or possess, lease and operate mills, timber

limits, factories and other workshops, and, finally, all other rights in connection with such powers and lights in the counties of Chicoutimi, Saguenay and Charlevoix. The capital on which these privileges are to be worked is placed at \$50,000.

TORONTO PLUMBERS MEET.

The Toronto Master Plumbers' Association met on Monday, with President James H. Wilson in the chair. The principal subject of discussion was the amendment to the plumbing by-law which the association has under consideration for presentation to the city council. Another special meeting will likely be called for next week, to discuss this matter.

THE BULLETIN DISCONTINUED.

The Bulletin, which for a short period was issued as an official organ of the National Master Plumbers' Association of Canada, has been discontinued, owing to lack of advertising patronage. **HARDWARE AND METAL** will continue to give official reports of the doings of the National and local associations.



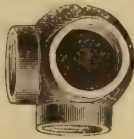
Ontario Nut Works, Paris BROWN & CO.

Manufacturers of
All sizes of Hot Pressed
Nuts, Square and Hexagon

Railing Fittings

For Fences, Enclosing
Engines and Machinery.

In Malleable
Iron and
Polished
Brass.



Iron Pipe Fittings

of all kinds.

The James Morrison Brass Mfg. Co., Limited.

TORONTO.

Plumbers' and Steamfitters' Supplies.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

FOR SALE

In the flourishing town of Seaforth, Ontario, that old-established **HARDWARE AND STOVE BUSINESS** of Johnson Bros., lately conducted by Mr. D. W. Johnson, deceased. This affords a rare opportunity for anyone wishing to engage in this line of business. Stock is largely staple and amounts to about \$14,000. Full particulars will be furnished upon application to

J. C. SMITH,
Box 453, SEAFORTH.

KNOX HENRY, Heavy Hardware and Metal Broker

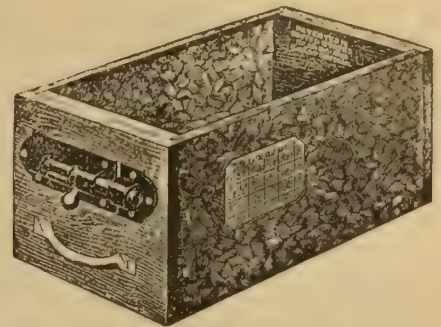
Room 220% Board of Trade, MONTREAL.

SPECIALTIES — C Brand Horse Nails — Canada Horse Nail Co.

BOLTS — Tire and Stove Rivets of all kinds — Chalcraft Screw Co.

BRASS GOODS — Gunn Castor Co., Limited, Birmingham, Eng.

THE LATEST ABOUT



BENNETT'S SHELF BOX

Our last shipment to Manitoba is acknowledged thus:
Souris, Manitoba, Jan. 19, 1900.

To J. S. BENNETT,

DEAR SIR,—We have just got settled in our new store. Your boxes and screw case took their place perfectly, and are admired by everyone, and are thoroughly appreciated by ourselves and our clerks. Yours truly,

JAS. BAMBRIDGE & CO.

Boxes made to fit your present shelving. Full particulars from

J. S. BENNETT, 20 Sheridan Ave., Toronto.

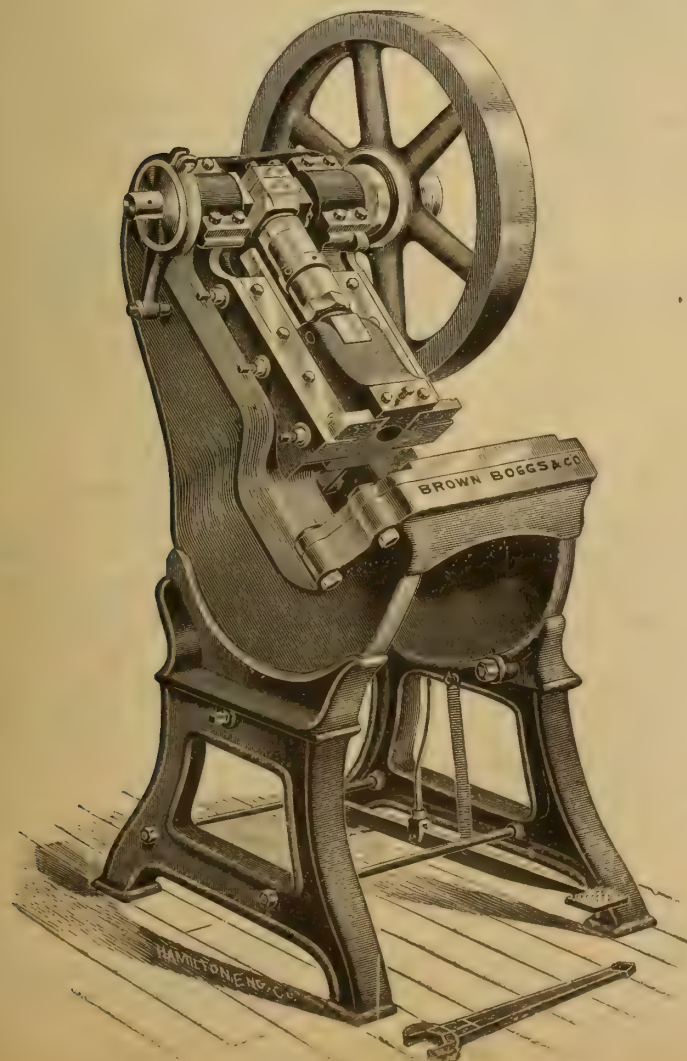
Toronto Foundry Co.

Manufacturers of **SOIL PIPE, FITTINGS,
SINKS, BOILER STANDS.**

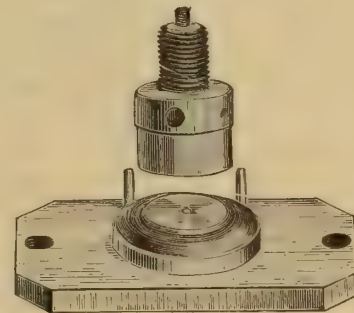
Nos. 146-148-150 Niagara Street, TORONTO

The only Exclusive Manufacturers of
Soil Pipe and Soil Pipe Fittings in
Canada.

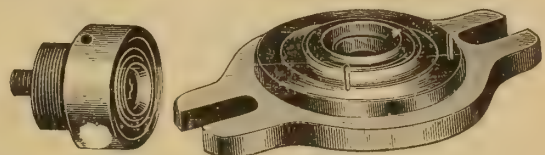
All goods stamped T. F. Co. are warranted



No. 200, Power Press with instantaneous Clutch.



Cap Die.



Fruit and Fish Can Combination Dies.

Power and Foot Presses, Dies

of all descriptions for
sheet metal work.

TINSMITHS', CANNERS' AND SHEET METAL
WORKING TOOLS AND MACHINES.

Manufactured by

BROWN, BOGGS & CO.

HAMILTON, ONT.

NICHOLSON FILE CO. PURCHASE ANOTHER PLANT.

THE following circulars just received from the office of The Nicholson File Co., of Providence, R.I., and The Eagle File Co., of Middletown, N.Y., are self-explanatory. The purchase has been under negotiation since January 1, and was consummated on January 18:

OFFICE OF THE EAGLE FILE CO.,
MIDDLETOWN, N.Y., January 18, 1900.

GENTLEMEN,—We have transferred our real estate, plant, machinery, good-will, stock of goods, etc. to The Nicholson File Co., of Providence, R.I., who will continue the business, assuming our unfilled orders, and to whom all accounts due us will be payable.

All accounts against this company contracted since December 31, 1899, will be paid by The Nicholson File Co. All contracted on or before that date will be paid by F. M. Madden, at Middletown, N.Y.

We extend to all our customers our thanks for the patronage which they have accorded us, and assure them that they cannot better serve their own interests than by transferring to The Nicholson File Co. the business with which they have favored us.

Respectfully yours,
EAGLE FILE CO.,
W. K. Stansbury, Pres.

OFFICE OF THE NICHOLSON FILE CO.
PROVIDENCE, R.I., January 18, 1900.

GENTLEMEN,—Having this day become the owners and assumed the management of The Eagle File Co., of Middletown, N.Y., we shall continue the manufacture of their old and well-known brand, and assure the trade who are now selling these goods, and the consumers who are using them, that their good qualities shall not diminish under our care. In fact, our well-known reputation guarantees this. We solicit the continued patronage of all those who have handled the "Eagle" files, and promise them that their business shall receive our prompt, careful and courteous attention.

All invoices will hereafter be made out by this company, and all unsettled accounts due The Eagle File Co. should be remitted to our address at Providence, R.I.

Yours respectfully,
NICHOLSON FILE CO.,
Sam'l M. Nicholson, Pres.

This acquisition enables the proprietors of The Nicholson File Co. to produce a total of approximately 7,000 dozen, or 84,000 files and rasps per day, which makes this company more than triple the size of any manufactory of its kind in the world.

NEW INVENTIONS.

Below will be found a list of patents recently granted by the Canadian and United States Governments through the agency of Marion & Marion, solicitors of patents and experts, New York Life Building, Montreal.

Canada—65826, Jacob N. Forler, Melita, Man., dish-washer; 65847, Ovila Corbeil, Montreal, P. Q., folding sofas; 65856, Edmund Speer, Boissevain, Man., propelling mechanism for vehicles; 65906, Messrs.

Wm. Evans and Neil McArthur, Sturgeon Falls, Ont., cattle guard; 65902, Arthem LeBlanc, Little Cascapedia, P. Q., hay press.

United States — 641749, Geo. A. Smith, Alberni, B.C., night lamp; 641674, David Pitkin Cory, Consecon, Ont., card holder for freight cars; 641702, William Keyes, Montreal, P. Q., car advertising device.

BRITISH TINPLATE IN 1899.

The British tinplate trade had a welcome return to prosperity in 1899, and a larger demand than for some years past lifted prices considerably above the unremunerative level to which they had fallen. Home trade was extremely good, and, although the increase in exported tinplates was not heavy, the mills were fully occupied, and an additional 30,000 tons of black plates were shipped abroad. I.C. ordinary cokes were obtainable at 10s. 6d. per box f.o.b. Wales in January and at 11s. in February. The increased demand enabled makers to secure good advances during the second quarter of the year, totalling fully 4s. per box, and in August up to 16s. was freely paid for prompt delivery. The number of mills running increased from 309 in January to nearly 420 in October. In November and December there was a lull in demand, and plates from second hands were freely offered, resulting in a drop of about 1s. per box. Present values, however, are believed to be fairly paying ones. The exports of tinplates were as follows:

	Tons.
1897.....	271,230
1898.....	251,769
1899.....	260,000

Of these the shipments to the United States were:

	Tons.
1897.....	85,472
1898.....	65,337
1899.....	65,000

TORONTO TECHNICAL SCHOOL BOARD.

The special committee appointed by the City Council of Toronto to consider the question of representation upon the Technical School Board has agreed upon the following basis: City Council and Trades and Labor Council each five representatives; the Federated Building Trades, Manufacturers' Association, Architects' Guild and Stationary Engineers, two representatives each; and the Builders' Exchange, Board of Trade and Allied Printing Trades, one representative each. This gives a board of 21 members.

The agreement has yet to receive the endorsement of the city council.

Representatives from the Board of Trade and the Manufacturers' Association have not hitherto had a place upon the board.

THE Canada PAINT Company Limited.

For DYNAMOS, and for all ELECTRICAL APPARATUS of every description, and for TRUCKS of RAILWAY and STREET CARS, the

DIAMOND GRAPHITE PAINT

IS PARTICULARLY RECOMMENDED.

Makers of FINE MACHINERY and TOOLS, both in Canada and the United States, have PRONOUNCED IT PERFECT, and have ADOPTED IT.

ROOFS painted with it have stood from TEN to FIFTEEN YEARS. One BRIDGE is known to have been painted TWENTY YEARS AGO, and is GOOD YET.

ONE GALLON, properly prepared for the brush, WILL WEIGH LESS THAN TWELVE POUNDS, and will COVER 1,000 square feet of Iron.

Among the many large users of our GRAPHITE PAINT are the following:

THE TORONTO ELECTRIC LIGHT CO.
CANADIAN PACIFIC RAILWAY.
GRAND TRUNK RAILWAY.
MICHIGAN CENTRAL RAILWAY.
CANADA ATLANTIC RAILWAY.
INTERCOLONIAL RAILWAY.
QUEBEC CENTRAL RAILWAY.
MONTREAL STREET RAILWAY.
TORONTO STREET RAILWAY.
ST. JOHN (N.B.) STREET RAILWAY.
OTTAWA STREET RAILWAY.
ST. LAWRENCE & ADIRONDACK RAILWAY.
THE SHEDDEN COMPANY.
THE DOMINION BRIDGE COMPANY.
WAGNER PALACE CAR COMPANY.

DIAMOND GRAPHITE MACHINE FILLER.

For Filling Iron and Steel Castings, Engines, Lathes, Boilers, and all descriptions of Machinery. Paste Form, in 25 lb. Pails.

DIAMOND GRAPHITE MACHINE PAINT (Light).

For Finishing Coat on Iron and Steel Castings, Engines, Lathes, Boilers, and all kinds of Machinery. Paste form, in 25 lb. Pails.

DIAMOND GRAPHITE MACHINE PAINT (Dark).

For same purposes as above. Paste form, in 25 lb. Pails.

DIAMOND GRAPHITE BRIDGE, GIRDER and ROOF PAINTS.

THE LATEST AND BEST!

The very best covering for Elevators, and all exposed structures.

It has no equal for painting Wood and Metal.

Resists corrosion, and the action of sun, rain, acids, and atmospheric influences.

Will cover and go further than any other preservative.

It is the ideal paint for economy and durability!

Correspondence Invited.

THE Canada PAINT Company Limited.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
22 St. John Street, Montreal.

Representing British and American manufacturers of
Tinplates, Tinned Sheets, Terne Plates, Canada Plates, Gal-
vanized Sheets, Imitation Russia Sheets Black Sheets—Iron
and Steel—Hoops and Bands, Proved Coil Chain, Brass and
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.

**VanTuyl & Fairbank**

Petrolia, Ont.

Headquarters for . . .

Oil and Artesian Well
Pumps, Casing, Tubing
Fittings, Drilling
Tools, Tables, etc.

R. C. LEVESCONTE

Barrister, Solicitor, Notary, Etc.

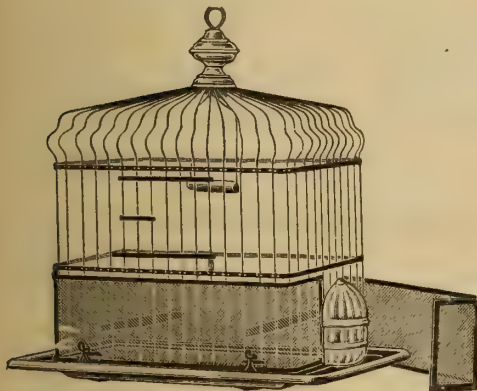
THE MCKINNON BUILDING
Cor. Jordan and Melinda Streets

. . . TORONTO

Telephone 689.
Cable "LeVesconte" Toronto.

E. T. WRIGHT & CO.,

Mfrs., Hamilton, Ont.



See Our Improved Detach-
able Wire Guard.

**"JARDINE"****TIRE UPSETTERS
WILL UPSET TIRES**

Some machines sold as Upsetters will not.
Perhaps you make as much money on the
sale of a useless Upsetter as on a good
one, but your customer does not. He
don't want a machine because it is called
an Upsetter; he wants a machine to upset
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.
HESPELER, ONT.

**Perfection
Ventilator.**

NEW, SIMPLE, ORNAMENTAL,
EFFECTIVE, AND STORM PROOF.

This is the real thing for perfect ventilation. Write for
information and prices.

BERGER BROS. CO.,

231 and 237 Arch St.,
PHILADELPHIA.

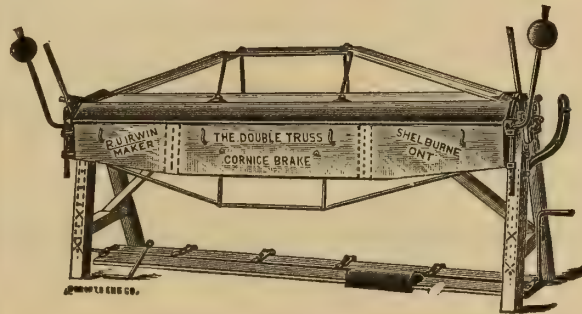
HARRINGTON & RICHARDSON ARMS CO.

WORCESTER, MASS., U. S. A.

Makers of  **High Grade REVOLVERS**

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and
Hardware Stores almost everywhere.



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$50

Very handy header attachment, \$10 extra
if required.

Send for circulars and testimonials to

**The Double Truss Cornice
Brake Co. SHELBURNE, ONT.**

STEVENS IDEAL, NO. 44

This is as reliable and
accurate a rifle as can be
constructed. Placed at a
moderate price to meet the
demand for such a rifle. It
is recommended without
qualification and fully guar-

anteed. Made in the following styles:

.22 Long-Rifle R. F., 25 Stevens R. F., and .32 Long R. F. Standard length of barrel for rim-fire
cartridges, 24 inches. Weight 7½ pounds.

.25-20 Stevens C. F., .32-40 C. F., .38-55 C. F., and .44-40 (.44 W. C. F.) Standard length of barrel
for center-fire cartridges, 26 inches. Weight, 7¾ pounds.

Half-octagon barrel, oiled walnut stock and fore-arm, rifle butt, case-hardened receiver, sporting rear
and Rocky Mountain front sight.

Price, with standard length of barrel, \$13.00.

Can be obtained of any of the leading jobbers in Canada at liberal discount from this price.

Send for complete catalogue of our full line of Rifles, Pistols and Machinists' Tools.

J. Stevens Arms & Tool Co., P. O. Box 217, Chicopee Falls, Mass., U.S.A.

HUTCHISON, SHURLY & DERRETT

**DOVERCOURT
TWINE MILLS.**

**1078 BLOOR STREET WEST
TORONTO.**

Having equipped our Factory with entirely new machinery, we are prepared
to furnish the best made goods in the market at closest prices and make
prompt shipments.

**Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.**

ESTABLISHED 1860.

DAVIDSON'S

Patent Milk Can Bottoms.



*All our Broad Hoop Milk Cans and Trimmings
are made with our*

PATENT BOTTOM.

Why you should buy

OUR

Milk Can
Trimmings**BECAUSE**

Our Patent BROAD HOOP bottom has all the advantages of three piece bottom, but is practically one piece. The rim of Patent Bottom is turned in over edge bottom proper, making smooth, uniform edge that will not tear floors of factories or waggons.

Hoops are all made 14-gauge and joined LONG way, thereby avoiding any possibility of splitting.

Sufficient space is left between bottom proper and rim to allow body of can to be inserted $\frac{3}{4}$ of an inch, making permanent joint.

Bottoms are thus sweated in with half the solder.

Bottoms are concave, draining to the centre, therefore are easier to wash out.

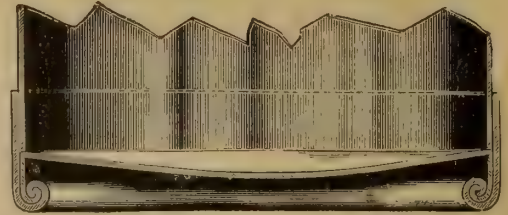
They will not corrode like those which drain to the side.

Top bands are "SHOULDERED" and have cut out at joint, making neater and cleaner job in half time than with old style hoop.

All bands have retinned edges.

For durability, finish and economy in making up our Trimmings are unequalled.

INCORPORATED 1895.



*The above cut demonstrates more clearly than
words why everybody wants the*

DAVIDSON PATENT MILK CAN BOTTOMS.

PATENTED FEB. 9th, 1894

And has been growing in popularity ever since its introduction.

THE THOS. DAVIDSON MFG. CO., Limited, MONTREAL.

THE

Abbott-Mitchell Iron and Steel Company

OF ONTARIO, LIMITED.

Manufacturers of . . .

*Bar Iron and Steel
Nails, Spikes
Horse Shoes . .
Bolts, Washers, etc.*

**BELLEVILLE,
ONTARIO.**

The...
FROST STEEL GATE
AND THE
FROST COILED WIRE.

Both desirable and rapid
selling lines.

...PRICES RIGHT...

THE...
Frost Wire Fence Co.
WELLAND, ONT.

WARNOCK'S TOOLS

have been Canada's Standard for 55 years---
since 1844. Every article bearing our name
is fully guaranteed. Always specify
"Warnock's."

James Warnock & Co., - Galt, Ont.

CURRENT MARKET QUOTATIONS

Feb. 2, 1930.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 32	0 33
Straits	0 32	0 33

Tinplates.

Charcoal Plates—Bright.		
M.L.S., equal to Bradley.	Per box	
I.C., usual sizes	\$6 50	
I.X.	7 75	
I.X.X.	9 00	
J.R. & Co.—		
I.C.	6 00	
I.X.	7 25	
I.X.X.	8 50	
Famous—		
I.C.	6 25	
I.X.	7 50	
I.X.X.	8 75	
Raven & Vulture Grades—		
I.C., usual sizes	5 00	
I.X.	5 75	
I.X.X.	6 50	
I.X.X.X.	7 25	
D.C., 12½x17	4 50	
D.X.	5 25	
D.X.X.	7 25	

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	4 35	
I.C., special sizes, base	4 50	
20x28.	8 75	

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	8 50	
I.X., Terne Tin	10 50	

Charcoal Tin Boiler Plates.

Cookley Grade	Per lb.	
X X, 14x56, 50 sheet bxs		
" 14x60	0 07	0 07½
" 14x65		

Tinned Sheets.

72x30 up to 24 gauge.	0 08	0 08½
" 26	0 08½	0 09
" 28	0 09	0 09½

Iron and Steel.

Common Bar, per 100 lbs	Base Price	
Refined	2 45	2 55
Horse Shoe Iron	2 85	2 95
Hoop steel, 1½ to 3 in. base,	2 70	2 80
extras for smaller sizes		
Swedish	3 25	
Sleigh Shoe Steel " base	4 00	4 25
Pure Steel	2 85	
Machinery	2 85	
Cast Steel, per lb	0 10	0 10½
Toe Oak steel	0 10	0 11
Thos. Firth & Sons' Cast Steel	0 12	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	3 00	3 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½ inch	0 11	
2 "	0 12	
3½ "	0 14	

Steel Boiler Plate.

¼ inch	3 25	
3-16 inch	3 40	
½ inch and thicker.	3 25	

Black Sheets.

18 gauge	3 10	
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20 gauge	3 10	
22 to 24 "	3 20	
25 "	3 30	
28 "	3 50	

Canada Plates.

All dull, 52 sheets	3 25	3 50
Half polished	3 35	3 60
All bright	3 75	4 00

Iron Pipe.

Wrought pipe, per 100 feet, ¼ to ¾ inch,		
\$3 63; ½ inch, \$3.70; ¾ inch, \$4.20; 1 inch,		
\$4.91; 1½ inch, \$7.85; 2 inch, \$9.75; 2½ inch,		
\$13.01. 2½ to 6 inch, discount 45 p.c.		
Galvanized, ¼ inch, \$6.50; ½ inch, \$8.00;		
1 inch, \$11.50; 1½ inch, \$16.00; 2 inch,		
\$20.00; 2½ inch, \$28.50.		

Galvanized Iron.

16 gauge	G.C. Comet.	Amer.	Head	Queen's
18 to 24 gauge	4 50	3 30	4 35	4 50
26 "	4 75	4 10	4 35	4 75
28 "	5 00	4 35	4 60	5 00
Less than case lots, 25c. per 100 lb. additional				
28 gauge American equals 26 gauge English.				

Chain.

Proof Coil, 3-16 in., per 100 lb		
" ¼ "	8 50	
" 5-16 "	6 00	
" ¾ "	5 45	
" 7-16 "	5 15	
" ½ "	5 00	
" ¾ "	4 80	
" 1 "	4 75	
Halter, kennel and post chains, 40 and 50 p.c.		
Cow ties	40 p.c.	
Stall fixtures	35 p.c.	
Trace chain	25 and 5 p.c.	
Jack chain, iron, single and double, discount 35 p.c.		
Jack chain, brass, single and double, discount 40 p.c.		

Copper.

English B. S., ton lots	0 19	0 20
Lake Superior		
Bolt or Bar	0 23½	0 25
Cut lengths, round, ½ to ¾ in.	0 23½	0 25
" round and square		
1 to 2 inches	0 23½	0 25

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 23	0 23½
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 23	0 23½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Tinned copper sheets	0 26	
Planished	0 32	

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 25½	
" 35 to 45 "	0 24½	
" 50-lb. and above, "	0 23½	

Plain Tinned, per lb	0 28	
Spun, per lb.	0 32	

Brass.

Roll and Sheet, 14 to 30 gauge, 10 per cent.		
Sheets, hard-rolled, 2x4	0 24	0 25
Tubing, base, per lb.	0 24	0 25

Zinc Spelter

Foreign, per lb	0 07	0 07½
Domestic "		

Zinc Sheet.

5 cwt. casks	0 07½	
Part casks	0 07½	
Lead.		
Imported Pig, per lb	0 04½	0 05
Domestic, per lb		
Bar, 1 lb.	0 05	
Sheets, 2½ lbs. sq. ft., by roll.	0 05½	0 05½

Sheets, 3 to 6 lbs., per sq. ft.,		
by roll	0 05	0 05½

NOTE.—Cut sheets ½ cent per lb. extra Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 15 per cent. discount f.o.b. Toron o.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 7½ cents.

Shot.

Ordinary, drop, \$5.23 per 100 lb.; chilled \$5.50 per 100 lb. F.O.B. Toronto; terms 3 per cent. cash, freights equalized on Montreal.

Soil Pipe and Fittings.

Discount, 50 per cent. on medium and extra heavy, and 45 per cent. on light.

Solder.

Bar half-and-half	Per lb.	Per lb.
Refined	0 19½	0 20
Wiping	0 18½	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brandvary according to composition.

Antimony.

Cookson's, per lb	0 11	0 11½
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White Lead.

Pure, Assoc. guarantee, ground in oil,	Per cwt.	
25 lb. irons	6 87½	
No. 1 do	6 50	
No. 2 do	6 12½	
No. 3 do	5 75	
No. 4 do	5 37½	
Robertson's Chemically Pure	6 50	
Munro's Select Flake White	6 75	
Elephant and Decorators' Pure	6 50	

Red Lead.

Genuine, 560 lb. casks, per cwt.	\$5 00	
Genuine, 100 lb. kegs, per cwt.	5 25	5 50
No. 1, 560 lb. casks, per cwt.	4 75	
No. 1, 100 lb. kegs, per cwt.	5 00	

White Zinc Paint.

Elephant Snow White	0 08	0 09
Pure White Zinc	0 08	0 19
No. 1	0 06	0 07½
No. 2	0 05	0 06½

Dry White Lead.

Pure, casks	0 05½	
Pure, kegs	0 05½	
No. 1, casks	0 04½	
No. 1, kegs	0 05½	

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)		
Pure, per gallon	1 00	1 10
Second qualities, per gallon	0 95	1 05
Barn (in bbls.)	0 70	0 80
The Sherwin-Williams Paints	1 30	
Canada Paint Co's Pure	1 10	
Sanderson's Pure	1 20	
Toronto Paint and Color Co's	1 10	
Pure	1 10	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)		
Venetian Red, per lb	0 05	
Chrome Yellow	0 11	
Golden Ochre	0 05	
French	0 05	
Marine Black	0 09	
" Green	0 09	
Chrome	0 08	
French Imperial Green	0 19	

Colors, Dry.

Yellow Ochre (J.C.) bbls	1 35	1 40
Yellow Ochre (J.F.L.S.) bbls	2 75	
Yellow Ochre (Royal)	1 10	1 15
Brussels Ochre	2 00	
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt.	3 00	3 25
American Oxides, per cwt.	1 75	2 00
Canadian Oxides, per cwt.	1 75	2 00
Super Magnetic Oxides, 93 p.c.	2 00	2 25

Burnt Sienna, pure, per lb.	0 10	
do "Umber,	0 10	
do "Raw	0 09	
Drop Black, pure	0 09	
Chrome Yellow, pure	0 18	
Chrome Green, pure, per lb.	0 12	
Golden Ochre	0 03½	
Ultramarine Blue in 28-lb boxes, per lb.	0 08	0 24
Fire Proof Mineral, per 100 lb.	1 00	
Genuine Eng. Litharge, per lb	0 07	
Mortar Color, per 100 lb.	1 25	
James' Gen. Red Lead, 100 lb	0 05	
Pure Indian Red, No. 45, lb.	0 08	
Whiting, per 100 lb.	0 55	

Sulphate of Copper.

Casks, for spraying, per lb.	0 07	
100-lb. lots, do. per lb.	0 08	

Putty.

Bladders in bbls.	1 90	
Bladders in 100 or 200 lb. kegs or bxs	2 65	
Bulk in bbls., per 100	1 75	
Bulk in less quantities	1 90	
25-lb. tins, 4 in case	2 25	
12½-lb. tins, 8 in case	2 40	

Varnishes.

(In 5-gal. lots.)		
Carriage, No. 1	1 30	1 40
Extra do.	1 50	1 60
Body Varnish	3 40	3 50
Furniture Varnish	0 60	0 75
Extra do.	1 10	1 20
Demar Varnish	1 60	
Hard Oil Finish	1 30	1 45
Orange Shellac Varnish	2 00	2 10
White Shellac	2 20	2 25
Rubbing Varnish	2 00	
Brown Japan	85	1 00
Elastic Oak		1 40

Linseed Oil.

Raw.		
1 to 4 bbls. \$0 64 delivered	\$0 74	
5 to 9 bbls.	63	66
10 to 15 bbls.	61	f.o.b. pointshipnt 58
16 to 30 bbls.	60	57

Turpentine.

Single barrels	0 82	
2 to 4 barrels	0 81	
Freight allowed, Toronto, Hamilton London and Guelph, i.c. less.		

Castor Oil.

In cases, per lb	0 09	
Small lots.		

Cod Oil, Etc.

Cod Oil, per gal.	0 50	0 55
Pure Olive		1 20
" Neatsfoot		90

Glue.

(In bbls.)		
Common	0 08½	0 09
French Medial	0 12	0 12½
Cabinet, sheet.	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 22	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear		0 09

HARDWARE.

Ammunition.

Cartridges.		
B. B. Caps, Dom., 50 and 5 per cent.		
Rim Fire Pistol, dis. 45 p. c., Amer.		
Rim Fire Cartridges, Dom., 50 and 5 p. c.		
Rim Fire, Military, net list, Amer.		
Central Fire Pistol and Rifle, 18 p.c. Amr		

STEEL, PEECH & TOZER, Limited

Phoenix Special Steel Works. The Ickles, near Sheffield, England.

Manufacturers of

Axles and Forgings of all descriptions, Billets and Spring Steel, Tyre, Sleigh Shoe and Machinery Steel.

Sole Agents for Canada.

JAMES HUTTON & CO., - MONTREAL

Central Fire Cartridges, pistol sizes, Dom 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. E. B. Caps, discount 45 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p.c.
Brass Hot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.

Best thick white felt wadding, in 3/4 lb bags, 1 00
Best thick brown or grey felt wads, in 3/4 lb. bags, 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges, 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes of 50 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25
Thin card wads in boxes of 1,000 each, 8 gauge, 0 60
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 70
9 and 10 gauges, 0 70
7 and 8 gauges, 0 90
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.

Anvils.

Per lb. 10 0 12 1/2
Anvil and Vise combined 4 50
Wilkinson & Co.'s Anvil, lb. 0 09 0 09 1/2
Wilkinson & Co.'s Vices, lb. 0 09 1/2 0 10

Augers.

Gilmour's, discount 50 and 10 p.c. off list.

Axes.

Chopping Axes—
Single bit, per doz. 5 50 10 00
Double bit, 12 00 18 00
Bench Axes, 40 and 15 p.c.
Broad Axes, 33 1/2 per cent.
Hunters' Axes, 5 50 6 00
Boy's Axes, 5 75 6 75
Splitting Axes, 6 50 12 00
Handled Axes, 7 00 10 00

Bath Tubs.

Zinc, 3 90 4 00
Copper, discount 40 and 10 p.c. off revised list.
Steel clad, discount 20 per cent. Boxing extra.

Anti-Friction Metal.

Tandem "A" per lb. 0 23
"B" " " 0 19
"C" " " 0 11 1/2
Magnolia Anti-Friction Metal, per lb. 0 25
F. O. B. New York or Chicago.

Bells.

Hand, 60 per cent.

Nickel, 55 per cent.

Door.

Gongs, Barrant's, 5 50 8 00
"Peterboro", discount 27 1/2 per cent.

Cow.

American make, discount 66 1/2 per cent.

Canadian, discount 45 and 50 per cent.

Farm.

American, each, 1 25 3 00

American, per lb., 0 35 0 40

Bellows.

Hand, per doz., 3 35 4 75

Moulders, per doz., 7 50 10 00

Blacksmiths, discount 40 per cent.

Belting.

Extra, 50 per cent.
Standard, 50 and 10 to 50, 10 and 5 per cent.
Agricultural, 60 and 10 p.c.

Bits.

Gilmour's, discount 50 and 10 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Gilmour's, 47 1/2 to 50 per cent.

Clark's, 40 per cent.

Clark's, per doz., 0 65 0 90

Diamond, Shell, per doz., 1 00 1 50

Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.

All sizes, per lb., 0 07 1/4 0 12

Bolts and Nuts.

Norway Bolts, full square, 55

Common Carriage Bolts, all sizes, 50

Machine Bolts, all sizes, 52 1/2

Coach Screws, 65

Sleigh shoe Bolts, 70

Blank Bolts, 52 1/2

Bolt Ends, 62 1/2

Nuts, square, 3 1/2 c. off

Nuts, hexagon, 4 c. off

Tapping Nuts, 60

Tire Bolts, 60 and 10

Stove Bolts, 5 1/2 to 6 c.

Plough Bolts, 50

Boot Calks.

Small and medium, ball, per M., 4 25

Small heel, per M., 4 50

Bright Wire Goods.

Discount, 55 per cent.

Broilers.

Light, dis., 65 to 67 1/2 per cent.

Reversible, dis., 65 to 67 1/2 per cent.

Vegetable, per doz., dis. 37 1/2 per cent.

Henis, No. 8, " 6 00

Henis, No. 9, " 7 00

Queen City, " 7 50 0 00

Butchers' Cleavers.

German, per doz., 6 00 11 00

American, per doz., 12 00 20 00

Building Paper, Etc.

Plain building, per roll, 0 30

Tarred lining, per roll, 0 40

Tarred roofing, per 100 lb., 1 60

Coal Tar, per barrel, 3 75

Pitch, per 100-lb., 0 60

Carpet felt, per 100 lb., 2 50

Butt Rings.

Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.

Brass, 22 50

Wrought Brass, net revised list, 21 75

Cast Iron, 24 00

Loose Pin, dis., 60 per cent., 18 00

Wrought Steel, 29 00

Fast Joint, dis. 60 and 10 per cent., 33 00

Loose Pin, dis. 60 and 10 per cent., 24 00

Berlin Bronzed, dis. 70, 70 and 5 per cent., 29 00

Gen. Bronzed, per pair, 0 40 0 65

Cards.

Horse, per doz., 0 60 1 00

Carpet Sweepers.

Bissell, per doz., 22 50

World, " 21 75

Daisy, " 24 00

Star, " 18 00

Crown Jewel, per doz., 29 00

Grand Rapids, " 33 00

Carpet Stretchers.

American, per doz., 1 00 1 50

Bullard's, per doz., 6 50

Castors.

Bed, new list, dis. 55 to 57 1/2 per cent.

Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.

Nos. 31 and 32, per gross, 50 9 50

Cement.

Canadian Portland, 2 65 2 90

English, " 3 00

Belgian, " 2 70

Canadian hydraulic, 1 00 1 10

Figures are for barrel lots.

Chalk.

Carpenters, Colored, per gross, 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, " 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.

Socket, Framing and Firmer.
Broad's, dis. 60 and 5 per cent.
Warnock's, dis. 60 per cent.

Churns.

Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$10.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, 18
p.c.; from stock in Montreal, 56 p.c.
Terms, 4 months or 3 p.c. cash in 30 days.

Cinder Sifters.

Per doz., 1 25

Clips.

Axle dis. 65 per cent.

Closets.

Plain Ontario Syphon Jet, \$8 00
Emb. Ontario Syphon Jet, 8 50
Fittings, 4 75
Plain Tonic Syphon Washout, 1 00
Emb. Tonic Syphon Washout, 5 25
Fittings, 1 00
Plain Richelieu, 4 75
Emb. Richelieu, 5 00
Fittings, 1 25
Closet connection, 1 25
Basins, round, 14 in., 0 65
" oval, 17 x 14 in., 1 55
" 19 x 15 in., 2 30

Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair, 17 1/2
" 5, " 22 1/2
" 6, " 15
Boynton pattern, " 20

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. per cent.

Door Springs.

Torrey's Rod, per doz., (15 p.c.), 2 00
Coil, per doz., 0 88 1 60
English, per doz., 2 00 4 00

Draw Knives.

Broad's, dis. 60 to 60 and 7 1/2 per cent.
Warnock's, dis. 60 to 60 and 7 1/2 per cent.

Drills.

Hand and Breast.
Miller's Falls, per doz., net list.

DRILL BITS.

Morse, dis., 37 1/2 to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS. (Stovepipe.)

No. 1, per doz., 1 80
No. 2, per doz., 1 60
Bright, 20c. per doz. extra.

ESCUTCHEONS.

Discount, 27 1/2 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 45 per cent.

FILES.

Globe File Mfg. Co.'s dis., files, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 10.

Nicholson File Co., 50 and 10 to 60 per cent.
Jowitt's, English list, 25 to 27 1/2 per cent.
Mechanics' Star & File Mfg. Co. Discount 60 and 10 to 70 per cent.

FORKS.

Hay, manure, etc., dis. 50 and 10 per cent. revised list.

FRUIT PRESSES.

Henis, per doz., 3 25 3 50
Shepard's Queen City, dis. 15 per cent.

GAUGES.

Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33, each, 1 85 2 40

GLASS—Window—Box Price.

Size	Per 50 ft.	Per 100 ft.	Per 50 ft.	Per 100 ft.
Under 26.....	2 10	4 00	3 50	6 00
26 to 40.....	2 30	4 35	3 75	6 65
41 to 50.....	4 75	7 25		
51 to 60.....	5 00	8 50		
61 to 70.....	5 35	9 25		
71 to 80.....	5 75	10 50		
81 to 85.....	6 50	11 75		
86 to 90.....	7 25	14 00		
91 to 95.....		15 50		
96 to 100.....		18 00		
101 to 105.....		21 00		
106 to 110.....		24 00		
111 to 115.....		28 00		

16 x 16 10 per cent. off.

HALTERS.

Rope, 3/4 per gross, 9 00
" 1/2 " 14 00
Leather, 1 in., per doz., 3 37 1/2 4 00
" 1 1/4 in., " 5 15 5 20
Web, — per doz., 1 87 2 45

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can. dis. 25 to 27 1/2 per cent.

Tack.

Magnetic, per doz., 1 10 1 20

Sledge.

Canadian, per lb., 0 07 1/2 0 08 1/2

Ball Peen.

English and Can., per lb., 0 22 0 25

HANDLES.

Axe, per doz., net, 1 50 2 00
Store door, per doz., 1 00 1 50
Chest, per doz. pair, 0 40 2 50

Fork.

C. & B., dis. 40 per cent. rev. list.

Saw.

American, per doz., 1 00 1 25

Plane.

American, per gross, 3 15 3 75

Hammer and Hatchet.

Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair, 0 13 1/4 doz. pairs

HANGERS.

Steel barn door, 5 85 6 00
Stearns, 4 inch, 5 00
" 5 inch, 6 50

Lane's covered—

No. 11, 5-ft. run, 8 40
No. 11 1/2, 10-ft. run, 10 30
No. 12, 10-ft. run, 12 60
No. 14, 15-ft. run, 21 00
Lane's O.N.T. track, per foot, 4 1/2

HARVEST TOOLS.

Discount, 50 and 10 per cent.

HATCHETS.

Canadian, dis. 40 to 42 1/2 per cent.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent.
Heavy T and strap, 4-in., per lb., 0 06
" 5-in., " 0 05 1/2
" 6-in., " 0 05 1/2
" 8-in., " 0 05 1/2
" 10-in., " 0 05 1/2

Light T and strap, dis. 60 and 10 per cent.
Screw hook and hinge—
6 to 12 in., per 100 lbs., 4 50
14 in. up, per 100 lbs., 8 50
Per gro. pair 12 00

ASSURANCE COMPANY

Fire and Marine

Capital, subscribed	\$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,340,000.00
Annual Income -	2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C Foster, Secretary.

Special list of low-priced Japanned and Regalvanized Wire Cloth.

24, 30, 36 in. wire, in 50 ft. rolls.

SAMPLES SENT WHEN DESIRED. WRITE FOR PRICES.

The B. GREENING WIRE CO., Limited

Hamilton, Ont., and Montreal, Que.

[illegible]

An illustration of a mechanical tool labeled 'THE DIAMOND VISE'. The tool has a large, ornate metal frame with a circular dial on the left side. A handle with a wooden grip is attached to the right side. The text 'THE DIAMOND VISE' is prominently displayed on the front of the frame. The tool appears to be used for holding and working on small, cylindrical objects.

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The Roberts Advertising Agency,
WINNIPEG, CANADA.

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Sheathing is the

BEST.

Ask your dealer for it.

Manufactured by

Lockerby & McComb

65 Shannon Street, MONTREAL.

STAR HACK SAWS BUTCHER SAWS BRACKET SAWS

THE STAR HACK SAW

Has a file temper, and one 5-cent blade will do more work than \$1 worth of files. It will cut off an inch square bar of steel 100 times without filing.

THE STAR BUTCHER SAW

Will cut four times as long without filing as any other kind in use. It will cut off a half-inch rod of iron 30 times.

THE STAR BRACKET SAW

Is taking the place of all other kinds.

None of these Star Saws are to be filed, as the price is less than the cost of filing. They are taking the place of all other saws as fast as they become known.

For Sale by Most Hardware Dealers

We also make a Power Hack Saw which may be found in most machine shops and iron working establishments, and should be found in all.

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FULL STOCK

DIAMOND BRAND



WIND GUARDS,
CHIMNEY TOPS,
FLUE LININGS,

CULVERT PIPES,
SEWER PIPES,
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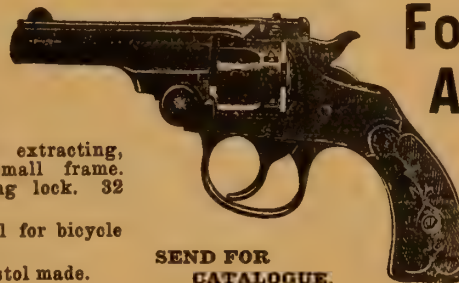
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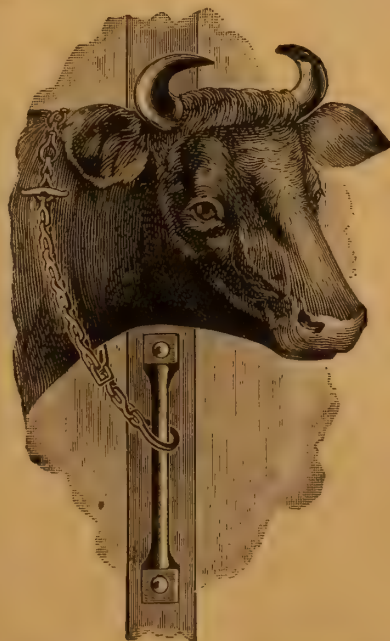


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Manufacturers of
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Forehand Guns

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Dominion Pattern Cow Tie AND Stall Fixture

The special features of the tie and stall fixture are well shown in the illustration. As will be noticed the chain is very short which prevents all danger of entanglement with the animal's foot. At the same time the form of the fixture is such that great freedom is allowed to the head. Because of the short chain this tie is much cheaper than the ordinary patterns.

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This form of tie and stall fixture are sometimes called Niagara pattern.

American or Flat Link Chain,

for years the standard cow tie chain in "the States," is now rapidly coming in favor in Canada. Its short link, handsome appearance and smooth surface—which cannot injure the animal's neck—make it superior to all other styles of chain for cow ties.

For sale by all Jobbers; manufactured by

ONEIDA COMMUNITY, Limited, NIAGARA FALLS, ONT.

Est. 1868

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G. & H. Barnett Company

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FOR STEAM

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VOL. XII.

MONTREAL AND TORONTO, FEBRUARY 10, 1900.

NO. 6



Magnolia Metal

Best Anti-Friction Metal for
all Machinery Bearings.

GENUINE MAGNOLIA METAL is made up
in bars, of which this is a

FAC-SIMILE.

The name and trade
mark appear on each box
and bar, and besides this
the words "Manufactured
in United States" and
"Patented June 3, 1890"
are stamped on the under
side of each bar.



Magnolia Metal is still selling at the same price it has always sold at—no advance.

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'Nuff Said,
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Safe!

That little word means everything to the man who is putting hot water or steam into his house—the radiator that leaks or wears out endangers the safety of the house. Above all things the Safford Radiator is *safe*—with it there is absolute security for all time.

There are no rods, bolts or packings—the pipe connections are made with *screw nipples*. There is nothing to get out of repair. Every Radiator is guaranteed to stand a pressure of 140 pounds to the square inch—double the pressure that any other radiator even pretends to bear. 25 different styles for 25 different purposes. Send for illustrated catalogue of

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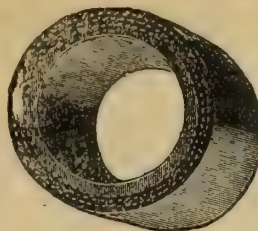
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Manufacturers of every description of **Limited**
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London Showrooms: 57 Holborn Viaduct, E.C.



Hose made with Seamless Tube.
No seam to open.

A GARDEN HOSE TALK.

The public demand Garden Hose that will stand high pressures suddenly applied, and exposure to all weathers.

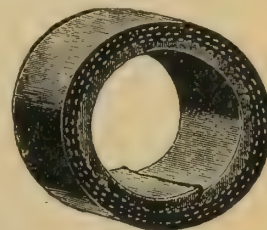
To satisfy these demands, strong duck well protected both inside and out is required.

Weights of duck differ with price of hose. The heavier the duck—all other things being equal—the stronger the hose. We aim to have our cheapest hose stand city pressure.

The inner tube of all qualities of our hose is made by our **PATENT SEAMLESS PROCESS**. With a seamless tube, drawn as is lead pipe, the entire inner circumference is equally strong. There is not a seam for the water to find its way through and thus reach the duck, and eventually cause a leak or leaks.

The cover of our Garden Hose is made to withstand the action of sun, wind, and water.

Our **PATENT SEAMLESS TUBE GARDEN HOSE** is strong and will withstand the action of water from within and weather from without, therefore it is reliable, and it will pay you to handle it. **No returns, No unpleasantness with customers.**



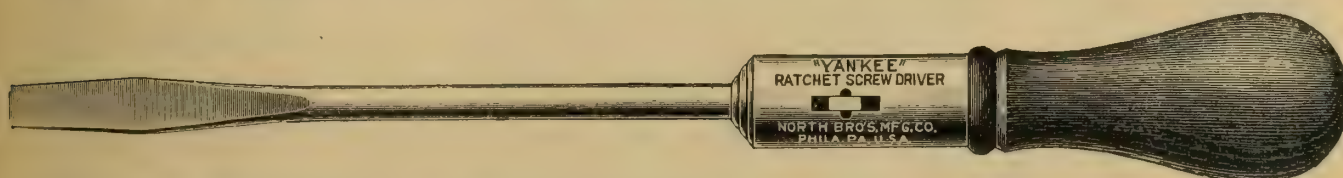
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Hose with lapped or butted seam.
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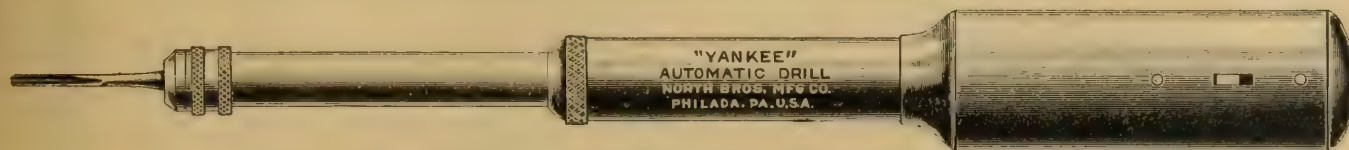
are sold by Leading Jobbers throughout the Dominion.



No. 10 RATCHET SCREW DRIVER, 2, 3, 4, 5, 6, 8, 10, 12 inch.



No. 30 SPIRAL-RATCHET SCREW DRIVER.



No 40 AUTOMATIC DRILL.

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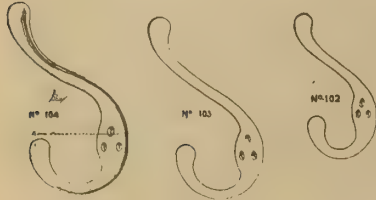
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High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

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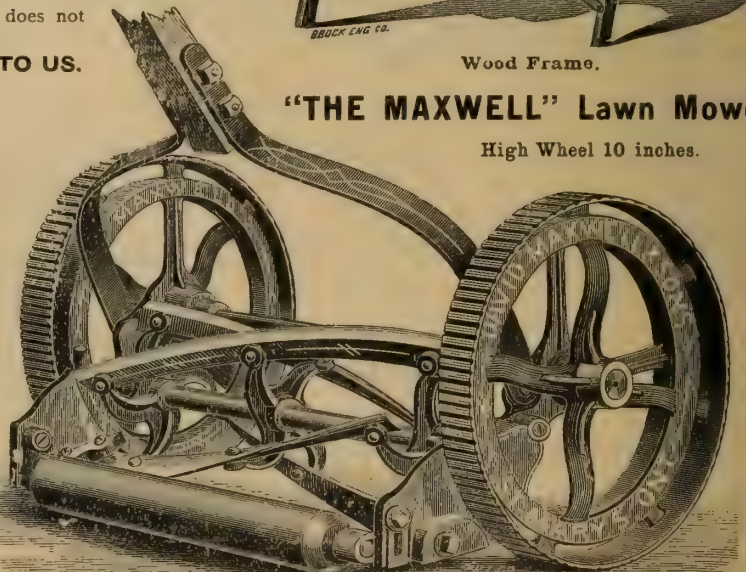
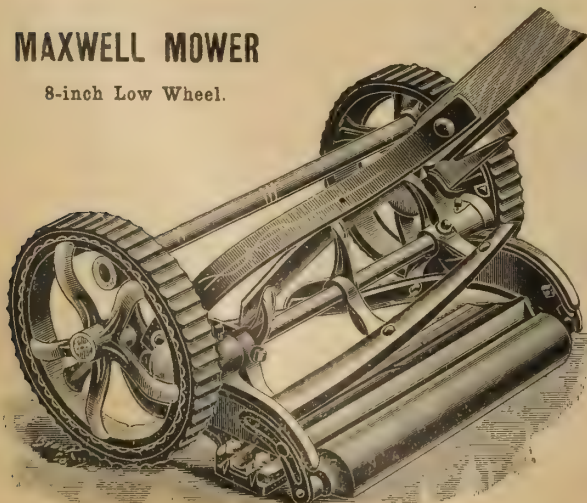
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High Wheel 10 inches.

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8-inch Low Wheel.



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The "butcher, the baker, the candlestick maker," or anyone else can apply it—COLD water is all that's needed—it WILL NOT DECAY ON THE WALLS.

16 beautiful tints and white. It saves time and waste and hard work and money. Won't rub off or "scale." Hardens with age. No washing or scraping of walls necessary.

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 The Finest Made.

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164 Fenchurch Street, London, E.C.

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Dealers Doubled their Dollars by adopting the proposition we made them last year. We approached them then with what we *thought* would win out. **This Year** we ask you to take advantage of what *has proved* itself a winner. We have letters from dealers saying it increased their freezer business last year 200 per cent. With the first order for 1 dozen Peerless Iceland Freezers we advertise them so as to send freezer customers to your store—they will buy other goods as well as freezers. Write us. The particulars will interest you.

Peerless Iceland Freezers

Sell Easily.

Ice Cream in 3 Minutes.

Satisfy Perfectly.



(We have a record of one minute and forty-five seconds, but above allowance is for inexperienced people).

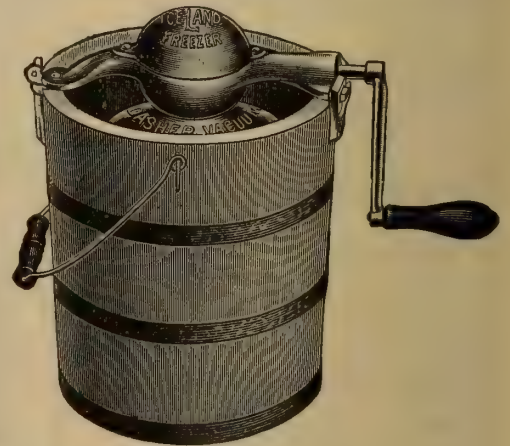
No complicated machinery to get out of order.

Gearing enclosed both top and bottom. No cogs on can top to catch ice and salt. Metal parts all coated with pure black tin.

The Freezing Freezer.

W. G. Putman had a big crowd all day yesterday, watching the man making ice cream in two and a half minutes. This was done with the Peerless Iceland Freezer, and the callers at the store were served with the cream during the day. The freezer is substantially built and is the best on the market. Just to show what it could do one batch of cream was frozen in one and three quarter minutes. It is absolutely salt water proof.—*Peoria Herald*.

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DANA & CO., Cincinnati, O., U. S. A.
Department "R."



The Peerless Ice Chipper Made from one solid piece of steel heavily coated with tin. Chips ice properly and rapidly. Best tool made for the purpose. Saves time and ice.

SUGAR MAKERS' SUPPLIES.



SAP BUCKETS. Extra deep and straight. Three sizes. They possess many advantages over the ordinary flaring bucket, being small in diameter they do not catch the rain or snow, and as they are very deep, they hang perpendicularly and consequently will not overflow until full.

Covers supplied if required. They nest close for shipping or storing.

We can also supply the **ordinary flaring pattern**.

E. T. SAP SPOUTS. Made of Retinned Steel. Strong and durable. Only requires a $\frac{3}{8}$ -inch hole in tree. It does not cover the inside surface of the hole, consequently a larger amount of Sap is obtained.

MAPLE LEAF SAP SPOUTS. Made of Bronzed Steel. Requires a $\frac{1}{2}$ -inch hole in the tree. Has a shoulder which prevents it being driven in too far. The hole in tree is not exposed to wind and sun, consequently Sap will flow considerably longer.

We also supply **Syrup Cans** to order.

For prompt shipment write to

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A HORSESHOE DIFFICULTY.

THERE is some friction again between dealers and manufacturers of horseshoes. The cause is an old one, namely, the selling direct to the consumer by some of those on the jobbing list at the same figure at which the retailer buys.

When the jobber goes to the blacksmith and sells horseshoes at \$4.05, the same figure as is charged to the retailer, it is obvious the latter is shut out from the business. It also, of course, means in turn that he cannot buy from the wholesaler, at least only to a limited extent.

One way in which the difficulty has been overcome, to a certain extent, is the wholesaler allowing to the retailer one-half of the rebate which he receives from the manufacturer. This enables both retailer and wholesaler to do a little more business than they otherwise would, but the jobber who does this only gets one-half the profit that he

does who sells direct to the consumer over the head of the retailer.

The difficulty is one that does not appear to be easy of solution, especially when the makers' figures are based on quantities. It does not follow, however, that there is no solution. Perhaps some of our readers can solve it. Our columns are open to those who think they can.

HAMILTON'S MAIN AND THE PRICE OF PIPE.

The people of Hamilton, Ont., are talking of deferring the laying of an additional water main until iron pipe becomes lower in price.

Iron pipe is certain to come down in price some day, but, when that some day will be, there is nothing in the situation that gives one the slightest indication. Just now the possibilities point to higher rather than to lower prices.

But, granted that six months or a year hence will see iron pipe lower, how much is it going to cost Hamilton to defer a work which is presumed to be a necessity?

The resignation of H. C. Frick from The Carnegie Steel Company, promises to lead to Fric(k)tion.

A SATISFACTORY START.

Bank clearings in Canada have started off the new year in a satisfactory manner.

The clearings for January aggregated \$137,086,626, an increase of over 4 per cent., compared with the same month last year.

There are eight cities in Canada which have clearing houses, and each of these, with the exception of Montreal, shared in the increase. The decrease in the Montreal clearings is, however, only 3 per cent.

BLACK SHEETS AND CANADA PLATE FIRMER.

FROM time to time the upward tendency of values on staple lines of both light and heavy iron material has been referred to.

This week Canadian importers have had still further evidence of the buoyant tendency.

Black sheets and Canada plates are the most recent instances in this connection. Agents this week state positively that they cannot quote the former without distinct specifications. This was due to the fact that makers were full of orders for the thin gauges, and could not name prices unless they knew exactly what was wanted.

A week ago No. 28 was quoted at £12 7s. 6d. per ton f.o.b. Liverpool. The latest quotation is £12 17s. 6d., and this latter price is subject to change without notice.

Black sheets, therefore, are now costing 10s. more, and are likely to rise still higher.

The same buoyancy prevails in Canada plates. Wholesale firms in Montreal who tried to close contracts this week were informed that, under present conditions, makers could not quote firm figures, except for definite quantities.

This week some business has been closed on the basis of £11 7s. 6d. per ton for 18 x 24, 52s., f.o.b. Wales. This is also an advance of 10s. as previous contracts were on the basis of £10 17s. 6d. In fact, as matters stand now, to lay down supplies either of black sheets or Canada plates next Spring will come pretty near to the prices that jobbers are now asking for goods from stock.

If this position is maintained it does not look as though values will be relatively cheaper after the opening of navigation.

THE LOW-PRICED FALLACY.

LOW-PRICED goods have been so persistently brought to the front of late years that the term low-priced has almost become synonymous with value.

We believe it is no exaggeration to say that in a majority of stores the low-priced and inferior article is first shown to a customer, and not the high-priced and better quality one.

The same spirit is exhibited in the advertisement.

He is a wise merchant who keeps low-priced as well as high-priced goods in his store.

But he who is eternally holding up before his customers his low-priced goods is practising methods which are as far removed from sound business common-sense as it is possible to conceive.

Low-priced goods are, as a rule, high-priced goods, as far as the merchant is concerned. They cost just as much as high-priced goods to sell, while the profit they yield is relatively less. And then we have not taken into consideration the danger of giving dissatisfaction which always arises from the sale of low-quality merchandise, no matter at what figure it sells.

Because of this interminable pushing of low-priced goods people are becoming educated to the fallacious belief that the prices asked for high-quality goods are extortionate prices.

The price which is ordinarily asked for an article, whether the quality is high or low, is its value. The figure at which an article sells is, under normal conditions, based either upon its cost of production, or what it would cost to replace it.

The man, therefore, who pays \$2 for a certain article may be getting just as good if not better value than he who pays \$1.50 for a similar kind of article, but not of as good quality.

That which business men should keep before their customers is value.

Impress them with the fact that mere figures do not determine whether an article is cheap or not. It is the value that one gets for the money expended which determines that.

In the advertisement, in the window dis-

play, in the offering of goods in whatsoever way conceivable, preach quality.

By pursuing this policy, instead of that now so much in vogue, an influence will be set in motion which shall explode, and not strengthen, the fallacy that an article which can be purchased at 25c. per lb. is necessarily cheaper than that which sells at even double that figure.

LINSEED OIL AGAIN HIGHER.

ANOTHER advance of 1c. is made this week in the price of linseed oil. This makes the price of 1 to 4 barrels at Toronto, Hamilton, London and Guelph 65c. for raw and 68c. for boiled, while at Montreal, Ottawa, Kingston and Guelph 66 and 69c. are charged, and at outside points, 67 and 70c.

The reason for the advance is that supplies of Canadian seed for grinding are becoming exhausted, and that the price of seed held in the United States is at a level which makes importation for manufacture at the present prices impossible.

This, combined with the condition of the British market, where prices are too high to admit of importations, except at much advanced figures, has naturally stiffened prices.

The cause of the firm feeling in England is due to the appreciation in the price of seed, which has risen from 40s. in December to 47s. this month. This, in turn, is due to the limitations of receipts of seed from South America, from where, as plague is infesting many of the ports, it is dangerous to ship the seed.

These facts make it likely that prices will maintain their present stiffness until the opening of navigation on the St. Lawrence.

VARNISHES DEARER.

The manufacturers of varnishes, as anticipated in the last issue of *HARDWARE AND METAL*, have put up their prices from 10 to 20 per cent., in nearly all lines. In a few lines the appreciation was even greater than this.

The cause of the advance is the rise in the cost of raw materials. Gum, which is an important ingredient, has risen in the past year about 33½ per cent. The way in which turpentine and linseed oil, which comprise the principal ingredients, have

steadily advanced since the beginning of the season is so well known that reference to it is sufficient explanation of the present rise in varnishes.

UNIFORM LIST ON BUILDING PAPER.

THE manufacturers of building paper, carpet felt, roofing pitch, etc., have agreed upon a uniform list of prices.

Prices in these lines have for some time been unsatisfactory to the manufacturers, and there are some who anticipate that before a great while there will be a further appreciation in values.

The new prices are as follows:

Tarred Felt, per 100 lb.—\$1.60 f.o.b., Montreal, Toronto, Hamilton and London; \$1.70 f.o.b., St. John, N.B., and Halifax, N.S.

Roof Coating.—In barrels, 17c. per gallon; in small packages, 20c. per gallon; 2-gallon packages to be the minimum; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax.

Coal Tar.—Standard barrel, 40 gallons, imperial measure, \$3.50 per barrel, f.o.b., Montreal and Toronto.

Roofing Pitch.—75c. per 100 lb., f.o.b., Montreal; 80c. per 100 lb., f.o.b., Toronto, Hamilton and London.

Carpet Felt — \$40 per ton, f.o.b., Montreal, Toronto, Hamilton, London, St. John and Halifax.

Dry Sheathing.—Grey or straw, 30c. per roll.

Tar Sheathing.—Grey or Straw, 40c. per roll.

Dry Fibre.—50c. per roll.

Tarred Fibre.—60c. per roll.

O.K. & I.X.L.—60c. per roll.

Resin Sized.—35c. per roll.

Heavy Straw Sheathing.—\$28 per ton.

Oiled Sheathing.—85c. per roll.

Freights may be equalized on Montreal, Toronto, Hamilton, London, St. John and Halifax.

Terms.—Four months' approved credit; 3 per cent. 30 days.

ANOTHER ADVANCE IN FURNACES.

Another rearrangement of the prices of furnaces has been made.

In most of the sizes and descriptions advances have been made, but in three or four instances there have been declines with a view to better equalization of prices.

Where advances have been made they average about 10 per cent.

Compared with what they were before the appreciation in values began a year ago, prices of furnaces show a rise of 10 to 20 per cent.

The larger advance was on the higher-priced furnaces.

As only about four-fifths of the dealers are estimated to have placed their orders for furnaces, it follows that there will be a good many who will regret not having done so.

WINDOW GLASS FOR FUTURE DELIVERY IS HIGHER.

THE firmness which has characterized the window glass market for some time has the last few days developed even more strength.

Mail advices to hand from Belgium indicated that higher prices were probable owing to strikes and threatened strikes, while the opinion was also expressed that some of the orders taken on Canadian account would not be filled, as the brokers were not likely to be able to secure the glass at the figures at which they had taken business.

What was foreshadowed in the mail despatches has been fulfilled, a cable received in Toronto on Thursday announcing a reduction of four points in the discount.

This means an increase of $7\frac{1}{2}$ to 8 per cent. in the cost laid down in Canada.

Furthermore, the cable announced that even the new prices were only subject to cable orders, indicating that a further appreciation in values is expected.

The receipt of this information naturally imparted a stronger tone to prices in the Canadian market.

So far, no actual advance in quotations has taken place on glass from stock, but, on import orders, figures have been marked up 5 to 10 per cent.

Some of the jobbers were known to be in favor of an immediate advance on glass in stock, but the majority were of the opinion that it would be better to defer doing so till March. Unless there is some decrease in the strength of the primary market retailers may expect higher prices to rule in Canada two or three weeks hence.

While some jobbers in Canada have fairly good stocks, others again have not; and the tax upon present stocks is likely to be heavy, as, on account of extensive building operations, a heavy demand is almost certain.

It is, perhaps, not generally known that all the import orders placed a year ago have not yet been received by Canadian importers, while those placed some time after were delivered long ago. The fact that the early orders were taken at lower figures than those taken later is generally attributed by importers to be the cause of this, certain, at least, of the Belgian manufacturers evidently

being more concerned about filling first those orders which netted them the better prices.

THE NEW STEEL SQUARE LIST.

The manufacturers of steel and iron squares in the United States have agreed upon a uniform list of prices. The new list on steel squares, together with that which it succeeded, is as follows:

STEEL SQUARES.

No.	Name.	Width	Description.	New List.		Old List.	
				Price Plain	Nickel Plated	Price Plain	Nickel Plated
100	Cast steel improved "Centennial."	2 in.	1-32, 1-16, 1-12, 1-10, $\frac{1}{8}$, $\frac{1}{4}$, with brace, 8 square, 1-100 scale, and Essex's New Board Measure, giving the feet and inches in full.....	DOZ.	DOZ.	DOZ.	DOZ.
1	Cast steel, for drafting.	2 "	1-16, 1-12, $\frac{1}{8}$, $\frac{1}{4}$, board and brace measure, 8 square and 1-100 scale.....	\$40 00	\$50 00	\$40 00	\$48 00
2	Cast steel, finished....	2 "	1-16, 1-12, $\frac{1}{8}$, $\frac{1}{4}$, board and brace measure, 8 square scale.....	33 00	42 00	30 00	38 00
2½	Framing.....	2 "	1-12, $\frac{1}{8}$, $\frac{1}{4}$, both sides and edges, and brace measure.....	30 00	38 00	27 00	35 00
3	Sup. Sup. Ex.	2 "	1-12, $\frac{1}{8}$, $\frac{1}{4}$, board and brace measure..	28 00	36 00	25 00	33 00
4	Super Extra..	2 "	1-12, $\frac{1}{8}$, $\frac{1}{4}$, board and brace measure, extra figures on inner edge of body.....	27 50	35 00	24 00	31 00
5	Extra.....	2 "	1-12, $\frac{1}{8}$, $\frac{1}{4}$, board and brace measure.....	26 50	34 00	23 00	30 00
6	A brace.....	2 "	$\frac{1}{8}$, $\frac{1}{4}$, board and brace measure.....	25 50	33 00	22 50	29 50
7	B.....	2 "	$\frac{1}{8}$, $\frac{1}{4}$, board and brace measure.....	24 50	32 00	22 00	29 00
8	Extra.....	1½"	$\frac{1}{8}$, $\frac{1}{4}$, board measure.....	23 50	31 00	21 50	28 50
9	Plain.....	1½"	1-12, $\frac{1}{8}$, $\frac{1}{4}$	24 00	31 50	21 00	27 00
13	A brace.....	2 "	$\frac{1}{8}$, $\frac{1}{4}$, board and brace measure.....	22 00	29 50	20 00	26 00
14	B.....	2 "	$\frac{1}{8}$, $\frac{1}{4}$, board and brace measure.....	23 50	30 50	21 50	28 50
14	B.....	2 "	$\frac{1}{8}$, $\frac{1}{4}$, board measure.....	23 00	30 00	21 00	28 00
15	Bridge bldr..	3 "	1-16, 1-12, $\frac{1}{8}$, slot in centre, one inch.....	\$300 00	\$325 00	\$300 00	\$325 00

It will be noticed that the advance is from \$2 to \$4 per dozen on the old list. The discount is unchanged at 50 per cent. off.

TINPLATES AGAIN ADVANCE.

Jobbers in Toronto have this week again marked up their quotations on tinplates.

Ordinary charcoal and coke plates are quoted 25c. per box dearer, while special brands of charcoal plates show an appreciation of 50c. per box.

The higher prices locally are in sympathy with the advices from the British market, where values are higher, on account of the scarcity of coal and the dearness of steel.

One of our exchanges states that makers in Birmingham are able to command almost any figure for steel.

The local demand for tinplates is improving, and some good shipments have been made during the past week.

GALVANIZED SHEETS HIGHER.

A stronger tone is to be noted in regard to galvanized sheets.

The manufacturers in the United States

refuse to book orders for future delivery except at an advance of 5 per cent. In Great Britain, too, prices are firm, while the demand is brisk.

In consequence of the firmness in the primary markets, jobbers in Toronto are this week marking their figures up 10 to 15c. per case. British sheets are now being quoted by these jobbers at \$5.10 for 28 gauge and \$4.75 for those of United States make.

EARLY CLOSING IN TORONTO.

There is a possibility that the movement on the part of the retail grocers and butchers of Toronto toward early closing may be extended to include early closing for all branches of retail business.

Ald. Asher, at the regular meeting of the city council on Monday evening, gave notice of motion for a by-law to close all unlicensed stores at 8 p.m. all the year.

BARN DOOR HANGERS ARE DEARER.

Canadian jobbers have been advised of an advance of from 20 to 33½ per cent. in the price of barn door hangers of United States make.

STUMPING MACHINE BLOCKS.

A subscriber writes: "Can you inform me where stumping machine blocks and tackle can be procured? These machines consist of iron blocks with chain and lever."

[Remarks: Can any of our readers supply the desired information?—EDITOR.]

TRADE IN OTHER COUNTRIES THAN OUR OWN.

FOREIGN METAL CRISIS.

IN their weekly circular, Rogers, Brown & Co. say: "Foreign markets are watched with considerable interest. The past four weeks have witnessed a steady rise in both Germany and Great Britain. This covers every form of material, from coal and pig iron to billets, bar iron and all finished forms. Coal has risen 4s. per ton in England in a few months, and coke is \$2 per ton higher than a year ago. The great difficulty, however, is not price, but an actual supply. All kinds of manufacturing is embarrassed from lack of fuel. The latest advices are that the output of pig iron in Great Britain is declining. Stocks have been steadily declining for several months. Stocks in Scotch ironmasters' hands, January 1, were 31,782 tons, or about one-fifth of what they were four years ago. Stocks in warrant yards continue to go off at a rate of about 1,500 tons per day. Unless there is a reduction in demand, or an unexpected increase in output, both Germany and Great Britain will have to look to this country for considerable supplies of pig iron in the early future. Even now, transactions are of almost daily occurrence in limited quantities, and at prices about on a parity with the home market."

DOUBTS SET AT REST.

The Pittsburg correspondent of The Iron Trade Review, under date of January 31, says: "Any doubts that may have existed concerning the maintenance of the present prices of pig iron have been dispelled by the sales here of 30,000 tons of Bessemer in the past week at \$24, at Valley furnace. Sales of 7,000 tons of grey forge, Valley, at \$21.25 and \$21.50, are also reported. The Bessemer iron is for delivery from February to August, inclusive. In view of these sales, which are the largest noted in this district this year, the steel market shows no indication of easing off, and while only a few sales of billets in small lots are reported, the inquiry is better than it has been for some time."

WIRE CLOTH IN THE STATES.

The market for wire cloth is in a peculiar and not altogether satisfactory condition. While most of the jobbers have covered their requirements for the coming season there are a good many jobbing houses and large retailers who have not yet made contracts. The manufacturers, however, are not in a position to accept further orders, owing principally to the difficulty they experience in obtaining wire. As a consequence, while a few weeks ago the manufacturers' price was \$1.40 this price and

practically all others have been withdrawn, and manufacturers are refusing to make contracts. The present condition of the wire cloth and netting industries, so far as the manufacturers are concerned, is one of entire dependence on the ability of the wire drawers to furnish wire. The unprecedented demand for iron and steel outside of the wire industries has affected both the supply and the price of wire. There is so large an amount of billets being diverted from the rod and wire mills into rails, architectural and bridge construction and merchant iron that the scarcity of wire is being felt to-day more than at any other time during the past 12 months. This feature is the cause of the difficulty the manufacturers experience in making deliveries at all promptly, and there does not seem to be any avenue of relief opening by which the manufacturers of wire cloth and netting may receive an ample supply of wire, except that of the increased products from the mills now under construction. The advances recently made in wire directly affect wire products and the shortage of wire gives additional tone to the market. It is well known that manufacturers have been forced to pass desirable orders, being unable to obtain wire to make the goods, so that there is every indication of the constantly increasing firmness of the market until the close of the present season.—Iron Age.

PIG IRON 5s. DEARER IN ENGLAND.

S. W. Royse & Co., of Manchester, Eng., in their report of January 27, say: "The new year has opened well in the metal trades. The pig iron markets at Glasgow and Middlesbrough have been strong throughout this month, and prices at both markets are some 5s. per ton higher than they were a month ago. The continued advances have caused consumers to come forward, and they have been covering their wants for some time ahead, feeling confident that values will be at least maintained, and altogether a large amount of business has recently been arranged. In the Midlands iron trade also the tone is exceedingly strong, the demand being heavy for all classes of goods, and prices for many being higher during the month."

CUT NAILS HIGHER IN THE UNITED STATES.

A meeting of the cut nail manufacturers was held in New York this week, and Eastern prices were advanced 5c. per keg. Some manufacturers were of the opinion that a continuance of the differential in the price of cut and wire nails will serve to further popularize the former. There is an

increasing demand for iron cut nails, particularly from some sections of the West, where their superior durability for outside work is recognized.—Iron Age, February 1.

HOW LONG WILL IT LAST?

WITH the view of ascertaining the opinions of the trade as to the continuance of the present prosperity of the iron industry, Rogers, Brown & Co. issued a circular letter on December 26, to a large number of consumers of foundry pig iron, propounding three questions. There were received over 900 replies, and below are given the results. The firm comment as follows: "It will be observed that the outlook is most promising, and, judging from these returns, it is reasonable to suppose that the increased production of pig iron during 1900 will be needed to meet requirements."

Question 1.—"Based on our present contracts and prospective orders, we believe the current volume of our business will continue — months."

ANSWERS.

2.....	One month
10.....	Two months
25.....	Three months
30.....	Four months
16.....	Five months
232.....	Six months
11.....	Seven months
26.....	Eight months
23.....	Nine months
24.....	Ten months
345.....	Twelve months
2.....	Fifteen months
8.....	Eighteen months
4.....	Twenty-four months
1.....	Thirty months
1.....	Three to four months
11.....	Four to six months
1.....	Six to eight months
11.....	Eight to ten months
7.....	Six to twelve months
3.....	Nine to twelve months
1.....	Ten to twelve months
42.....	Twelve months, or longer
	Will continue to grow. Indefinitely increasing.
	Two or three years. Always.
35.....	About same as now
1.....	Less than one year
2.....	Will continue if prices of iron reduced
8.....	Will not continue
1.....	During season

883 reports.

Question 2.—"As compared with our

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

consumption of pig iron in 1899, we expect to melt — per cent. more or less in 1900."

ANSWERS.

293.....	.....	.....	Same as 1899
2.....	.....	.....	Much more
4.....	.....	.....	Considerably more
10.....	.....	5	per cent. more
114.....	.....	10	per cent. more
7.....	.....	12½	per cent. more
31.....	.....	15	per cent. more
103.....	.....	20	per cent. more
123.....	.....	25	per cent. more
23.....	.....	30	per cent. more
16.....	.....	33½	per cent. more
2.....	.....	35	per cent. more
14.....	.....	40	per cent. more
63.....	.....	50	per cent. more
4.....	.....	60	per cent. more
12.....	.....	75	per cent. more
3.....	.....	85	per cent. more
1.....	.....	90	per cent. more
25.....	.....	100	per cent. more
2.....	.....	150	per cent. more
4.....	.....	200	per cent. more
2.....	.....	300	per cent. more
1.....	.....	600	per cent. more
11.....	.....	.....	Less
3.....	.....	10	per cent. less
1.....	.....	15	per cent. less
4.....	.....	20	per cent. less
10.....	.....	25	per cent. less
2.....	.....	30	per cent. less

890 reports.

Question 3.—Our supply of pig iron on hand and contracted for will cover our requirements until —."

ANSWERS.

9.....	.....	January	73.....	.....	August
46.....	.....	February	59.....	.....	September
78.....	.....	March	34.....	.....	October
102.....	.....	April	17.....	.....	November
86.....	.....	May	19.....	.....	December
80.....	.....	June	49.....	.....	January, 1901
255.....	.....	July	.....	.....

898 reports.

OWEN SOUND BOARD OF TRADE.

At the annual meeting of the Board of Trade of Owen Sound on February 1, Mr. John Harrison was elected president, in succession to Mr. John Wright. Mr. Christopher Eaton was elected vice-president, and Mr. W. B. Stephens, secretary-treasurer. The following were elected to the council: W. P. Telford, Ewing Buchan, J. R. Wainwright, M. E. Hodder, J. G. Hay, R. Wightman, J. R. Brown, W. H. Smith, W. J. Christie and A. J. Creighton.

A committee was appointed to consider the advisability of holding an exclusive business men's excursion and a banquet, to which the most prominent men in Canada will be invited. The secretary's statistical report showed Owen Sound to have made great progress during the past year.

PERSONAL MENTION.

Mr. W. H. Evans, of the Canada Paint Co., Limited, Montreal, has been visiting Toronto and Hamilton this week. Mr. Evans has a host of friends in the west, and he was warmly welcomed.

Mr. Joseph Akitt, Horning's Mills, was in Toronto this week. He has recently sold out his hardware business.

Building Paint Trade

is mostly a matter of determination. If you will to have the lion's share in your locality, you can.

Of course your determination must be coupled with judgment. No amount of will power and energy can build a big trade on poor paint.

Good paint is good judgment. If you put determined effort into it, you can't fail to win.

THE SHERWIN-WILLIAMS PAINT

is demonstrating that fact all over the continent. It not only furnishes the best paint your judgment can select, but there's determination in its advertising that makes trade building an easy matter.



THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

Canadian Division:
21 St. Antoine St.,
Montreal.

CLEVELAND. BOSTON.
CHICAGO. TORONTO.
NEW YORK. SAN FRANCISCO.
MONTREAL. KANSAS CITY.

COACH AND LAG SCREWS.

The following is the new list of prices per 100 on coach and lag screws, with square heads:

Length in inches.	5	3	7	1	9	5	3	7	1
	16	8	16	2	16	8	4	8	
1½	\$ 2 25	\$ 2 70	\$ 3 15	\$ 3 75	.....	.....	.....	.....	.....
2	2 45	2 96	3 47	4 11	\$ 5 00	.....	.....	.....	.....
2½	2 65	3 22	3 79	4 47	5 50	\$ 7 90	.....	.....	.....
3	2 85	3 48	4 11	4 83	6 00	8 60	\$12 50	.....	.....
3½	3 05	3 74	4 43	5 19	6 50	9 30	13 50	\$18 20	.....
4	3 25	4 00	4 75	5 55	7 00	10 00	14 50	19 50	.....
4½	3 45	4 26	5 17	5 91	7 50	10 70	15 50	20 80	.....
5	3 65	4 52	5 39	6 27	8 00	11 40	16 50	22 10	.....
5½	3 85	4 78	5 71	6 63	8 50	12 10	17 50	23 40	.....
6	4 05	5 04	6 03	6 99	9 00	12 80	18 50	24 70	.....
6½	.....	.....	6 35	7 35	9 50	13 50	19 50	26 00	.....
7	.....	.....	6 67	7 71	10 00	14 20	20 50	27 30	.....
7½	.....	.....	6 99	8 07	10 50	14 90	21 50	28 60	.....
8	.....	.....	7 31	8 43	11 00	15 60	22 50	29 90	.....
9	.....	.....	7 95	9 15	12 00	17 00	24 50	32 50	.....
10	.....	.....	.....	9 87	13 00	18 40	26 50	35 10	.....
11	.....	.....	.....	10 59	14 00	19 80	28 50	37 70	.....
12	.....	.....	.....	11 31	15 00	21 20	30 50	40 30	.....

The following extras are to be understood as a part of this list: Hexagon heads, 10 per cent. extra; skein screws list price same as lag screws.

NEW WHOLESALE HOUSE IN WINNIPEG.

Winnipeg is to have an important new wholesale hardware. W. G. McFarlane, H. M. Howell, T. G. Mathers and others have applied for incorporation as the Marshall-Wells Hardware Co. Though the new house will have the financial backing of the Marshall-Wells Hardware Co., of Duluth, it will be operated as a separate concern. The manager will be W. G. McFarlane, who has represented the Marshall-Wells

people for some time, and prior to that he was a traveler for J. H. Ashdown. Mr. McFarlane has always been a very popular man on the road, and will, no doubt, make a success of the new venture.

"MAGNOLIA'S" LATEST BRANCH.

The Magnolia Metal Co. has opened a branch office at 421 Austell building, Atlanta, Ga. As the business of this company expands it is only natural that it should find it necessary to increase its branch offices.

A SIGN OF GOOD LUCK.

Madame de Thebet, the great Parisian sorceress, has prophesied that all persons wearing a trinket in the shape of an elephant will have good luck during the year 1900. This, of course, is perfect rubbish, but many people will believe the prophesies and wear the symbol. Few people have faith in any such nonsense. And yet, when one comes to think of it, the symbol of the elephant implies many good points, such as strength, sagacity, etc., and if you really want a mascot, paint your house with "Elephant" paints and it will take no great amount of wisdom to predict that during 1900, and for many years after, you will have contentment and satisfaction. They are said to be the acme of perfection and unsurpassed for density, brilliancy, covering properties and durability.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS COMPROMISES.**

ALLAN S. DUFF, general merchant, Stewartville, Ont., is offering 40c. on the dollar, cash.

L. G. Froment, general merchant, Joliette, Que., has compromised at 25c. on the dollar.

E. Gilbault, manufacturer of tinware, Winnipeg, has assigned to S. A. D. Bertrand.

W. G. Kaddatz, sawmiller, Sebastopol township, Ont., has assigned to F. M. Devine.

M. D. Cleroux, hardware and dry goods dealer, etc., Hull, Que., is offering to compromise.

Malloy & Malcolm, carriage manufacturers, Hamilton, Ont., have assigned to G. Hunter.

Bilodeau & Renaud have been appointed curators of Armand Leblanc, hardware dealer, Montreal.

Thos. Birks, Hull, Que., has been appointed curator of Camille Parent, harness dealer, Buckingham, Que.

Lefebvre & Taschereau have been appointed curators of T. Pouliot, general merchant, St. Samuel, Que.

A meeting of the creditors of Eagle & Paxton, general merchants, etc., 150 Mile House, B.C., have been called.

Isidore Rosenstein, general merchant, Grand River, Que., has assigned, and a meeting of creditors has been held.

Joseph Bureau, hardware dealer, etc., Lake Megantic, Que., has assigned, and a meeting of his creditors has been held.

W. W. Melburn, general merchant, Tamworth, Ont., has assigned in trust to Richard Tew, Toronto. The assets are placed at \$3,100; the liabilities \$3,900.

PARTNERSHIPS, FORMED AND DISSOLVED.

Bernard & Baron have registered partnership as carriagemakers in St. Flavien, Que.

Richardson & Webster, founders, St. Marys, Ont., have dissolved, Charles Richardson continuing.

Cross & Ewing, lumber dealers, Bishop's Crossing, Que., have dissolved, and a new partnership has been registered.

George M. Webster and Thomas J. Parkes have registered as partners under the style of The Luminous Prism Co., Montreal.

Derksen & Loepky, dealers in agricultural implements, Plum Coulee, Man., have dissolved. J. H. Derksen continues alone.

McLean & Holt, founders, St. John, N.B., have been succeeded by a new co-partnership composed of James B. McLean, Bartholomew J. Holt and James L. McAvity.

Vooght Bros., wholesale and retail gen-

eral merchants, North Sydney, N.S., have dissolved. The business will be continued by John and Thomas Vooght under the same style.

SALES MADE AND PENDING.

J. G. Hindson, general merchant, Rapid City, Man., is advertising his business for sale.

The stock of Roy & Frere, hardware dealers, Montreal, has been sold at 82c. on the dollar.

The assets of A. J. Parker, general merchant, Riviers Beaudette, Que., are advertised for sale.

The stock of Abraham Geisbrecht, general merchant, Altona, Man., is advertised for sale by auction.

The assets of the estate of Andrew Clanan, lumber dealer, Glencoe, Ont., are to be sold at 42c. on the dollar.

The stock of Mrs. Joseph Clairmont, general merchant, Sarsfield, Ont., has been sold at 56½c. on the dollar.

The book debts of H. W. Benson, late hardware dealer, Bridgetown, N.S., are advertised for sale by tender up to February 10.

CHANGES.

Williard T. Brenton has started as painter at Bear River Hill, N.S.

Henderson & Cox, have started as painters in North Sydney, N.S.

A. J. Hart, general merchant, Baddeck, N.S., is opening a branch at Sydney, N.S.

James Showers, general merchant, etc., Middlemiss, Ont., is removing to Melbourne, Ont.

McGirr & Hinton, general merchants, Emerson, Man., have been succeeded by I. Hinton.

Fecteau & Hebert have registered as saw-millers in Notre Dame de Sanges, Que.

Williams & Barker, bicycle dealers, Vancouver, B.C., have been succeeded by Jesse Williams.

The business of the estate of W. Mann & Co., bicycle dealers, London, Ont., is to be wound up.

Martin & Blythe, dealers in agricultural implements, Wapella, Man., have been succeeded by Nugent & Martin.

FIRES.

E. Bradford, general merchant, Granby, Que., has been burned out.

Albert Cassidy, harness dealer, Tilbury, Man., has suffered loss by fire.

R. Brown & Son, founders, New Glasgow, N.S., have been partially burned out; insured.

F. A. Carpenter & Co. and F. Hamilton, hardware dealers, Hamilton, have suffered loss by fire; insured.

The Fairview Sash and Door Factory, owned by Cox, Johnson & Dubberley, Vancouver, has been burned.

DEATHS.

Wm. Heath, tinsmith, Mille Roches, is dead.

AGENT FOR OIL ENGINES WANTED.

An engineering company in Great Britain has written to the Canadian office in London, asking if there is a good market in Canada for oil engines, as they are desirous of introducing one, which is simple, effective, and cheaper than those at present in general use. They require the services of a good firm to act as agents.

The name of the company can be supplied by **HARDWARE AND METAL** on application.

**IVER
JOHNSON
BICYCLES**

**NOT
CONTROLLED
BY THE
TRUST**

**HONEST
CYCLES
at...
HONEST
PRICES**

WHY NOT

Handle bicycles in connection with your business?

IVER JOHNSON BICYCLES

are popular wheels—listed at popular prices.

**\$25
MEDIUM GRADE**

**\$35
HIGH GRADE**

**\$45
RACERS**

**\$50
CUSHION FRAME
MODELS**

**\$60
CHAINLESS BICYCLES**

Little trouble—large trade—big profits.
Send for agency proposition and catalogue.

Iver Johnson's Arms & Cycle Works

BRANCHES:—

NEW YORK—99 Chambers St.
BOSTON—408 Washington St.
WORCESTER—304 Main St.

**FITCHBURG,
MASS.**

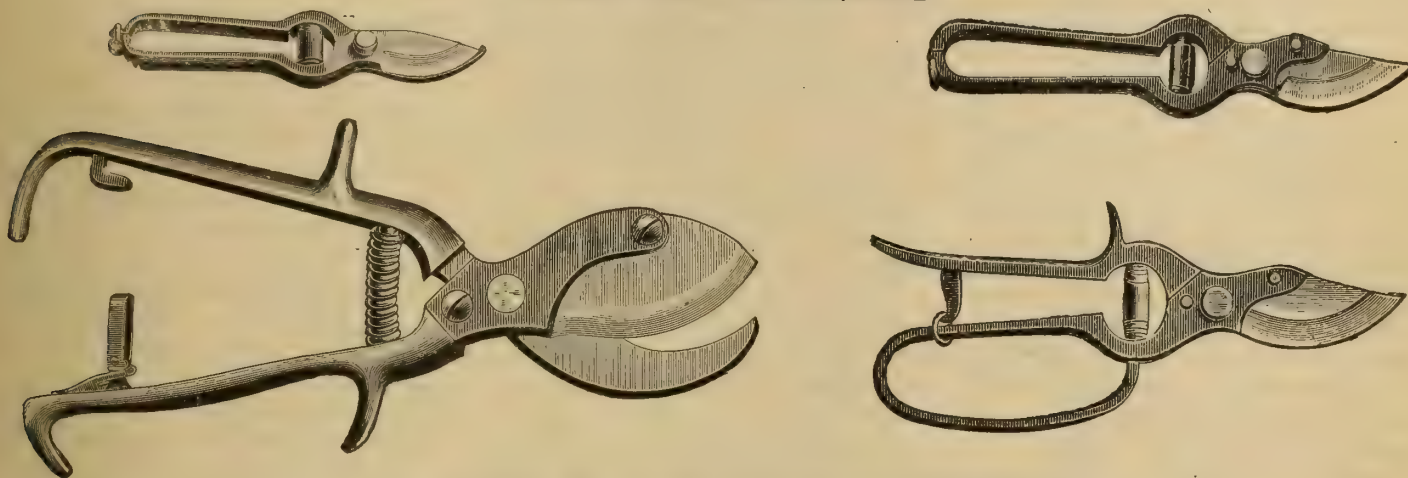
H. S. HOWLAND, SONS & CO.

HARDWARE
MERCHANTS,
WHOLESALE
ONLY.

37-39 Front Street West, **Toronto.**

ONLY
WHOLESALE.

PRUNING SHEARS



GERMAN AND AMERICAN

WRITE FOR PRICES

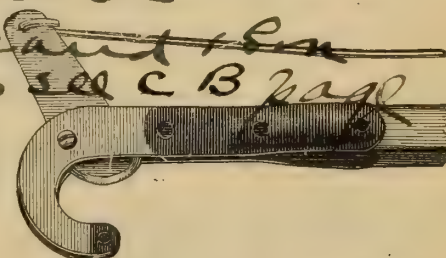
DEHORNING SHEARS



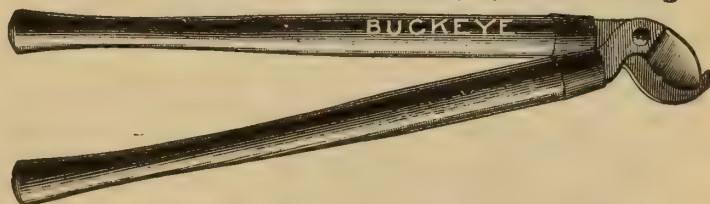
"Keystone"

36 In. Handles.

*all returned to
H. S. Howland & Co.
22/8/06 see C B page
22*



Handles, 6, 8, 10 feet long.



WRITE FOR PRICES.

Handles, 26, 36 in. long.

PRUNING KNIVES



WRITE FOR PRICES.

H. S. HOWLAND, SONS & CO., Toronto.

OUR PRICES ARE
RIGHT.

Graham Cut and Wire Nails are the Best.

WE SHIP
PROMPTLY.

MARKETS AND MARKET NOTES.

QUEBEC MARKETS.

MONTREAL, February 9, 1900.

HARDWARE.

BUSINESS in general hardware and metals is rapidly assuming large proportions, and, if present indications are a fair criterion, the spring turnover will be even larger than that of last year. Jobbers and makers all report that orders for spring shipment are pouring in on them. The goods that are now being called for are smooth steel wire, barbed wire, fence staples, wire nails, cut nails, horse nails, horseshoes, screws, bolts and rivets, showing that the inquiry is distributed throughout the entire hardware list. Values are firm, also, all around.

BARBED WIRE—More inquiry is experienced for barbed wire, and prices are firmly held at \$3.72½.

SMOOTH STEEL WIRE—Business is fairly active on forward account, orders showing further expansion. Prices are stiff at \$3.45 base.

GALVANIZED WIRE—Trade is dull. We quote: Nos. 6, 7 and 8 gauge, \$4.37½; No. 9, \$3.47½; No. 10, \$4.52½; No. 11,

\$4.57½; No. 12, \$3.62½; No. 13, \$3.72½; No. 14, \$5.12½; No. 15, \$5.42½; and No. 16, \$5.62½.

FINE STEEL WIRE—Discounts are 12½ per cent. and business rules quiet.

BRASS AND COPPER WIRE—Unchanged. Discounts are 50 and 7½ per cent. on brass, and 50 and 2½ per cent. on copper wire.

FENCE STAPLES—Without new feature. We quote: \$3.75 on bright and \$4.35 on galvanized.

FINE STAPLES—As last reported. Discounts are: Coopers' staples, 45 per cent.; poultry netting, 35 per cent., and electrical, etc., 35 per cent. off list.

WIRE NAILS—Orders are coming in freely for spring shipment, but actual business is small. Values are firm at \$3.45, with car lots \$3.35.

CUT NAILS—Orders for forward shipment are noted, but otherwise trade is dull at \$2.85 f.o.b. Montreal; car lots, \$2.75.

HORSE NAILS—A fair volume of trade is doing. Discounts are 50 per cent. on Standard, and 50 and 10 on Acadian.

HORSESHOES—Meet an active inquiry. We quote as follows: Iron shoes,

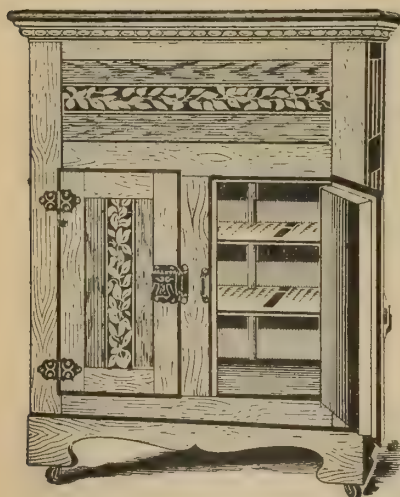
light and medium pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow shoes, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; X L steel shoes all sizes, 1 to 5, No. 2 and larger, \$4.20; No. 1 and smaller, \$4.45; feather-weight, all sizes, \$5.45; toe weight steel shoes, all sizes, \$6.55 f.o.b. Montreal.

SCREWS—A brisk trade is doing. We quote: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS—There is a fair inquiry for bolts, nuts, etc. Discounts are: Tire bolts, 60 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 52½ per cent.; nuts, square, 3½ c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

RIVETS, ETC.—Business is satisfactory.

"Model" Refrigerators



Removable Ice Box

Easily cleaned.

Best Arranged Zinc Linings

No liquids can come in contact with wood and sour.

Cerite Linings

An improvement on Charcoal Linings.

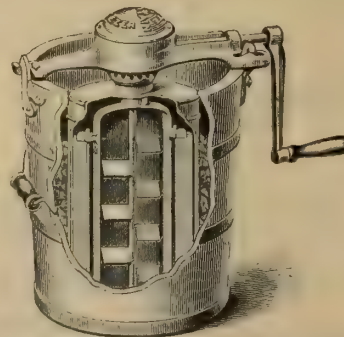
A non-heat conductor and waterproof.

Natural Wood Finish, Solid Bronze Locks and Hinges.

6 SIZES

Improved "White Mountain"

Ice Cream Freezers.



Triple Motion Duplex Dasher

Double, self-adjusting, wood scraping bars.

Waterproof Tub

Bound with heavy, galvanized iron hoops.

Gearing

Completely covered. Cannot clog with dirt.

CREAM CAN BE FROZEN IN 4 MINUTES.

See the samples our travellers are carrying, or write our nearest house for prices, before ordering.

THE McCLARY MFG. CO.

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER

FOR PROMPT SHIPMENT ORDER FROM "McCLARY'S."

Better make the acquaintance of it—Apollo galvanized iron.

Apollo Iron and Steel Company
26 St Sulpice Street
Montreal

Cements { **PORTLAND
ROMAN
KEENE'S**

Bricks . . { **FIRE
BUILDING
PAVING**

Sand . . . { **SILICA FIRE
MOULDING
BUILDING**

F. HYDE & CO.

31 Wellington street, MONTREAL

English Castor Oil

GUARANTEED PURE.

Pharmaceutical, Tasteless, Cold Drawn
First Pressure
Second Pressure

In cases of 2 tins and in barrels. Stocked by all Hardware, Oil and Color men.

The Hull Oil Manufacturing Co.
LIMITED

B. & S.H. THOMPSON & CO.

Agents for Canada - MONTREAL

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

Discounts: Carriage section, wagon box, rivets, etc. (steel), 60 per cent. off the list; ditto (Norway iron), 60 per cent.; black M rivets (steel), 55 per cent.; ditto (Norway iron), 45 per cent.; iron burrs, 40 per cent.; copper rivets, 35 per cent.; bifurcated, with box, \$1.25; coppered iron rivets and burrs, in 5-lb. carton boxes, 30c. per lb.

WRINGERS—A moderate business is noted and values are steady.

CORDAGE—Firmly held, and in active inquiry for spring shipment. We quote as follows: Manila, 7-16 and up, 15½ to 16c.; ¾, 16½c., and ¼ and 5 16, 17c. Sisal, 7 16 and up, 13 to 13½c.; ¾, 14c.; ¼ and 5-16, 14½c.

BUILDING PAPER—There is a fair inquiry. We quote: Plain building, 30c. per roll; tarred lining, 40c. per roll, and tarred roofing, \$1.60 per 100 lb.

CUTLERY — In fair demand and firm in value.

SPORTING GOODS — Forward orders are the only thing to report in this line.

FIREBRICKS—There is no change, values being \$19 to \$24 per 1,000, as to brand.

CEMENT—Steady. We quote as follows: Belgian, \$2.10 to \$2.40; English, \$2.45 to \$2.60; German, \$2.60 to \$2.80.

METALS.

Heavy iron and metals continue firm, strength being marked in many lines. Black sheets are cabled firmer, and the same is to note in the case of Canada plates. In fact, to lay down either of these lines next spring will cost practically within a slight fraction of what they are selling at. Spot copper in London is cabled firmer, but values here are easy. Lead continues to stiffen, and there has been a big jump in the price of tin in London since last week, and the fact has led to further advance here. Altogether, the general metal situation is buoyant.

PIG IRON—While trading in pig iron has been quiet the market is firm in tone, at \$28 to \$30 for Scotch from stock, and \$24.50 for delivery after navigation opens.

BAR IRON — Makers note further heavy orders for bar iron, and jobbers are also busy on forward account. Values are firm at \$2.50.

BLACK SHEETS—It is impossible to obtain firm offers for these for spring delivery, and values have an upward tendency. We quote: 8 to 15, \$3.10; 18 to 20, \$2.90; 22 and 24, \$2.95; 26, \$3.10, and 28, \$3.15.

STEEL—Firm and without change. We quote: Sleighshoe, \$3; tire, \$3; spring, \$3.60; machinery, \$3.75 and toe calk, \$3.65.

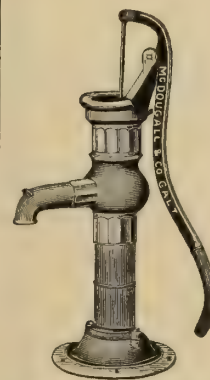
GALVANIZED IRON—An active demand is experienced by jobbers for spring shipment. Competition between English and American makes in this material is very

"Dominion Crown"
HORSESHOE IRON.

Always the standard for high-class work.

IMPORT ONLY.

A. C. LESLIE & CO.
MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDOUGALL CO., Limited
Manufacturers, Galt, Canada.

ADAM HOPE & CO.

30 JOHN STREET N.

Hamilton, Ont.

GALVANIZED SHEETS

"QUEEN'S HEAD"
"COMET"
"APOLLO B B"
"JUNIATA"

STEEL SHEETS

20 to 28 Gauge

TIN PLATES

CANADA PLATES

SHEET ZINC

RUSSIA IRON

NOVA SCOTIA STEEL Co.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

About Horse-Shoe Nails :—

It is a matter of undoubted economy and importance to every purchaser or consumer of horse-shoe nails, that the best obtainable article only shall be procured. It does not make so much difference with some other nails, such as are driven in wood. But with horse nails, which are only used to attach a shoe to a horse's foot—in a sensitive, highly-organized vital structure—it is for this reason important that all horse nails should be perfect in every respect; of the best material and pattern, and free from "splits" or liability to fracture, etc. One imperfect nail, badly driven, may result in permanent disability or lameness to a valuable horse. It is false economy, and poor buying, to take any risk when you can avoid it.

Our "C" brand horse nails have been manufactured and sold in Canada since 1865—a period of 35 years. They are the standard horse nails of Canada for quality and pattern, and without a superior anywhere. We use only the best selected Swedish charcoal steel rolled nail rods; the best material known or used in the world for the purpose. The rods are hot forged to the desired pattern by machinery, which gives all the advantage of the old-fashioned hand-hammered process, but with greater uniformity. After being "pointed and finished" by patented machinery, of a kind used only in our works in Canada, they are all further carefully examined singly by hand, and every nail not up to our high standard for "C" brand, is thrown out for "scrap" or "culls." Every box of horse-shoe nails we sell under our "C" brand is warranted perfect and ready for immediate use; they will be replaced free of charge if found otherwise to any purchaser. If the dealer from whom you usually purchase cannot, or will not supply you with our brand of nails, write us direct and we will give your name to nearest dealers who will supply the "C" brand. Samples and price lists furnished on application.

**Canada Horse Nail
Company.**

MONTREAL.

keen, and, so far, the latter have been getting quite a few orders for spring delivery. We quote: No. 28 Queen's Head, \$4.75 to \$5.00, and No. 26, \$4.50 to \$4.75; Comet, No. 28, \$4.45 to \$4.70, and No. 26, \$4.15 to \$4.45.

INGOT COPPER—Cable quotations are higher in London, but round lots have been sold here at 17½c. this week and we now quote 17½ to 18c.

INGOT TIN—Further appreciation in value has been the order of the day in London, and its influence has been reflected here in higher prices, viz., 32 to 33c.

LEAD—London cables an advance of ½d. on the week, and spot prices are very firmly held at \$4.50.

LEAD PIPE—Unchanged, but firm. We quote: 7c. for ordinary and 7½c. for composition waste, with 15 per cent. off.

IRON PIPE—There are fair orders for forward account. We quote: Black pipe, ¼, \$3.40; ⅜ to ½, \$3.60; ¾, \$4; 1, \$6; 1 ¼, \$7.60; 1 ½, \$9.75, and 2-in., \$13.35.

TINPLATES—Continue active for spring shipment, with prices firm. We quote coke \$4.50, and charcoal \$4.75.

CANADA PLATE—Importers state that it is impossible to secure firm orders for these for Spring delivery and that prices are likely to advance. From stock this week jobbers are asking 10c. advance. We quote: 52's, \$3.25; 60's, \$3.35; 75's, \$3.45; full polished, \$3.60; and galvanized, \$4.85.

TERNE PLATE—Firmly held at \$8.50.

SWEDISH IRON—Continues firm at \$3.75.

COIL CHAIN—In fair request. We quote: No. 6, 12½c.; No. 5, 11c.; No. 4, 10½c.; No. 3, 10c.; ¼-inch, 8½c.; 5-16, \$6.00; ¾, \$5.40; 7-16, \$5.15; ½, \$5.00; 9-16, \$4.85; ⅝, \$4.80; ¾, \$4.75; ⅞, \$4.75, and 1 inch, \$4.75.

SHEET ZINC—Values on this material have an upward tendency at 6½ to 7c.

ANTIMONY—This also rules firmer at 10¼ to 10½c.

SPELTER—Continues firm at the rise \$5.50.

GLASS.

Cable reports from Belgium are bullish in their tenor on window glass. We quote: First break \$2.00; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PAINTS AND OILS.

The movement in this department is expanding satisfactorily, and the tendency is firm all around. The only change of importance this week is an advance of 2c. per gal. on linseed oil. We quote:

WHITE LEAD—Best brands, Government standard, \$6.75; No. 1, \$6.37½; No. 2, \$6; No. 3, \$5.62½, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England.

Agent:


JOHN FORMAN, 644 Craig Street
MONTREAL



COVERT MFG. CO.
West Troy, N.Y.
DERBY SNAP.
With Plated Rust Proof and Guarded Spring.
"THE LATEST AND BEST."
For Sale by all Jobbers at Manufacturers' Prices.



PRIEST'S CLIPPERS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.



COATES' CLIPPERS
HAND AND POWER, easiest running made. Manufactured in every style and variety. Our power machines will meet every requirement. Our flexible shafts are tempered steel, and will not heat. 1899 catalogue ready.
Coates Clipper Mfg. Co.
WORCESTER, MASS



Pullman Sash Balance Co.
Makers of the
"Pullman" Hardware Specialties
Main Office and Works,
Rochester, N.Y., U.S.A.
On sale all round the globe.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

FOR SALE

In the flourishing town of Seaforth, Ontario, that old-established **HARDWARE AND STOVE BUSINESS** of Johnson Bros., lately conducted by Mr. D. W. Johnson, deceased. This affords a rare opportunity for anyone wishing to engage in this line of business. Stock is largely staple and amounts to about \$14,000. Full particulars will be furnished upon application to

J. C. SMITH,
Box. 453, SEAFORTH.

DRY WHITE LEAD—\$5.25 in casks; kegs, \$6.

RED LEAD—Firm; casks, \$4.75; in kegs, \$5.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

PUTTY—We quote: Bulk, \$1.75; bladders, in bbls., \$1.90; bladders, in cases, \$2.05; in tins, \$2.15 to \$2.40.

LINSEED OIL—Raw, 66c.; boiled, 69c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 1c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 80c.; two to four barrels, 79c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—Firm; \$1.20 to \$1.40 per gallon.

CASTOR OIL—Firm; 7½ to 8c.

SEAL OIL—37½ to 40c.

COD OIL—32½ to 35c.

PARIS GREEN—Firmly held at the rise: 1-lb. packets, 19½c., and drums, 18½c.

NAVAL STORES—Fair demand for all lines, and prices show no change: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

PETROLEUM.

In fair inquiry at 18c. for "Acme," and 17c. for "Silver Star."

HIDES.

Unchanged at the decline: No. 1, 9c.; No. 2, 8c., and No. 3, 7c.

COAL.

Steady. We quote: Stove, \$6; chestnut, \$6; egg, \$5.75; Scotch grate, \$6.25; Scotch steam, \$4.25 to \$4.75; Tower ports steam, \$3.75 to \$4.

MONTREAL NOTES.

Prices on linseed oil have been advanced 2c. per gallon.

Lead has shown more firmness abroad, being cabled 1s. 3d. up in London.

Importers state that they cannot obtain firm offers of either black sheets or Canada plates.

There has been another sharp jump of over £4 in the price of tin in London since last week.

Copper has been shaded here this week, though London cables note a rise on the week of £2 2s. 6d.

ONTARIO MARKETS.

TORONTO, February 9, 1900.

HARDWARE.

Q UITE a nice business is being done, and, as last week, a large quantity of goods are being shipped to the United States. There have been a few changes in prices. Glass, for importation, is 5 to 10 per cent. dearer. "Balloon" fly traps have been marked up \$6.60 per gross. Oakum is dearer by 50c. per 100 lb. Wire

BUILDERS EVERYWHERE

Value the saving of time
gained by using

Eastlake Shingles

Galvanized or Painted.

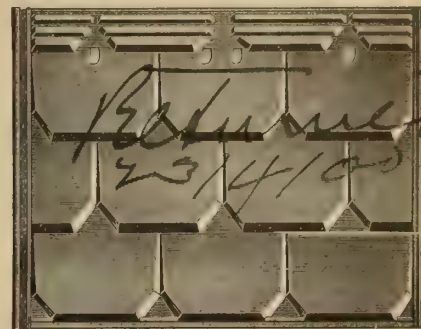
They afford durable protection under all conditions of weather—are fire, rust, and lightning proof, and can be laid more quickly than any other shingle made.

Their patent telescopic side-lock has been imitated but can't be equalled.

Eastlakes Satisfy all Customers. Write for Quotations.

THE METALLIC ROOFING CO., Limited

1179 King St. W., TORONTO.



nails are in fair demand, and firm in price. Cut nails continue quiet. A few orders are still being booked for barbed, oiled and annealed and hay-baling wire. Horseshoes and horse nails are in moderate request. A brisk demand is to be noted for screws. Bolts are in fair demand. Barn door hinges, of United States make, are quoted higher. A good many sap buckets, creamer cans and milk pans are being shipped this week. Enameled ware is in fair demand. A new and uniform list has been issued on building paper, and prices are higher, as a rule. Payments are fair.

BARBED WIRE—Wholesalers report that they are booking a few orders, but that no shipments are yet being made. Carlots are \$3 47½, f.o.b. Cleveland; less than carlots Toronto, \$3 72½ per 100 lb.

SMOOTH STEEL WIRE—A little hay baling wire is still going out. The manufacturers are busy on oiled and annealed wire. Base price, \$3.45 per 100 lb.

GALVANIZED WIRE—Business is still quiet and without any striking features. Prices at Toronto are: Nos. 6, 7, 8 gauge, \$4 40; No. 9, \$3 47½; No. 10, \$4 55; No. 11, \$4.60; No. 12, \$3 62½; No. 13, \$3.77½; No. 14, \$5.15; No. 15, \$5.45; No. 16, \$5.65.

WIRE NAILS—Business all around is in a fairly good condition, with prices firm and unchanged. Base price, \$3.40 for carlots and \$3.50 for smaller quantities, f.o.b. Toronto, Hamilton and London.

CUT NAILS—There are only a few going out. Base price, \$2.85 f.o.b. Toronto, Hamilton and London.

HORSE NAILS—A moderate business is to be noted. Discount on standard oval

head is 50 per cent. and on Acadia 50 and 10 per cent.

HORSESHOES—Business in these keeps fair. We quote f.o.b. Toronto, Hamilton, London and Guelph as follows: No. 2 and larger, light, medium and heavy iron shoes, \$4.05; snow shoes, \$4.30; light steel shoes, \$4.35; featherweight shoes, all sizes, \$5.60. No. 1 and smaller, light, medium and heavy iron shoes, \$4.30 per keg; iron snow shoes, \$4.55; light steel shoes, \$4.60; featherweight steel shoes, all sizes, \$5.60.

SCREWS—Business is active and prices unchanged. We quote as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS—There are still quite a few stove bolts going out, and the demand is good for tire bolts. We quote: Norway bolts, full square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 62½ per cent.; nuts, square, 3½c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

RIVETS AND BURRS—A steady trade is being done. We quote as follows: Carriage section, wagon box, rivets, etc. (steel), 60 per cent. off the list; ditto (Norway iron), 60 per cent.; black M rivets (steel), 55 per cent.; ditto (Norway iron), 45 per cent.; iron burrs, 40 per

We Are Offering

Window Glass, Paints, Oils, Cordage, Builders' Hardware, Wire, Wire Nails, Lawn Mowers, Harvest Tools, Spades and Shovels at closest prices.

OUR MOTTO: PROMPT SHIPMENT, RIGHT PRICES.

JOHN BOWMAN HARDWARE & COAL CO., - London, Ont.

cent.; copper rivets, 35 per cent.; bifurcated, with box, \$1.25; coppered iron rivets and burrs, in 5-lb. carton boxes, 30c. per lb.

WRINGERS—A moderate business is still to be noted. We quote: "Leader," \$60 per doz.; "Royal Canadian," \$58; "Royal American," \$50. Prices are all f.o.b. Toronto, Hamilton, Brockville, and Montreal. Discount, 45 per cent. Terms, four months, or 3 per cent. 30 days.

CHURNS—Business is just fair. Discounts: Revolving churns, 58 per cent. from factory and 56 from stock at Montreal.

BUILDING PAPER—A new uniform list of prices has been issued by the Canadian manufacturers. This list will be found in our editorial columns. The demand for building paper is fairly good.

ROPE—There is not a great deal doing. The market for manila hemp is steady at the moment. The base price of sisal is 12½c. per lb., and for manila, 15½c.

HARVEST TOOLS—Orders for future delivery have been taken during the week and some manure forks have been delivered. Discount: 50 and 10 to 50, 10 and 5 per cent.

SPADES AND SHOVELS—A few orders are still being booked, but no deliveries have yet, it appears, been made. Discount, 40 and 5 per cent.

BUILDERS' HARDWARE—A fairly good general sorting-up trade is to be noted.

SPORTING GOODS—There is very little being done.

CUTLERY—A good many orders for British Columbia have been shipped this week, and a little sorting up is being done on local account.

FLY TRAPS—A sharp advance is announced in the price of "Balloon" fly traps of United States make, present quotations being in the neighborhood of \$21.60 per gross; last year it was \$15. It is expected that the Canadian makers will follow suit.

OAKUM—An advance of 50c. per 100 lb. is announced in this line.

BARN DOOR HANGERS—There has been quite an advance in the price of barn door hangers of United States make, quotations submitted to importers in Canada showing an appreciation of 20 to 33½ per cent.

ENAMELED WARE—The demand is fair, but it is not as active as it was a week or two ago.

TINWARE—Manufacturers are beginning to make delivery of sap buckets, creamer cans and milk pans. A good many have gone out the past week.

FURNACES—An advance of on an average about 10 per cent. is announced in the price of furnaces. In the list just issued some of the older pattern furnaces have been reduced in price.

CEMENT—The market is lifeless. We quote nominally in barrel lots: Canadian Portland, \$2.65 to \$2.90; Belgian, \$3 to \$3.10; English do., \$3.25; Canadian hydraulic cements, \$1 to \$1.10; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

Metals are, as a rule, strong. Tin and tinplates are both quoted higher. An advance is also to be noted in sheet zinc.

PIG IRON—The demand is good, and the furnace at Hamilton, Ont., has sold up for the first six months of the year. We quote as follows: No. 1 Hamilton, \$24 to \$25 per ton at the furnace; No. 1 Tona-wanda, \$25.40 in bond, Toronto, and No. 2 \$24.40; No. 1 Southern, \$24 in bond, Toronto.

BAR IRON—Trade keeps brisk and prices firm. Base price is unchanged at \$2.45 to \$2.50 per 100 lb., according to quantity.

PIG TIN—The outside markets have advanced during the week. In London, on Wednesday, the price rose £3 per ton. Locally, quotations are 1c. per lb. higher, while the demand is good and stocks light. We quote 33 to 34c. per lb.

COPPER—The copper market also rules strong. London cables quote higher prices, and advices from New York report a good demand on both export and home trade

account. Locally prices are steady and unchanged, with trade quiet in ingot and good in sheet copper. We quote: Ingot, 19 to 20c. per lb., and sheet, 23 to 23½c. per lb.

TINPLATES—In sympathy with advances from Great Britain, local quotations have been marked up 25c. per box on both charcoal and coke plates, and 50c. on special brands of charcoal plates. The demand is improving, and some good shipments have been made during the past week.

TINNED SHEETS—The demand is good, a good many being wanted for milk can trimmings.

TERNE PLATES—Some inquiries have been received during the past week, but not much business has resulted therefrom.

BLACK SHEETS—A fairly active trade is to be noted. Prices are decidedly firm in Great Britain. Locally the base price is unchanged at \$3.50.

CANADA PLATES—Orders are still being booked for import, but business from stock is light. We quote as follows: All-dull, \$3.25 to \$3.50; half-polished, \$3.35 to \$3.60; all-bright, \$3.85 to \$4.

GALVANIZED IRON—Inquiries for forward delivery are numerous, and some heavy shipments have been made during the week. Jobbers are marking their prices up this week; 28 gauge British is quoted at \$5.10, and American at \$4.75.

SPELTER—Trade is quiet and prices unchanged at 7 to 7½c. per lb.

ZINC—Trade is fair and prices firmer, although there is rather a wide range in quotations, some jobbers quoting cask lots at 7c. others at 7½c., while part casks are quoted at 7½ to 7¾c.

PIG LEAD—The demand is moderate and price unchanged, at 4¾ to 5c. per lb.

SOLDER—A fairly good movement is reported. We quote: 19½ to 20½c. for half-and-half; 19 to 19½c. for refined, and 18½ to 19c. for wiping.

IRON PIPE—The demand continues brisk and prices firm. We quote as follows: Black pipe, ¼ to ¾ inch, \$3.60; ½ inch, \$3.70; ¾ inch, \$4.20; 1 inch, \$5.90; 1¼ inch, \$7.85; 1½ inch, \$9.75; 2 inch, \$13; 2½ inch, discount off to 6 in the list 45 per cent. Galvanized pipe is quoted as follows: ¼ inch, \$6.50; ¾ inch, \$8; 1 inch, \$11.50; 1¼ inch, \$16; 1½ inch, \$20; 2 inch, \$28.50.

LEAD PIPE—Business keeps fair. We quote: Ordinary pipe, 7c., and waste, $7\frac{1}{2}$ c. per lb. Discount, 15 per cent.

RANGE BOILERS—A moderate trade is still to be noted. We quote: Galvanized, 30 gals., \$8; 35 gal., \$9; 40 gal., \$10; 150-lb. test boilers, 50c. less than above. Copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 15 per cent.

PAINTS AND OILS.

A firm feeling continues to manifest itself in all lines. White and red leads are steady. Turpentine is 1c. dearer here in consequence of further advances in the South. Varnishes are 10 to 20 per cent. dearer throughout. Linseed oil is 1c. dearer, and is strong at the rise, as seed for grinding is becoming scarce here, and is very dear in the United States. Whiting is showing an upward tendency. It has been common for whiting to be shipped as ballast, but the growth of trade, and the use of vessels as transports, has made this ballast unnecessary to the steamers, so a new scale of freight charges is bound to be made. For the present, importers have been unable to get a rate from the steamship companies. We quote:

WHITE LEAD—Ex Toronto, pure white lead, \$6.87 $\frac{1}{2}$; No. 1, \$6.50; No. 2, \$6.12 $\frac{1}{2}$; No. 3, \$5.75; No. 4, \$5; dry white lead in casks, \$5.75.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE AND ORANGE MINERAL—Litharge, 6 to $6\frac{1}{2}$ c.; orange mineral, $7\frac{1}{2}$ to 8 $\frac{1}{2}$ c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, $22\frac{1}{2}$ c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$1.90; bladders, in 100 lb. kegs, \$2.05; bulk, in bbls., \$1.75; bulk, in less quantities, \$1.90.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PARIS GREEN—Petroleum, bbls., 18c.; arsenic, kegs, $18\frac{1}{4}$ c.; drums, 50 and 100 lb. $18\frac{3}{4}$ c.; drums, 25 lb., $19\frac{1}{4}$ c.; tins, 1 lb., $20\frac{3}{4}$ c.; tins, $\frac{1}{2}$ lb. $22\frac{3}{4}$ c.; packages, 1 lb., $19\frac{3}{4}$ c.; packages, $\frac{1}{2}$ lb., $21\frac{3}{4}$ c.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.10 to \$1.20 per gallon; No 1 quality, \$1.00 per gallon.

SEAL OIL—54c. per gallon, and yellow seal at 45c.

CASTOR OIL—East India, in cases, 8 to $8\frac{1}{2}$ c. per lb. and 9 to $9\frac{1}{2}$ c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 65c.; boiled, 68c.; 5 to 9 barrels, raw, 64c.; boiled, 67c.; 10 to 19 barrels, raw, 63c.;

76,800 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

For sale all over the World.



16 Governments. 85% R.R., 70% U.S. Contracts. 70% of Total Production of America.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass. Also of a durable, highly-polished material called "MARBLETE," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. Benders, Embossers, Brilliant Cutters, etc., etc. Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street London, E.C.—128 Hope Street, Glasgow 12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No 68 St. Helens.

boiled, 66c. To outside points, 2c. more is charged.

TURPENTINE—Single barrels, 81c.; two to four barrels, 80c., freight allowed; in less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged. To outside points 2c. more.

GLASS.

Hardwaremen who have placed their import orders for this season's glass previous to this week will congratulate themselves when they learn that Belgian manufacturers have notified their agents here of advances of $7\frac{1}{2}$ to 8 per cent. Local Houses who are taking orders are advancing their prices 5 to 10 per cent. The rise in the Belgian price is attributed to a strike, which, though not nearly as large as those last season, is limiting the production, and to a heavy demand from the various consuming countries. The price of glass held in stock by dealers here is stiffening, and is quite likely an advance will be made before long. We quote: Star, first break in 50 foot boxes, \$2.15, and in 100-foot boxes, \$4; double diamond under 25 united inches, \$6, Toronto Hamilton and London; terms 4 months or 3 per cent, 30 days.

OLD MATERIAL.

Prices are rather easier than they have been, but no change is noted. There is a fair movement. We quote jobbers' prices: Agricultural scrap, 70c. per cwt.; machinery cast, 70c. per cwt.; stove cast scrap, 45c.; No. 1 wrought scrap, 65c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, $10\frac{1}{2}$ c.; heavy copper, 14c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, 11c.; scrap lead, $2\frac{3}{4}$ c.; zinc, 3c.; scrap rubber, 6c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

SEEDS.

There is a rather brisker movement of red clover at \$5.25 to \$5.75 at outside points, which is an advance of 25c. For the finest qualities, slightly more than the top quotation could be had. Very little alsike is offering. Some occasional lots have been bought at \$4.50 to \$6.50 at outside points. Much of the timothy offering is so full of noxious weed seeds that it is unmerchandiseable. For good stock, sellers

could get \$1 to \$1.25 aboard cars outside for good to choice machine-threshed, and \$1.50 to \$2 for bright, unhulled, flail-threshed seed.

THE RAW FUR MARKET.

No one can state accurately such value without seeing the skins. It is the opinion that considerable care must be exercised in buying raw furs for this season. Lynx has shown a considerable advance, and will probably be much higher, ranging in value for good qualities from \$2.50 to \$3.50. Red fox will be higher, ranging as high as \$2.50. Cross fox, according to beauty, will probably demand much higher prices, ranging from \$5 to \$15. Silver fox, according to quality, from \$50 to \$150. Fisher from \$4.50 to \$7.50. Otter from \$6 to \$12. Common otter is very little wanted; good otter will command good prices. Dark martin will range from \$2.50 to \$5; pale martin, not so desirable, \$1.50 to \$3; mink, 50c. to \$2.50 each. Musk rats must be bought very low; they will scarcely be saleable except at lower figures than ever before.

PETROLEUM.

There is no change. A good demand is noted at firm prices. We quote as follows: Pratt's Astral, 20c. in bulk (barrels, \$1 extra); American water white, 20c. in barrels; Photogene, 19c.; Sarnia water white, $18\frac{1}{2}$ c. in barrels; Sarnia prime white, 17c. in barrels.

MARKET NOTES.

Zinc is firmer.

Pig tin is 1c. higher, at 33 to 34c. per lb.

Tinplates are 25 to 50c. per box higher.

Varnishes are 10 to 20 per cent. higher.

Galvanized sheets are 10 to 15c. per case higher.

The manufacturers have advanced furnaces 10 per cent. on an average.

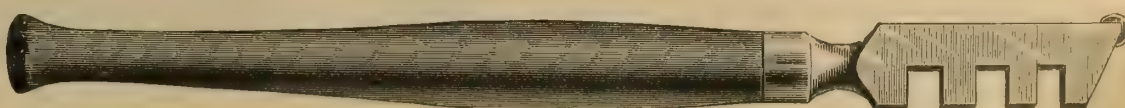
Linseed oil has advanced 1c. The inside price is now 65c. for raw and 68c. for boiled.

"Balloon" fly traps of American make have been advanced to \$21.60. Last year they were \$15.

Quotations on window glass for import are 5 to 10 per cent. higher, in sympathy with the advance in Belgium, where prices are up $7\frac{1}{2}$ to 8 per cent.

Barrett's Glass Cutters Standard

Barrett's Practical Glass Cutters are the standard the world over.



Sold by more Hardware Dealers than all other makes combined. Send for prices and sample. W. L. BARRETT, Manufacturer, Bristol, Conn., U.S.A.

CANADIAN PRODUCTS WANTED.

THE following were among the inquiries relating to Canadian trade recently received at the office of the High Commissioner for Canada in London :

Inquiry comes from Dublin for the names of Canadian exporters of railway tie square sleepers.

The services of a commission agent in Tangier are offered to Canadian firms desiring business relations in that quarter.

An inquiry has been received for names of lumber merchants who can guarantee supplies of birch in fairly straight, round logs, 4 to 8 feet in length, and 18 inches and upwards in diameter. The wood is required for cutting veneers, and quotations must be at a very low figure.

A Paris house ask to be placed in touch with large exporters from Canada of spruce wood and yellow pine.

A metal and mineral broker of Swansea wishes to correspond with firms in the Dominion desiring representation in that city. He is prepared to accept agencies for goods suitable to the local market, and is in a position to place minerals and look after sellers' interest in weighing and sampling.

Inquiry has been made on behalf of an importing firm for the names of reliable shippers of Canadian fruit pulps.

A party desiring to import wood powder in quantities of 5,000 to 10,000 tons per annum, wishes to get into communication with Canadian producers.

A wholesale brush manufacturer has been asked to supply a quantity of Canadian-made brushes, and has asked to be referred to a London agent who could submit prices.

Mr. Harrison Watson, curator of the Canadian section of the Imperial Institute, has received the following inquiries :

A London firm of wholesale dealers report a good opening for ox and lunch tongues, meats, etc., of good quality and well packed.

A northern firm of importers ask for names of Canadian manufacturers of gig spokes, wheels and hickory hammer shafts.

A large importer of wooden tool and implement handles (50,000 doz. annually), would like to receive catalogues and prices from Canadian exporters who can fill orders.

A London dealer is prepared to receive samples from Canadian producers of good grade smoked salmon, of which he could handle several hundred pounds weekly.

THE SYDNEY BLAST FURNACE.

The open winter has enabled the contractors to rush the work on the new iron and steel plant in Sydney, C.B., much more rapidly than they anticipated, and it is quite probable that the first blast furnace will be in operation by July 1.

BUSINESS AND BULLETS.

Geo. J. McGiffin, of Winnipeg, Manitoba, western representative of Caverhill, Learmont & Co., Montreal, and Merrick, Anderson & Co., Winnipeg, was in Toronto for a few days visiting his brother, Commodore John McGriffin, 366 Berkeley street. Mr. Geo. McGiffin has been up in Manitoba for twenty years, and speaks in glowing terms of the prospects for the future of Manitoba. During his sojourn in that country he has had a varied experience, having filled the position of salesman, merchant (on his own account), and for the last ten years, traveler for the above firms. Besides this, he was out with the 90th Battalion Winnipeg Rifles through the

Northwest Rebellion of 1885, and the company he belonged to had 50 per cent. of their men struck ; i.e., five killed and sixteen wounded out of 42 men—so George knows all about the sound of a bullet. He left for Winnipeg on Monday.

PETERBOROUGH LOCK CO.

The annual meeting of The Peterborough Lock Manufacturing Co. was held at the offices of the company on February 5.

The annual report of the directors, embodying a statement of the year's operations, must have been satisfactory to the shareholders. It showed that the business of the company had enjoyed an increase of 20 per cent. during the year, and that the works had been in continuous operation the whole year, a condition that is new in the history of the company.

A 6 per cent. dividend has been declared on the year's operations, and it is the intention to expend some \$2,000 in improving the premises, including some necessary new buildings.

The board of directors was reelected, and comprises Hon. J. R. Stratton, president ; Mr. R. B. McKee, vice-president, and Messrs. Aaron Cox, A. L. Davis and Thos. Fortye.

NEW INVENTIONS.

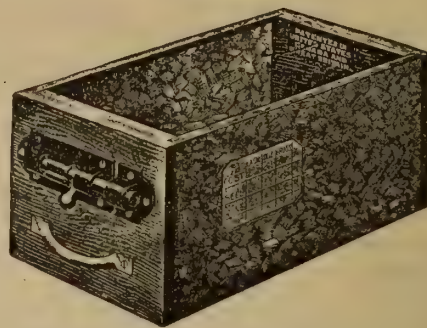
Below will be found a list of patents recently granted by the Canadian and United States Governments through the agency of Marion & Marion, solicitors of patents and experts, New York Life building, Montreal :

Canada — 66922, Beauchamp & Laurendeau, Montreal, horse collar ; 65941, James H. Greenwood, Boissevain, Man., automatic brake ; 65942, James H. Greenwood, Boissevain, Man., mechanical brake ; 65981, James H. Greenwood, Boissevain, Man., car coupler ; 66003, Alexander Ross, Montreal, car ventilators ; 65990, Rundle & Mason, Portage la Prairie, Man., band cutter ; 64915, James Matthews, Acton West, Ont., rein holder.

United States — 642530, Geo. A. Robertson, Westmount, Que., catch basins ; 642541, Gotlieb Von Alma, Kilworthy, Ont., fruit pickers.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY. MONTREAL.

THE LATEST ABOUT



BENNETT'S SHELF BOX

Our last shipment to Manitoba is acknowledged thus :
Souris, Manitoba, Jan. 19, 1900.

To J. S. BENNETT,

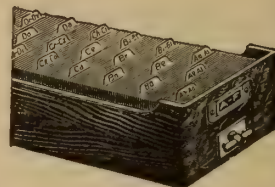
DEAR SIR,—We have just got settled in our new store. Your boxes and screw case took their place perfectly, and are admired by everyone, and are thoroughly appreciated by ourselves and our clerks. Yours truly,

JAS. BAMBRIDGE & CO.

Boxes made to fit your present shelving. Full particulars from

J. S. BENNETT, 20 Sheridan Ave., Toronto.

Know Your Customers



Their addresses, buyers' names, ratings and references, how they pay, what they deal in, etc. No man can afford to clutter up his mind with the details of his business which could easily be preserved in a permanent form, which you can obtain by using one of Archbald's special outfits.

\$2.25

Shipped on approval. If not satisfactory, return it at my expense.

New 1900 Catalogue for the Asking.

CHAS. E. ARCHBALD,
Card Index Specialist,
45 Adelaide St., E., TORONTO.
Branches: Ottawa, Hamilton.

DIAMOND EXTENSION STOVE BACK

Patented, July 11th, 1893.

Canadian Patent, June 14th, 1894.

They are easily adjusted and fitted to a stove by any one.

Please your customers by supplying them immediately with what they want.



EXTENDED.

Sold by Jobbers of . . .

Hardware
Tinware
and
Stoves.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
“ A. R. WOODYATT & CO., Guelph, Ontario.

"QUICK MEAL" WICKLESS BLUE-FLAME OIL STOVES

were splendid selling favorites last season, and promise even greater success for 1900.

We have a full stock of sizes and styles in them, as well as in the Gasoline lines.

These Quick Meal Stoves, for which we are sole Canadian agents, give sterling satisfaction—they're deservedly popular.

For Gas—our **Oxford Ranges** are unsurpassed in mechanical excellence; thoroughly up-to-date in every detail.

Write for our catalogues and order at once. Prices have an upward tendency, and a prompt order may save money.

THE GURNEY FOUNDRY CO., LIMITED, TORONTO.

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

WINNIPEG AGENTS: 155 and 157 Lombard St.

VANCOUVER AGENT: C. A. Godson, 151 Hastings St.

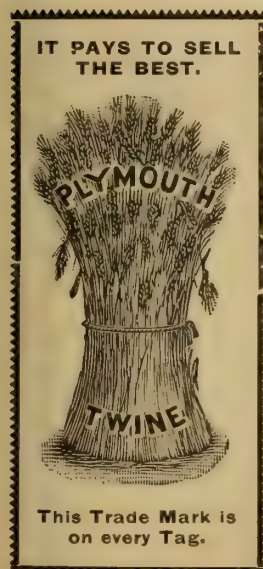
If You Experience Difficulty

WITH OTHER TWINE

Try "Plymouth"

It has maintained its superiority over all other makes ever since the Self Binder was perfected, and, despite all competition, has to day the largest sale in Canada of any twine.

PRUDENT PEOPLE PREFER "PLYMOUTH."



DISTRIBUTORS:

Plymouth Binder Twine Agency,

54 BAY STREET, TORONTO.

THE ANNUAL SPECIAL NUMBER

❖ ❖ OF ❖ ❖

HARDWARE AND METAL

WILL BE ISSUED MARCH 24, 1900.



TIt will be the handsomest and best number of a trade newspaper ever issued. We have the experience and facilities to make it just what we promise it will be, and neither pains or expense will be spared to make it reflect, and be in keeping with, the unparalleled prosperity of the country.

The cover design, a magnificent view of a blast furnace at night, lithographed in nine colors, will be a striking feature. It will be well printed on good paper, and all advertisements will be tastefully and effectively displayed. The contents will be varied, informative and interesting. It will deal with the development of the iron and steel industry of the Dominion and all live questions pertaining to the business and trades **HARDWARE AND METAL** represents.

HARDWARE AND METAL is the only paper in Canada circulating exclusively among hardware, paint and oil dealers, plumbers and steamfitters, millmen, machinists, foundrymen and other manufacturers.

If you have anything you wish to sell to them, you can reach **ALL** of them by advertising in this medium. If you are interested we will be pleased to tell you all about it and quote rates for advertising.

The MacLean Publishing Co., Limited

MONTREAL

TORONTO

WINNIPEG

LONDON, ENG.

GEORGE TUCK & CO.

.. Importers of ..

Asbestos and Tuck's Packings

Pipe and Boiler Coverings, Cotton Waste, Oils, Oakum, etc., and General Engineers' Supplies.

No. 7 ST. PETER STREET, - - MONTREAL

SEALED TENDERS, addressed to the undersigned, and endorsed "Tender for Lock and Dam, St. Andrew's Rapids, Red River, Man." will be received at this office until Thursday, the 15th day of February, 1900, for the construction of a concrete Lock and Dam at St. Andrew's Rapids, Red River, Province of Manitoba.

Plans and specifications can be seen at this Department; at the offices of Mr. Zeph. Malhot, Resident Engineer of the Department at Winnipeg; of Mr. H. A. Gray, Resident Engineer, Confederation Life Building, Toronto; of Mr. C. Desjardins, Clerk of Works, Post Office, Montreal; and of Mr. Ph. Beland, Clerk of Works, Post Office, Quebec. Forms of tender can also be obtained at the above mentioned places.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures.

The contractor will be required to conform to regulations to be made by the Governor-General-in-Council, respecting the accommodation, medical treatment and sanitary protection of the working men employed on the work.

Each tender must be accompanied by an accepted bank cheque made payable to the order of the Honourable the Minister of Public Works, equal to ten per cent. of the amount of the tender (10 p. c.), which will be forfeited if the party decline to enter into a contract when called upon to do so, or if he fail to complete the work contracted for. If the tender be not accepted, the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,

JOSEPH R. ROY,

Acting Secretary.

Department of Public Works of Canada,
Ottawa, January 18th, 1900.

Newspapers inserting this advertisement without authority from the Department, will not be paid for it. (6)

Hardwood CHARCOAL in Bulk or Sacks.

WOOD ALCOHOL equalling Methylated Spirits as a solvent.

Manufactured only by ...

THE STANDARD CHEMICAL CO., Limited

Factories { Fenelon Falls.
Deseronto.

Gooderham Building, TORONTO

Eastern Agents:
W. L. HALDIMAND & SON,
Montreal, Que.

Leader Churns are supplied with **Angle Steel or Wood Frames**, as may be desired. All have **Bicycle Ball Bearings** of a superior kind—**four different styles**—with **double levers or cranks**. Patent **Internal Breakers** with all Lever Churns.

Practical tests by experts demonstrate that Internal Breakers bring results, both as to quality and quantity, not otherwise obtainable, and also reduce the time required for the operation almost one-half.

Sold at the same price as other makes.

The Dowswell Manufacturing Co. LIMITED
HAMILTON.



"The only tools you'll need."

Bicycle dealers will save time and money by committing this to memory:

"All Dunlop Tires in 1900."

Bicycle riders have made this vow.

THE DUNLOP TIRE CO., Limited

17-21 Temperance Street, TORONTO

MONTREAL

WINNIPEG

ST. JOHN

HEATING AND PLUMBING

PLUMBING AND HEATING NOTES.

GEORGE D. BARK and William J. Adams have registered partnership under the style of Bark & Adams, electric fitters, Montreal.

Rochon & Frere, contractors, Montreal, have dissolved.

Euclide Martin has registered as proprietor of F. H. Jacques & Cie., plumbers, Montreal.

Peter Colter, South Woodslee, Ont., intends erecting a two storey brick hotel, 30 x 50.

The C.P.R. has announced that a new station will be erected at Sault Ste. Marie, Ont., to cost \$20,000; also freight sheds to cost \$5,000.

A syndicate has been formed to erect a public hall at Coteau Landing, Que. Louis Ducet and Joseph Morin have the contract for its construction.

The court house committee of the Hamilton city council has secured an appropriation of \$7,000 for improvements to the building and grounds.

E. E. Barber, architect, Neepawa, Man., has let tenders for building a 50 x 40 hotel, containing three storeys and a double basement. The price is \$4,464.

The executive of the Royal Victoria Hospital, Montreal, have decided to erect a new hospital, at a cost of \$8,000. Geo. Ball is secretary of the board.

Pither & Leiser, wholesale liquor dealers, Victoria, intend erecting a three-storey brick warehouse, to cost \$18,000, on Yates street. Thos. Hooper, architect, Victoria, is preparing the plans.

A NEW ANTI-FREEZING LIQUID.

In many manufactures it is a necessity to work with a liquid which does not freeze. Up to the present time it was usual to lower the freezing point of water by an admixture of salt or glycerine. According to a report made to his Government by the British Consul General at Berlin, Germany, a liquid has been found which is much more effective in resisting the action of cold than anything of the kind yet discovered. It is called "Calcidum," and is thus described: By mixing this calcidum with water one can lower the freezing point to any desired depth. In the manufacture of acetylene gas this discovery is of immense importance. The police regulations existing in Berlin forbid the generation of acetylene

gas in houses or in massive buildings. It is only then in lightly built sheds in which water easily freezes that this manufacture is permitted. By the use of calcidum the manufacture can be carried on in the open air with only a light roof to protect it from snow. In many other industries similar advantages can be obtained by its use, and among experts much is hoped as to the progress in manufactures to be made by the new discovery. Calcidum is a colorless liquid, heavier than water, hygroscopic, noninflammable (rendering stuff so impregnated also noninflammable), and does not eat into metal. The patent bureau of Richard Luders, in Gorlitz, send small samples gratis on application.

WILL BUILD 60 HOUSES.

The York County Loan & Savings Co., Toronto, have acquired a block of land running from Roncesvalles avenue to High Park, over 500 feet wide, and next Spring they will commence building on a large scale. A street 80 feet wide will be opened, dividing the block into two strips 220 feet and 210 feet deep respectively. On this street 60 houses will be erected. They will be designed to meet the requirements of people of moderate means, but will be strictly modern as regards heating facilities, plumbing, etc.

HAVE PUT IN WATER CLOSETS.

R. E. Bingham & Co., hardware merchants, Stayner, have recently installed two water closets of the latest syphon principle in the Globe hotel of that town. These are the first of their kind, and, as Stayner does not yet possess waterworks, it was necessary that an elevated cistern should also be put in. The innovation is a decided success, and will doubtless be appreciated by the traveling fraternity as well as reflect credit upon the promoters.

VICTORIA PLUMBERS ORGANIZE.

World, Vancouver, January 23: "Messrs. Rose and Barr, of this city, were in Victoria last week to assist the local master plumbers in the formation of an association. The organization has not as yet taken definite form, but the work of getting the plumbers into line will probably be well under way by the end of the month. The main object of the organization will be to prevent cutting of prices and to regulate them. Of course, this work cannot be done unless all the master plumbers of Victoria are members of

the organization. A similar association was formed there five or six years ago, but it did not prove a success, owing to the lack of support. It is rumored that the journeymen plumbers are forming an association."

AGAINST TRAP VENTILATION.

IN a lecture before the plumbing school of the North End Union of Boston, J. Pickering Putnam explained why trap ventilation in his opinion is undesirable. By means of a number of charts of modern plumbing systems the ordinary simple S trap was shown to be incapable of maintaining at all times its water seal, even when fully ventilated in accordance with the plumbing ordinances.

The following eight reasons were given why the present law requiring every trap in a building to have a special vent pipe connected with it and extending up to the highest fixture in the building or to a point above the roof line, in addition to the regular soil pipe ventilation always required, was undesirable:

1. The special trap vent pipe tends to destroy the seal of the trap by evaporation, when the vent is applied at the crown of the trap. With S traps, this position of the vent is necessary, to prevent self-siphonage.
2. It cannot always be relied upon to protect the trap from siphonage, even when new and clean, and soon loses even this power, by clogging.
3. It increases the unscoured area of the trap system, creating cesspools.
4. It retards the outflow of the waste water, and its scouring effect about a third.
5. It complicates the plumbing, and adds to the danger of leakage through bad jointing and increased material.
6. It aggravates the danger of loss of seal through capillary action.
7. It increases the amount of corrosive action on the piping when the operation of the vent pipe is interfered with by clogging.
8. Finally, it seriously increases the cost of plumbing, adding as much as from 5 to 10 per cent. to the total cost of the plumbing in new work, and indefinitely in old work.

The use of special trap vent piping, said Mr. Putnam, is unnecessary, since there are now many kinds of traps known which are capable of retaining their seal at all times in properly constructed plumbing work. Indeed, it would be vastly better to use the ordinary pot trap, without vent, than to adopt the trap vent system with its many dangers and objections.

Aldous & Cooper, general merchants, Oil Springs, Ont., have suffered loss by fire.



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The "DAISY" Barrel Churn

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Patented Double Levers or Bow.

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Patent cover and drip tube.

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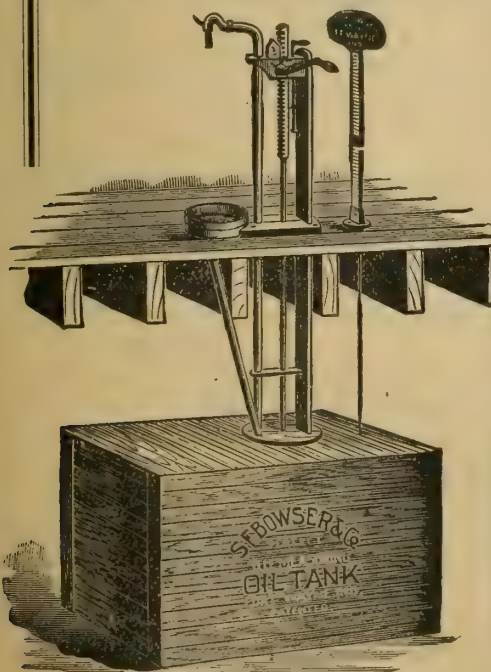
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be? We mean
THE PROFIT
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trade. Your
profit comes in

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If you take care
of them they
soon mount up
to

DOLLARS

But if you let
the dimes seep
out through the
staves of leaky
oil barrels and
waste out of
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dollars go with
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W. C. Macdonald,
Actuary.

J. K. MACDONALD,
Managing Director

A RECIPE FOR WHITEWASH.

SOME years ago the following white-wash was used on the east end of the White House, Washington, and, according to an exchange, is as good to-day as when first applied: Take one-half bushel of nice unslacked lime; slack it with boiling water; cover it during the process to keep in the steam. Strain the liquid through a fine sieve or strainer, and add to it a peck of salt previously dissolved in warm water, 3 lb. of ground rice boiled to a thin paste, $\frac{1}{2}$ lb. of powdered Spanish whiting, and 1 lb. of clean glue which has been previously dissolved by soaking it well, and then hang it over a slow fire in a small kettle within a larger one filled with water. Add 5 gals. of hot water to the mixture, stir it well, and let it stand for a few days covered from dust.

It should be put on hot, and for this purpose it can be kept in a kettle on a portable furnace. It is said that about a pint of this mixture will cover a square yard upon the outside of a house if properly applied. Fine or coarse brushes may be used, according to the neatness of the job required. It answers as well as oil paint for wood, brick or stone, and is cheaper. It retains its brilliancy for many years. There is nothing of the kind that will compare with it, either for inside or outside walls. Buildings or fences covered with it will take much longer time to burn than if they were painted with oil paint.

Coloring matter may be put with it and made of any shade desired. Spanish brown will make a reddish pink, when stirred in, more or less deep, according to the quantity. A delicate tinge of this is very pretty for inside walls. Finely pulverized common clay well mixed with Spanish brown makes a reddish stone color; yellow ochre stirred in makes a yellow wash, but chrome goes further and makes a color generally esteemed prettier.

It is difficult to make rules, because tastes differ. It would be best to try experiments on a shingle and let it dry. Green must not be mixed with lime, for it destroys the color, and the color has an effect on the white-wash which makes it crack.

A NEW ALLOY--McADAMITE.

A new alloy (McAdamite) and a new method of casting have been patented by William A. McAdams, of Brooklyn, N.Y., according to The American Manufacturer, and it is believed by the inventor and a number of people associated with him, that they now have an alloy of aluminum which will answer the requirements of the arts for a casting metal which will have greater strength and stiffness than any of the alloys at present on the market. McAdamite has

been put through a series of tests by Dr. Charles F. McKenna, an analytical and consulting chemist, of New York, and he has certified that McAdamite (castings) has a tensile strength to the square inch of 40,000 lb., a transverse strength of 3,200 lb., and compression strength of 100,000 lb.

In regard to the other properties of this alloy, Mr. McAdams says that it casts and works readily, is capable of taking a high polish and can be rolled. Its specific gravity is 3.39, a trifle heavier than aluminum the specific gravity of which in the cast form is 2.56. Some of the other properties enumerated by Mr. McAdams for his alloy are that it does not tarnish or rust, is of solid texture and wears well. Mr. McAdams has obtained patents covering the alloy itself and also patents for a method of casting his metal.

UNITED STATES EXPORTS OF MANUFACTURED IRON AND STEEL.

The following table shows the exports of leading classes of manufactures of iron and steel from the United States in the calendar year 1899 compared with those of 1889:

Articles exported—	Calendar Year 1889.	Calendar Year 1899.
Machinery.....	\$8,222,904	\$37,064,168
Builders' hardware.....	4,052,136	8,943,534
Steel rails.....	279,485	6,122,382
Wire.....	679,969	5,526,930
Locomotive engines.....	1,586,746	4,767,850
Sewing machines.....	2,575,539	4,103,828
Pig iron.....	227,048	3,282,241
Plates and sheets.....	32,720	2,047,301
Wire nails and tacks.....	169,313	1,955,773
Castings.....	432,621	1,348,133
Steel bars.....	Not stated	1,038,336
Printing presses.....	277,800	1,037,644
Firearms.....	909,229	892,620
Other engines.....	216,346	516,787
Scales and balances.....	335,456	487,113
Cut nails.....	282,458	482,882
Cutlery.....	105,245	252,156
All other articles.....	3,327,799	25,818,671

Total exports iron & steel. \$23,712,814 \$105,689,645

MAKE OF PIG IRON FOR 10 YEARS.

The following table shows the increased production of pig iron in the United States and the corresponding increase in exports from and decrease in imports into the United States of iron and steel and their manufactures in each calendar year from 1880 to 1899:

Calendar Year.	Pig Iron Production. Tons.	Iron & Steel Mf'es.	
		Exports.	Imports.
1880.....	3,835,191	\$15,422,874	\$63,956,853
1881.....	4,144,254	18,421,402	46,668,170
1882.....	4,623,323	22,586,791	68,715,689
1883.....	4,595,510	22,626,732	48,714,207
1884.....	4,097,868	19,290,895	37,078,122
1885.....	4,044,526	16,622,511	31,144,552
1886.....	5,683,329	14,865,087	41,630,779
1887.....	6,417,148	16,235,922	56,420,607
1888.....	6,489,738	19,578,489	42,311,689
1889.....	7,693,642	23,712,814	42,027,742
1890.....	9,202,703	27,000,134	44,544,140
1891.....	8,279,870	30,726,507	41,983,626
1892.....	9,157,000	27,900,862	33,879,877
1893.....	7,124,502	30,159,363	29,656,539
1894.....	6,657,388	29,943,729	20,843,576
1895.....	9,446,308	35,071,563	25,772,136
1896.....	8,623,127	48,670,218	19,506,576
1897.....	9,652,680	62,737,250	13,335,950
1898.....	11,773,934	82,771,550	12,474,572
1899.....	13,620,703	105,689,645	15,799,206

PURE PARIS GREEN

The Pure Paris Green manufactured by the

CANADA PAINT COMPANY

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is made from a formula which gives it the highest possible place as an insecticide. As the

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manufacture direct from the essential chemicals they guarantee a uniformly superior article, and always

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of the
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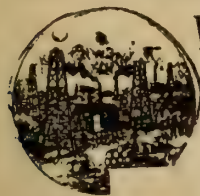
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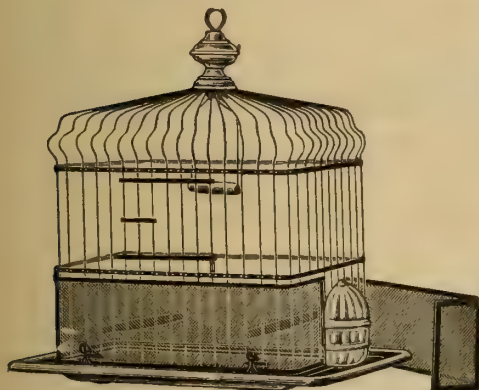
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WILL UPSET TIRES**

Some machines sold as Upsetters will not.
Perhaps you make as much money on the
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don't want a machine because it is called
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The lugs clinch through the seam easily
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Mfrs. of TINNERS' HARDWARE AND
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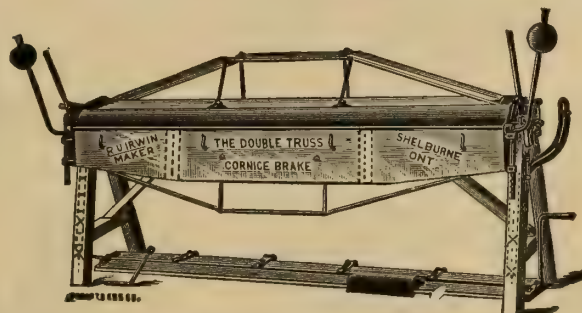
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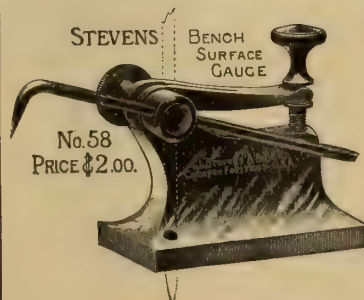
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Write for our New Catalogue containing a description of our Tools.
It is also a valuable hand-book of information for mechanics and people
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Netted Hammocks, white and colored, Tennis and Fly Nets.
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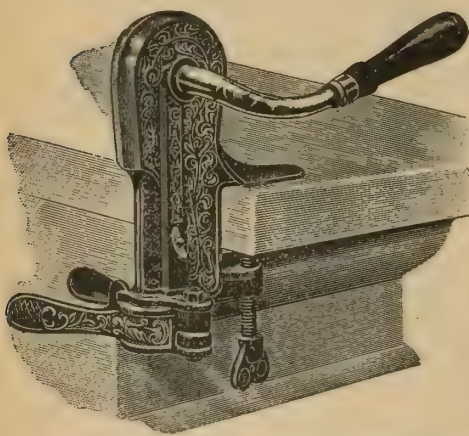
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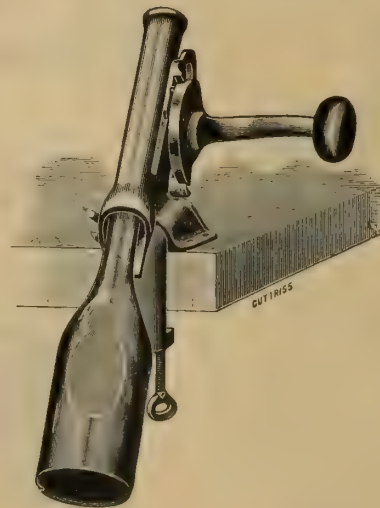
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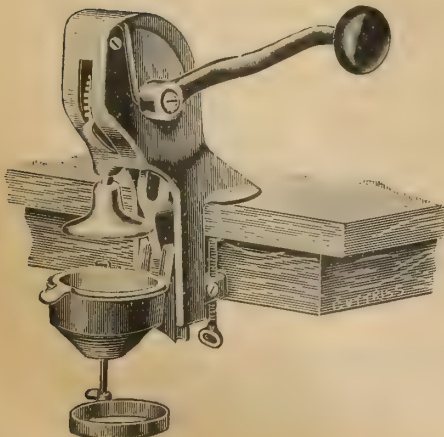


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The Most Popular.

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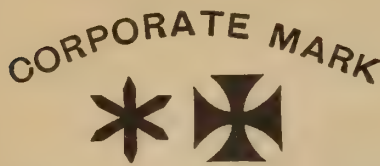
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VERY QUICK AND EASY TO OPERATE.

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Central Fire Cartridges, pistol sizes, Dom 30 per cent.
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Central Fire, Military and Sporting, Amer. net list. B. B. Caps, discount 45 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p.c.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.

Best thick white felt wadding, in 3/4-lb bags, 1 00
Best thick brown or grey felt wads, in 1/2-b. bags, 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes of 300 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25
Thin card wads in boxes of 1,000 each, 8 gauge, 0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge, Per M 0 60
9 and 11 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

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Discount, 20 per cent.

Anvils.

Per lb., 10 0 12 1/2
Anvil and Vise combined, 4 50
Wilkinson & Co.'s Anvils, lb., 0 09 0 09 1/2
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Gilmour's, discount 50 and 10 p.c. off list.

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Chopping Axes—
Single bit, per doz, 5 50 10 00
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Gongs, Sargent's, discount 27 1/2 per cent.
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Extra, 50 per cent.
Standard, 50 and 10 to 50, 10 and 5 per cent.
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Gilmour's, 47 1/2 to 50 per cent.

Expansive.

Clark's, 40 per cent.
Clark's, per doz, 0 65 0 90
Diamond, Shell, per doz, 1 00 1 50
Nail and Spike, per gross, 2 25 5 20

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All sizes, per lb., 0 07 1/2 0 12

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Norway Bolts, full square, 65
Common Carriage Bolts, all sizes, 50
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Tapping Nuts, 60
Tire Bolts, 60
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Stove rods, per lb., 5 1/2 to 6 c.
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Small and medium, ball, per M., 4 25
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Discount, 55 per c. t.

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Light, dis., 65 to 67 1/2 per cent.
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Henis, No. 8, " 6 00
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German, per doz., 6 00 11 00
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Building Paper, Etc.

Plain building, per roll, 0 30
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Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

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Brass, 1 55
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Cast Iron.

Loose Pin, dis., 60 per cent.
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Fast Joint, dis. 60 and 10 per cent.
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Horse, per doz., 0 60 1 00

Carpet Sweepers.

Bissell, per doz., 22 50
World, " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz., 29 00
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American, per doz., 1 00 1 50
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Bed, new list, dis. 55 to 57 1/2 per cent.
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Cattle Leaders.

Nos. 31 and 32, per gross, 50 9 50

Cement.

Canadian Portland, 2 65 2 90
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Figures are for barrel lots.

Chalk.

Carpenters, Colored, per gross, 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, " 0 05 0 06
Crayon, per gross, 0 14 0 18

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Socket, Framing and Firmer.
Broad's, dis. 60 and 5 per cent.
Warnock's, dis. 60 per cent.

Churns.

Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, 18
p.c.; from stock in Montreal, 56 p.c.
Terms, 4 months or 3 p.c. cash in 30 days.

Cinder Sifters.

Per doz., 1 25

Clips.

Axle dis. 65 per cent.

Closets.

Plain Ontario Syphon Jet, \$8 00
Emb. Ontario Syphon Jet, 8 50
Fittings, 1 00
Plain Teutonic Syphon Washout, 4 75
Emb. Teutonic Syphon Washout, 5 25
Fittings, 1 00
Plain Richelieu, 4 75
Emb. Richelieu, 5 00
Fittings, 1 25
Closet connection, 1 25
Basins, round, 14 in., 0 65
" oval, 17 x 14 in., 1 55
" 19 x 15 in., 2 30

Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

Cradles Grain.

Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair, 17 1/2
" 5, " 22 1/2
" 6, " 15
Boynton pattern, " 20

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 40 per cent.

Door Springs.

Torrey's Rod, per doz., (15 p.c.) 2 00
Coil, per doz., 0 88 1 60
English, per doz., 2 00 4 00

Draw Knives.

Broad's, dis. 60 to 60 and 7 1/2 per cent.

Warnock's, dis. 60 to 60 and 7 1/2 per cent.

Drills.

Hand and Breast.
Miller's Falls, per doz. net list.

DRILL BITS.

Morse, dis., 37 1/2 to 40 per cent.

Standard, dis. 50 and 5 to 55 per cent.

ELBOWS. (Stovepipe.)

No. 1, per doz., 1 80

No. 2, per doz., 1 60

Right, 20c. per doz. extra.

ESCUTCHEONS.

Discount, 27 1/2 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES.

Globe File Mfg. Co.'s dis., files, 60 and 10 to 70 per cent.

Black Diamond, 50 and 10 to 60 per cent.

Kearney & Foote, 60 and 10 per cent. to 60, 10, 10.

Nicholson File Co., 50 and 10 to 60 per cent.

Jowitt's, English list, 25 to 27 1/2 per cent.

Mechanics' Star & File Mfg. Co. Discount 60 and 10 to 70 per cent.

FORKS.

Hay, manure, etc., dis., 50 and 10 per cent. revised list.

FRUIT PRESSES.

Henis, per doz., 3 25 3 50
Shepard's Queen City, dis. 15 per cent.

GAUGES.

Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33, each, 1 65 2 40

GLASS—Window—Box Price.

Size	Per 50 ft.	Per 100 ft.	Per 50 ft.	Per 100 ft.
Under 26 in.	2 10	4 00	3 50	6 00
26 to 40 in.	2 30	4 35	3 75	6 65
41 to 50 in.		4 75		7 25
51 to 60 in.		5 00		8 50
61 to 70 in.		5 35		9 25
71 to 80 in.		5 75		10 50
81 to 90 in.		6 50		11 75
91 to 100 in.		7 25		14 00
101 to 105 in.				15 50
106 to 110 in.				18 00
111 to 115 in.				21 00
116 to 120 in.				24 00
121 to 125 in.				28 00

HALTERS.

Rope, 3/8 per gross, 9 00
" 1/2 to 3/4, " 14 00
Leather, 1 in., per doz., 3 87 1/2 4 00
" 1 1/4 in., " 5 15 5 20
Web, — per doz., 1 87 2 45

HAMMERS.

Maydole's, dis. 5 to 10 per cent. Can. dis. 25 to 27 1/2 per cent.

Tack.

Magnetic, per doz., 1 10 1 20

Sledge.

Canadian, per lb., 0 07 1/2 0 08 1/2

Ball Pean.

English and Can., per lb., 0 22 0 25

HANDLES.

Axe, per doz., net, 1 50 2 00

Store door, per doz., 1 00 1 50

Chest, per doz. pair, 0 40 2 50

Fork.

C. & B., dis. 40 per cent. rev. list.

Hoe.

C. & B., dis. 40 per cent. rev. list.

Saw.

American, per doz., 1 00 1 25

Plane.

American, per gross, 3 15 3 75

Hammer and Hatchet.

Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair, 0 13 1/2

HANGERS.

Steel barn door, 5 85 6 00

Stearns, 4 inch, 5 00

" 5 inch, 6 50

Lane's covered—

No. 11, 5-ft. run, 8 40

No. 11 1/2, 10-ft. run, 10 80

No. 12, 10-ft. run, 12 60

No. 14, 15-ft. run, 21 00

Lane's O.N.T. track, per foot, 4 1/2

HARVEST TOOLS.

Discount, 50 and 10 per cent.

HATCHETS.

Canadian, dis. 40 to 42 1/2 per cent.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent.

Heavy T and strap, 4-in., per lb., 0 06

" 5-in., " 0 05 1/2

" 6-in., " 0 05 1/2

" 8-in., " 0 05 1/2

" 10-in., " 0 05

Light T and strap, dis. 60 and 10 per cent.

Screw hook and hinge—
6 to 12 in., per 100 lbs., 4 50
14 in. up, per 100 lbs., 8 50
Per gro. pair 12 00

HOES.

Garden, Mortar, etc., dis. 50 and 10 p.c.

Planter, per doz., 4 00 4 50

HOLLOW WARE.

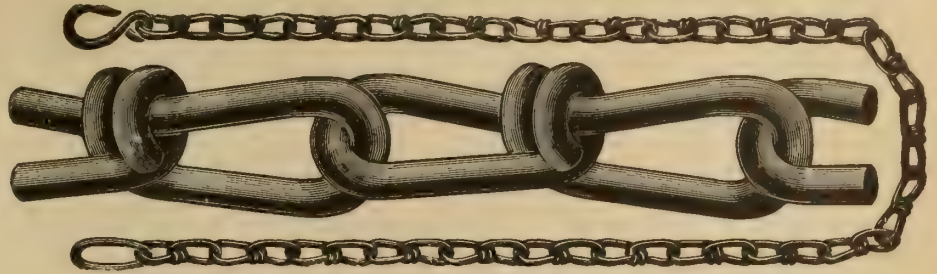
Discount, 45 and 5 per cent.



"BUILD TO-DAY THEN,
STRONG AND SURE.
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

DO YOU?
WISH TO BUILD
an
advertisement
in the
CONTRACT-
RECORD,
TORONTO
will bring you
tenders from the
best contractors.

IMPROVED STEEL WIRE TRACE CHAINS.



Every chain guaranteed. Most profitable and satisfactory chain to handle.

The B. GREENING WIRE CO., Limited
Hamilton, Ont., and Montreal, Que.

HOOKS.

Cast Iron.		
Bird Cage, per doz.	0 50	1 10
Clothes Line, per doz.	0 27	0 63
Harness, per doz.	0 72	0 88
Hat and Coat, per gross.	1 00	3 00
Chandelier, per doz.	0 50	1 00

Wrought Hooks and Staples, Can., dis.

47 1/2 per cent.

Wire.

Hat and Coat, discount 45 per cent.		
Belt, per 1,000.	0 60	0 70
Screw, bright, dis. 55 per cent.		

HORSE NAILS.

"C" brand 50 p.c. dis.		
"M" brand 50 p.c.		

Acadian, countersunk head and oval top, 50 and 10 per cent.

HORSESHOES.

Iron Shoes.		
Light, medium, and heavy.	4 05	4 30
Snow shoes.	4 30	4 55
Steel Shoes.		
Light.	4 35	4 60
Featherweight (all sizes).	5 60	5 60
Toe weight steel shoes.	6 70	

JAPANNED WARE.

Discount, 45 and 5 per cent. off list, June, 1899.		
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ICE PICKS.

Star, per doz.	3 00	3 25
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KETTLES.

Brass spun, 7 1/2 p.c. dis. off new list.		
Copper, per doz.	0 30	0 50
American, 60 and 10 to 65 and 5 p.c.		

KEYS.

Lock, Can., dis. 27 1/2 p.c.		
Cabinet, trunk, and padlock.		
Am. per gross.	60	

KNOBS.

Door, japanned and N.P., per doz.	1 50	2 50
Bronze, Berlin, per doz.	2 75	3 25
Bronze Genuine, per doz.	6 00	9 00
Shutter, porcelain, F. & L. screw, per gross.	1 30	4 00
White door knobs—per doz.	1 25	

HAY KNIVES.

Discount, 50 and 10 per cent.		
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LANTERNS.

Cold Blast, per doz.	7 50	
No. 3 "Wright's"	8 50	
Ordinary, with O burner	4 25	
Dashboard, cold O burner	9 50	
No. 0.	6 00	

LAWN MOWERS.

Woodysatt & Star, discount 40 p.c.		
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LEMON SQUEEZERS.

Porcelain lined.	2 20	5 60
Galvanized	1 87	3 85
King, wood.	2 75	2 90
King, glass.	4 00	4 50
All glass.	1 20	1 30

LINE.

Fish, per gross.	1 05	2 50
Chalk	1 90	7 40

LOCKS.

Canadian, dis. 27 1/2 p.c.		
Russell & Erwin, per doz.	3 05	3 25
Cabinet.		

Padlock.

English and Am., per doz.	50	6 00
Scandinavian.	1 00	2 40
Eagle, dis. 15 to 17 1/2 p.c.		

MACHINE SCREWS.

Flat head, discount 25 p.c.		
Round Head, discount 20 p.c.		

MALLETS.

Tinsmiths', per doz.	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.	3 85	5 00
Caulking, each.	60	2 00

MATTOCKS.

Canadian, per doz.	8 50	1 00
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MEAT CUTTERS.

American, dis. 25 to 30 p.c.		
German, 15 per cent.		

MILK CAN TRIMMINGS.

Discount, 25 per cent.		
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NAILS.

Quotations are:		
2d. and 3d.	\$3 85	\$4 15
3d. and 4d.	3 50	4 15
4 and 5d.	3 25	4 00
6 and 7d.	3 15	3 85
8 and 9d.	3 00	3 65
10 and 12d.	2 95	3 60
16 and 20d.	2 90	3 55
30, 40, 50 and 60d. (base).	2 85	3 50
Steel Cut Nails 10c. extra.		

NAIL PULLERS.

German and American.	1 85	3 50
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NAIL SETS.

Square, round, and octagon, per gross.	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 45 per cent. off McMullen's.		
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OIL.

Canada refined (Toronto)	0 13 1/2	
Sarnia Water White	0 15	
Pratt's Astral	0 18	
Sarnia, Prime White	0 14	
American w. w.	0 16 1/2	

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal., per doz.	0 00	10 00
Zinc and tin, dis. 50, 50 and 10.		
Copper, per doz.	1 25	3 50
Brass,	1 50	3 50
Malleable, dis. 25 per cent.		

PAIS.

Galvanized pails, discount 45 per cent.		
Galvanized flaring pails, discount 45 per cent.		
Galvanized washtubs, discount 45 per cent.		

PIECED WARE.

Discount 40 per cent. off list, June, 1899.		
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PICKS.

Per doz.	6 00	9 00
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PICTURE NAILS.

Porcelain head, per gross.	1 50	3 00
Brass head,	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 55 per cent.		
American dis. 55.		
Wood, fancy Canadian or American, 37 1/2 to 40 per cent.		
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.		
Miscellaneous, dis. 25 to 27 1/2 per cent.		
Bailey's Victor, 25 per cent.		

PLANE IRONS.

English, per doz.	2 00	5 00
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PLIERS AND NIPPERS.

Button's Genuine, per doz pairs, dis. 37 1/2 40 p.c.		
Button's Imitation, per doz.	5 00	9 00
German, per doz.	0 60	2 60

PRESSED SPIKES.

Discount, 20 per cent.		
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PULLEYS.

Hothouse, per doz.	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning.	0 35	2 50

PUMPS.

Canadian cistern	1 40	2 25
Canadian pitcher spout.	1 15	2 00

PUNCHES.

Saddlers', per doz.	1 00	1 85
Conductors',	9 00	15 00
Tinners' solid, per set.	0 00	0 72
" hollow, per inch.	0 00	1 00

RANGE BOILERS.

Galvanized, 30 gallons	8 00	
" 35 "	9 00	
" 40 "	10 00	
Copper,	26 00	
" 40 "	30 00	

Discount off Copper Boilers 10 per cent.

Cast steel and malleable Canadian, list dis. 50 and 10 p.c. revised list.		
Wood, 25 per cent.		

RASPS AND HORSE RASPS.

New Nicholson horse rasp, discount 60 p.c.		
Globe File Co.'s rasps, 60 and 10 to 70 p.c.		
Heller's Horse rasps, 50 to 50 and 5 p.c.		

RAZORS.

Geo. Butler & Co.'s.	per doz.	8 00	18 00
Roker's	7 50	11 00	
Wade & Butcher's	3 60	10 00	
Theile & Quack's	7 00	12 00	
Elliott's	4 00	13 00	

REAPING HOOKS.

Discount, 50 and 10 per cent.		
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REGISTERS.

Discount, 60 per cent.		
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RIVETS AND BURRS.

Carriage, Section, Wagon Box Rivets, etc. (Steel), 45 p.c.		
Black M. Rivets (Steel), 45 p.c.		
Black and Tinned Rivets, 45 p.c.		
Extras on Iron Rivets in 1-lb. cartons, 1/2 c. per lb.		
Extras on Iron Rivets in 1/2-lb. cartons, 1 c. per lb.		
Copper Rivets & Burrs, 35 p.c. dis., and cartons, 1 c. per lb. extra, net.		
Extras on Tinned or Coppered Rivets in 1/2-lb. cartons, 1 c. per lb.		
Burrs, iron or steel, 40 per cent.		
Terms, 4 mos. or 3 per cent. cash 30 days.		

RIVET SETS.

Canadian, dis. 35	37 1/2 per cent.	
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ROPE, ETC.

7-16 in. and larger, per lb.	12 1/2	Manila.	15 1/2
3/4 in.	13		16
1/2 and 5-16 in.	13 1/2		16 1/2
Cotton	14		14
Russia Deep Sea	15 1/2		15 1/2
Jute	8		9
Lath Yarn	9 1/2		10 1/2
New Zealand Rope	10 1/2		

RULES.

Boxwood, dis. 75 and 10 p.c.		
Ivory, dis. 37 1/2 to 40 p.c.		

SAD IRONS.

Mrs. Potts, plain, polished	per set.	0 95
" nickle-plated		1 05

SAND AND EMERY PAPER.

Dominion Flint Paper, 47 1/2 per cent.		
B. & A. sand, 40 and 2 1/2 per cent.		
Emery, 40 per cent.		

SAWS.

Hand, Disston's, dis. 12 1/2 p.c.		
S. & D., 40 per cent.		
Crosscut, Disston's, per ft.	0 35	0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.		
Hack, complete, each.	0 75	2 75
" frame only.		0 75

SASH WEIGHTS.

Sectional, per 100 lbs.	3 25	
Solid,	1 50	

SASH CORD.

Per lb.	0 23	0 30
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SAW SETS.

"Lincoln," per doz.	6 50	
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SCALES.

Gurney Scales, 45 p.c.		
B. S. & M. Scales, 45 p.c.		
Champion, 55 per cent.		
Fairbanks Standard, 35 p.c.		
" Dominion, 55 p.c.		
" Richelieu, 55 p.c.		
Chatillon Spring Balances, 10 p.c.		

SCREW DRIVERS.

Sargent's, per doz.	0 65	1 00
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SCREWS.

Wood, F. H., iron, and steel, 80 p.c.		
Wood R. H., dis. 75 p.c.		
" F. H., brass, dis. 75 p.c.		
Wood, R. H., dis. 67 1/2 p.c.		
" F. H., bronze, dis. 67 1/2 p.c.		
" R. H., 62 1/2 p.c.		

Drive Screws, 80 per cent.

Bench, wood, per doz.	3 25	4 00
iron,	4 25	5 75

SCYTHES.

Discount, per doz, net.	9 00	15 00
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SCYTHE SNATHS.

Canadian, dis. 45 p.c.		
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SHEARS.

Seymour's, dis. 50 and 10 p.c.		
Heinisch, dis. 50 and 10 p.c.		
Seymour or Heinisch tailor shears, 15 p.c.		

SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.		
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SINKS.

Steel and galvanized, discount 45 per cent.		
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SNAPS.

Harness, German, dis. 25 p.c.		
Lock, Andrews	4 50	11 50

SOLDERING IRONS.

1, 1 1/2 lb., per lb.	0 37	
2 lb. or over, per lb.	0 34	

SQUARES.

Trunk nails, black	65
Trunk nails, tinned	65 and 5
Clout nails, blued and tinned	65
Chair nails	35
Cigar box nails	35
Patent brads	40
Fine finishing	40
Picture frame points	10
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	15
Zinc glazier's points	5
Double pointed tacks, dozens	85
" " bulk	35

TAPE LINES.

English, ass skin, per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
steel, each	0 80	8 00

THERMOMETERS

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRANSOM LIFTERS.

Payson's per doz. 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 2 p.c.
 Game, H. & N., P. S. & W., 65 p.c.
 Game, steel, 72½, 75 p.c.

TROWELS.		
Disston's, discount 10 per cent.		
German, per doz.	4 75	6 00
Brade's "	5 00	10 50
S. & D., discount 35 per cent.		
TWINES.		
Bag, Russian, per lb.	0 21	
Wrapping, mottled, per pack	0 50	0 60
Wrapping, cotton, per lb.	0 17	0 18
Mattress, per lb.	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55

VISES.

Hand, per doz.	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb.	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz.	6 50	13 00

ENAMELED WARE.

White, Princess, Turquoise, Blue and White
 discount 50 per cent.
 Diamond, Famous, Premier, 50 and 10 p.c.
 Granite or Pearl, Imperial, Crescent, 50, 10
 and 10 per cent.

WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the
 list.
 Copper wire, 45 and 10 per cent. net cash 30
 days, f.o.b. factory.
 Smooth Steel Wire, base, \$3.45 per 100
 lb. List of extras: Nos. 2 to 5, ad-

vance 7c. per 100 lb.—Nos. 6 to 9, base—
 No. 10, advance 7c.—No. 11, 14c.—No. 12,
 20c.—No. 13, 35c.—No. 14, 47c.—No. 15,
 60c.—No. 16, 75c. Extras net per 100 lb.:
 Coppered wire, 60c.—tinned wire, \$2—
 oiling, 10c.—special hay-baling wire, 30c.—
 spring wire, \$1—best steel wire, 75c.—
 bright soft drawn, 15c.—in 50 and 100-lb.
 bundles net, 10c.—in 25-lb. bundles net,
 15c.—packed in casks or cases, 15c.—
 bagging or papering, 10c.

Fine Steel Wire, dis. 12½ per cent.
 List of extras: In 100-lb. lots: No.
 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20,
 \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23,
 \$7.65—No. 24, \$8—No. 25, \$9—No. 26,
 \$9.50—No. 27, \$10—No. 28, \$11—No. 29,
 \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15
 No. 33, \$16—No. 34, \$17. Extras net—
 tinned wire, Nos. 17-25, \$2—Nos. 26-31,
 \$4—Nos. 32-34, \$6. Coppered, 5c.—oil-
 ing, 10c.—in 25-lb. bundles, 15c.—in 50 and
 100-lb. bundles, 25c.—in 1-lb. hanks, 50c.—
 in ½-lb. hanks, 75c.—in ¼-lb. hanks, \$1—
 packed in casks or cases, 15c.—bagging or
 papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$4.40
 No. 9, \$3.47½—No. 10, \$4.55—No. 11, \$4.60
 No. 12, \$3.62½—No. 13, \$3.77½—No. 14,
 \$5.15—No. 15, \$5.45—No. 16, \$5.65.

Clothes Line Wire, 19 gauge,
 per 1,000 feet. 3 30

WIRE FENCING

F.O.B

Galvanized, 4 barb, 2½ and 5	Toronto
inches apart.	3 72½
Galvanized, 2 barb, 4 and 6	
inches apart.	3 72½
Galvanized, plain twist.	3 72½
Terms, 2 per cent. in 10 days.	
Ross braid truss cable	4 50
Barb wire is \$3.47½ f.o.b. Cleveland.	

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net. 2 00
 Terms, 4 months, May 1. : 3 p.c. off 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.	
Agricultural, 60 p.c.	
Coe's Genuine, dis. 20 to 25 p.c.	
Towers Engineer, each.	2 00 7 00
" S. per doz.	5 80 6 00
G. & K's Pipe, per doz.	3 40
Burrell's Pipe, each.	3 00
Pocket, per doz.	0 25 2 90

WRINGERS.

Leader. per doz.	\$60 00
Royal Canadian	58 00
Royal American	50 00
Discount, 45 per cent.: terms 4 months, or p.c. 30 days. Prices are f.o.b. London Ham ilton Toronto, Brockville or Montreal.	

WROUGHT IRON WASHERS.

Canadian make, discount, 25 per cent.

Standard Steel Toe Calks

Sizes of
Blunt:



WRITE
FOR
DISCOUNTS.



Sizes of
Sharp
Calks

below for
Fall of 1899:

NO.	LENGTH.	SIZE.
0.....	1½ inch.....	3/8 x 5/16
1.....	1½ ".....	1/2 x 5/16
2.....	1¾ ".....	9/16 x 3/8
3.....	2 ".....	5/8 x 3/8

Price, \$1.25 per box of 25 lbs. in bulk.

Or 24 lbs. in 4-lb. packages.

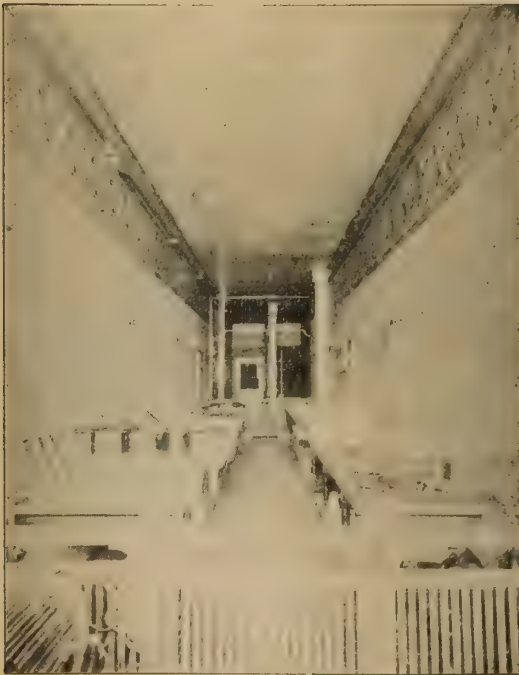
NO.	LENGTH.	SIZE.
4.....	2½ inch.....	3/4 x 3/8
5.....	2½ ".....	3/4 x 3/8
6.....	2¾ ".....	7/8 x 7/16
7.....	3 ".....	7/8 x 7/16

NO.	LENGTH.	SIZE.
0.....	1½ inch.....	9/16 x 3/8
1.....	1¾ ".....	9/16 x 3/8
2.....	2 ".....	11/16 x 7/16
3.....	2½ ".....	3/4 x 1/2

Price, \$1.50 per box of 25 lbs. in bulk.

Or 24 lbs. in 4-lb. packages.

JAMES PENDER & CO., Limited, Sole Mfrs. Saint John, N. B., Canada.



Luxfer Prisms successfully lighting a
store 100 feet long.



Ordinary glass made the store unrentable
without artificial light.

A visit to our test rooms will furnish ample proof that these contrast pictures underestimate rather than exaggerate the lighting results of Luxfer Prisms. Write for our blank form and obtain an estimate of cost.

Specified
by
Architects.
Approved
by
Owners.
Appreciated
by
Tenants.

Form
Your
Own
Opinion.

THE LUXFER PRISM CO., Limited

98-100 KING STREET WEST,

TORONTO

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to by

The Roberts Advertising Agency,
WINNIPEG, CANADA.

FOR SALE.

A NEW MARLIN RIFLE

Never been used. Just the Rifle for practice.
Price \$30. Will take \$20.

19 Board of Trade, Montreal

THE MERCHANTS MERCANTILE CO.

280 ST. JAMES ST. MONTREAL.

Mercantile Reports and Collections.

Our method of furnishing commercial reports to our subscribers gives prompt and reliable information to date. Every modern facility for the collection of claims. Telephone Main 1985.

BRITISH BUSINESS CHANCES.

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Star Brand Cotton Rope
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For Sale by all Wholesale Dealers

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DIAMOND BRAND



WIND GUARDS,
CHIMNEY TOPS,
FLUE LININGS,

CULVERT PIPES,
SEWER PIPES,
INVERT BLOCKS.

Manufactured by the

HAMILTON AND TORONTO SEWER PIPE CO.

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Limited

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Our Commercial or Business Course

is exceptionally varied and comprehensive, providing not only complete familiarity with the elements of bookkeeping and the ordinary forms of books, but it introduces such a variety of special features of modern bookkeeping, that the student is able to ADAPT HIS KNOWLEDGE TO ANY CONTINGENCY

which may arise in his experience as a bookkeeper.

This Department prepares for all **Accountancy Examinations.**

This College is open throughout the year.

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CHAS. F. CLARK, President.

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ESTABLISHED 1849.

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Capital and Surplus, \$1,500,000.

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Executive Offices: 346 and 348 Broadway, New York City, U.S.A.

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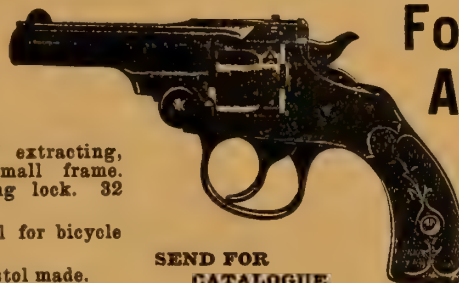
THOS. C. IRVING, Gen.-Mgr., Western Canada, Toronto, Ont.

PERFECTION AUTOMATIC REVOLVER.

NEW Automatic shell extracting,
double action, small frame.
Weights 12 oz. Rebounding lock. 32
caliber. 5 shot.

Made with shorter barrel for bicycle
use.

The most perfect small pistol made.



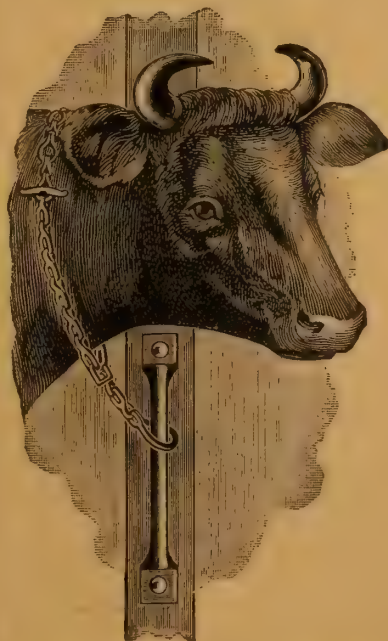
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Forehand Arms Co.

Manufacturers of
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Forehand Guns

Worcester,
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Dominion Pattern Cow Tie AND Stall Fixture

The special features of the tie and stall fixture are well shown in the illustration. As will be noticed the chain is very short which prevents all danger of entanglement with the animal's foot. At the same time the form of the fixture is such that great freedom is allowed to the head. Because of the short chain this tie is much cheaper than the ordinary patterns.

The stall fixture is made from a tough quality of steel and is very strong. Also, owing to its circular cross-section, it is exceedingly rigid. Its simplicity, convenience, cheapness, and ease of attaching make it very popular with cow tie users.

This form of tie and stall fixture are sometimes called Niagara pattern.

American or Flat Link Chain,

for years the standard cow tie chain in "the States," is now rapidly coming in favor in Canada. Its short link, handsome appearance and smooth surface—which cannot injure the animal's neck—make it superior to all other styles of chain for cow ties.

For sale by all Jobbers; manufactured by

ONEIDA COMMUNITY, Limited, NIAGARA FALLS, ONT.

Est. 1863

Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals



Awarded
By **JURORS** at
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Special Prize

Gold Medal at Atlanta, 1895



HAVE YOU TRIED IT ?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM

HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LIMITED.

61-63 FRONT ST. WEST, TORONTO.

ESTABLISHED 1860.

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DAVIDSON'S

Patent Milk Can Bottoms.



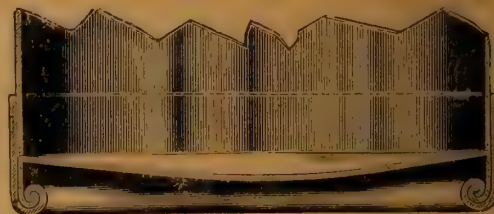
All our Broad Hoop Milk Cans and Trimmings are made with our

PATENT BOTTOM.

Why you should buy

OUR

Milk Can Trimmings



The above cut demonstrates more clearly than words why everybody wants the

DAVIDSON PATENT MILK CAN BOTTOMS.

BECAUSE

Our Patent BROAD HOOP bottom has all the advantages of three piece bottom, but is practically one piece. The rim of Patent Bottom is turned in over edge bottom proper, making smooth, uniform edge that will not tear floors of factories or waggons.

Hoops are all made 14-gauge and joined LONG way, thereby avoiding any possibility of splitting.

Sufficient space is left between bottom proper and rim to allow body of can to be inserted 1/4 of an inch, making permanent joint

Bottoms are thus sweated in with half the solder.

Bottoms are concave, draining to the centre, therefore are easier to wash out.

They will not corrode like those which drain to the side.

Top bands are "SHOULDERED" and have cut out at joint, making neater and cleaner job in half time than with old style hoop.

All bands have retinned edges.

For durability, finish and economy in making up our Trimmings are unequalled.

PATENTED FEB. 9th, 1894

And has been growing in popularity ever since its introduction.

THE THOS. DAVIDSON MFG. CO., Limited, MONTREAL.

Commercially Speaking
Legitimately Distributed
Langwell's Babbitt. Montreal.

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HARDWARE

AND METAL
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO, FEBRUARY 17, 1900.

NO. 7



The name and trade mark appear on each box and bar, and besides this the words "Manufactured in United States" and "Patented June 3, 1890" are stamped on the under side of each bar.

Magnolia Metal is still selling at the same price it has always sold at—no advance.

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Fisher Building, 281
Dearborn Street.
CANADIAN OFFICE—524 Board of Trade
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Magnolia Metal

Best Anti-Friction Metal for
all Machinery Bearings.

GENUINE MAGNOLIA METAL is made up
in bars, of which this is a

FAC-SIMILE.



Cold Rolled
Close Annealed
"Dead Flat"

STEEL SHEETS

A Specialty.

JOHN LYSAGHT, LIMITED

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MONTREAL

A. C. LESLIE & CO., Montreal, Canadian Managers.

In One Minute

A minute is all it takes for the free circulation of hot water or steam in the Safford Patent Radiator—there is no waste of time or fuel. When you save time you save money, and, too, when you *save fuel* you save money. Double economy when you use the

Safford Radiators

For Hot Water and Steam Heating

Dealers who recommend the "Safford" will gain the good-will of their customers and that is worth having in business.

Without bolts, rods, or packing at a single pipe connection—absolutely un-leakable, because it has *screw-threaded nipple connections at the joints*.

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SLEDGES

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GOLD PANS

SCALES, Etc.

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CONNECTING WIRE

ENGLISH STEEL WIRE ROPE.

RICE LEWIS & SON

(LIMITED)
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CORDAGE . .

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope
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Jute Rope
Russian Rope
Marline
Houseline
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Tarred Hemp Rope
White Hemp Rope
Bolt Rope
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Spun yarn
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Orders will not be accepted for second quality or "mixed" goods.

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98-99 Patented

COALITINE

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In Canada.

The most marvellous invention of the age.
Millions of Pounds Sold Annually. Numberless Testimonials.

CANADA'S GREATEST NEED AND BOON

Manufactured by the **COALITINE CO., SCOTLAND.**

One Ton of the Worst Coal when treated with Coalitine is equal to 30 cwt. of the Best Coal.

NO SMOKE, NO CLINKERS, RESIDUE INFINITESIMAL,
Foul Air Consumed, **NO DRAUGHT NEEDED,** Harmless Alike to
Boiler Plates or Bars, Suitable to All Kinds of Coal, Simple to Use.

GUARANTEED AND PROVED TO DO WHAT IS CLAIMED FOR IT.
SCHOOL OF SCIENCE

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George Combe Stewart, Esq., F. C. S. and M. B. P. C., says: "I hereby certify that I have made a careful chemical analysis and microscopical examination of a sample of Coalitine. I am of the opinion that

Coalitine is a great invention,

and one which was very much wanted. I also made a series of technical tests with Coalitine upon dross, coke, steam coal and household coal, and as the result. I find

A saving of 33.25 per cent.

upon the coal used. There is no smoke produced and the

Coal lasts very much longer.

I have great pleasure in strongly recommending Coalitine to householders, merchants, steamship owners, proprietors, public works, etc., at home and abroad."

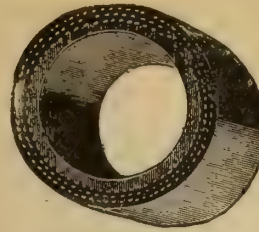
50 Cents per Tin, 5 Cents Extra per Post.

Sold in bulk to large consumers at reduced prices.

Agent for the Dominion—

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Sub-agents wanted where not represented. Enclose 5c. for sealed particulars.



Hose made with Seamless
Tube.
No seam to open.

A GARDEN HOSE TALK.

The public demand Garden Hose that will stand high pressures suddenly applied, and exposure to all weathers.

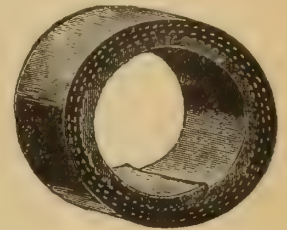
To satisfy these demands, strong duck well protected both inside and out is required.

Weights of duck differ with price of hose. The heavier the duck—all other things being equal—the stronger the hose. We aim to have our cheapest hose stand city pressure.

The inner tube of all qualities of our hose is made by our **PATENT SEAMLESS PROCESS.** With a seamless tube, drawn as is lead pipe, the entire inner circumference is equally strong. There is not a seam for the water to find its way through and thus reach the duck, and eventually cause a leak or leaks.

The cover of our Garden Hose is made to withstand the action of sun, wind, and water.

Our **PATENT SEAMLESS TUBE GARDEN HOSE** is strong and will withstand the action of water from within and weather from without, therefore it is reliable, and it will pay you to handle it. **No returns, No unpleasantness with customers.**



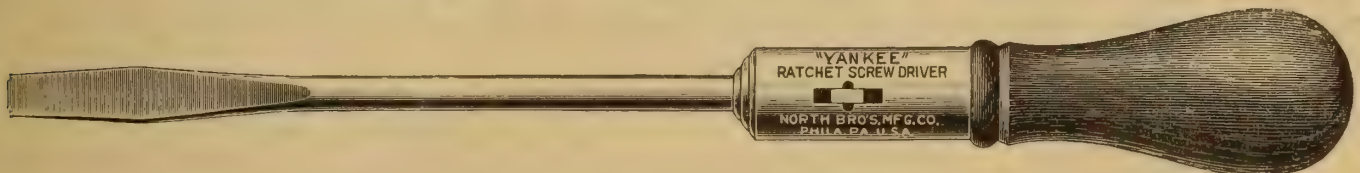
Hose with lapped or butted
seam.
Liable to open where joined.

**THE CANADIAN
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MONTREAL. TORONTO. WINNIPEG.

"YANKEE" TOOLS

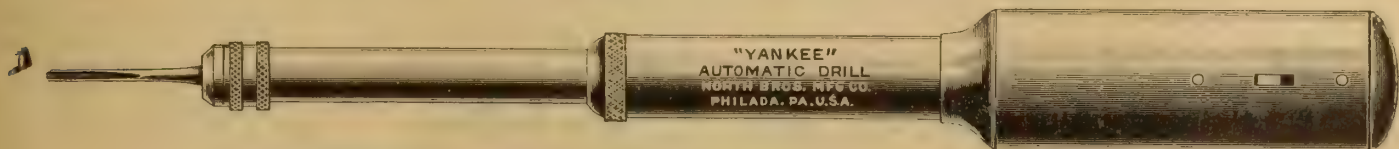
are sold by Leading Jobbers
throughout the Dominion.



No. 10 RATCHET SCREW DRIVER, 2, 3, 4, 5, 6, 8, 10, 12 inch.



No. 30 SPIRAL-RATCHET SCREW DRIVER.



No 40 AUTOMATIC DRILL.

FREE A handsome lithographed and embossed Sign in colors, on tin, to dealers handling these tools. Separate sign for each tool. Write at once which sign is wanted and it will be mailed post paid.

SEND FOR "YANKEE" TOOL BOOK.

North Bros. Mfg. Co.
Philadelphia, Pa., U.S.A.



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**Leader Churns,
Leader Wringers,
Leader Washers, and
Leader Lawn Swings,**

but desire particularly to bring to your notice our latest style of churn, as above illustrated, embracing all desirable features found in other churns and many additional advantages. ALL LEADER CHURNS have INTERNAL BREAKERS, which experts say reduce length of operation almost one-half and improve results as to quality and yield. It pays to handle the best. Be fully informed regarding the merits of the Leader before stocking. Full particulars on application

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Montreal, Que.**



It is not

GOOD LUCK

but good workmanship
that makes

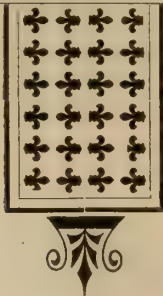
**BOECKH'S BRIDLED
PAINT BRUSHES**

the most perfect and best wearing brushes made.
You will gain the good-will of your customers
if you carry a full stock of them.



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Toronto.**

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To secure thoroughly reliable goods send
your orders for

**Ready-Mixed House and Floor Paints,
Varnishes, Japans, Coach Colors,
White Lead, Colored Paints, Enamels,
Wood Stains, Wall Tints, Putty, etc.**

To Henderson & Potts,

**NOVA SCOTIA PAINT AND
VARNISH WORKS,**

HALIFAX, and 747 Craig St., MONTREAL.

Sole Agents for the
Dominion for

Brandram's Celebrated White Lead.

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WOOD, VALLANCE & CO.,
HAMILTON, ONT.

GEO. D. WOOD & CO., Iron Merchants

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EDDY'S WRAPPING PAPERS

possess a peculiar toughness
adapting them for the HARD-
WARE TRADE.

The long fibre we make
them of is responsible for this.

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The E. B. EDDY CO., Limited

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CHAMPION EVAPORATOR

For MAPLE SYRUP and SUGAR.
Catalogue Free.

THE G. H. GRIMM MFG. CO.,
84 Wellington St., Montreal.



SEALD TENDERS addressed to the undersigned and endorsed "Tender for Heating Apparatus, Drill Hall, Kingston, Ont.," will be received at this office until Wednesday, 21st February, 1900, for the supplying and placing in position of a heating apparatus for the Drill Hall, at Kingston, Ont., according to plans and specification to be seen at the Department of Public Works, Ottawa, and at the office of the Clerk of Works, at the Drill Hall, Kingston.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of tenderers.

An accepted bank cheque, payable to the order of the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of the tender, must accompany each tender. The cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,
JOS. R. ROY,
Acting Secretary.

Department of Public Works,
Ottawa, February 6th, 1900.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (7)

TRADE



MARK

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works
or from the principal Color Dealers in Canada.

75 YEARS.

ESTABLISHED 1825.

75 YEARS.

CELEBRATED

HEINISCH SHEARS.

Tailors' Shears,
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Tinnerns' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 90 Chambers St.
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Not connected with any Shear Combination.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA



Steel Frame.

"MAXWELL FAVORITE CHURN"

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive.

LAWN MOWERS.

High and Low Wheels,
from 12-in. to 20-in.
widths. Cold Rolled
Steel Shafting, Crucible
Steel Knives and Cutting Plate.

WHEELBARROWS.

In Four different sizes.

If your Wholesale House does not
offer you these articles

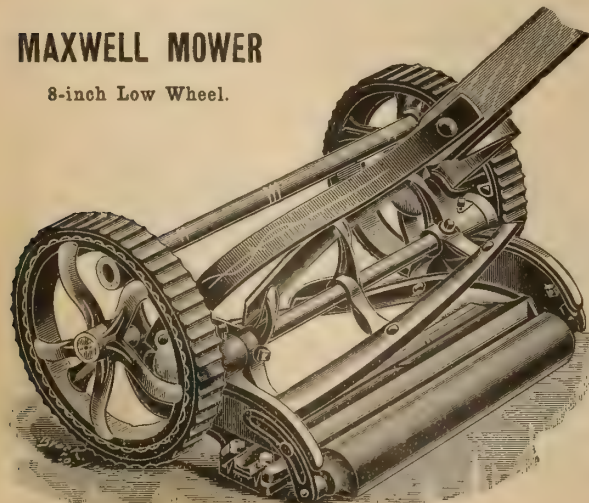
SEND DIRECT TO US.



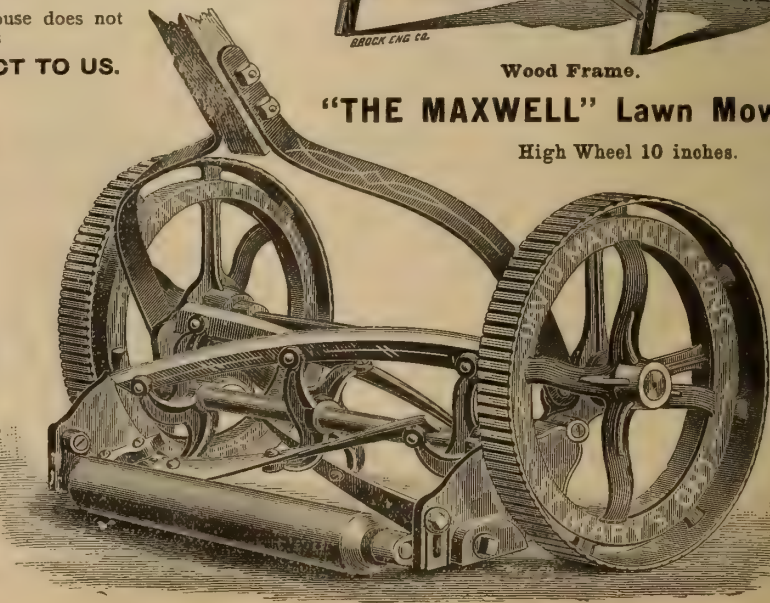
Wood Frame.

MAXWELL MOWER

8-inch Low Wheel.

**"THE MAXWELL" Lawn Mower**

High Wheel 10 inches.



McLaskill, Dougall & Co
Fine Varnish & Japan
Manufacturers
Montreal
Price List on application

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SYRACUSE SMELTING WORKS. Factories: MONTREAL,
 and SYRACUSE, N.Y.

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of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

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CANADIAN PRESS CLIPPING BUREAU,

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Telephone Main 1255.

26 Front St. West, Toronto. Telephone 2148.

TRADE THAT STICKS!

Church's Alabastine grows harder with age, and PERMANENT—the customers who buy it of you grow to be PERMANENT customers, but time alone proves that. Our interests are mutual—we both want "trade that sticks." We get it—so will YOU with that durable, sanitary, water color wall covering "Church's Alabastine."

It won't decay on the wall—won't rub off—won't peel. Anyone can apply it. Applied coat over coat—no rubbing or scraping needed. 16 beautiful tints and white.

CHURCH'S ALABASTINE.

THE ALABASTINE CO'Y, Limited, PARIS, ONT.

Canada Plates

ORDINARY

18 x 21 x 60 Sheets.
 18 x 24 x 52 "
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ALL BRIGHT

18 x 21 x 60 Sheets.
 18 x 24 x 52 "
 "Alaska" Brand.
 The Finest Made.

FROM STOCK OR IMPORT.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

114 Fenchurch Street, London, E.C.

30 Front St West TORONTO.

Dealers Doubled their Dollars

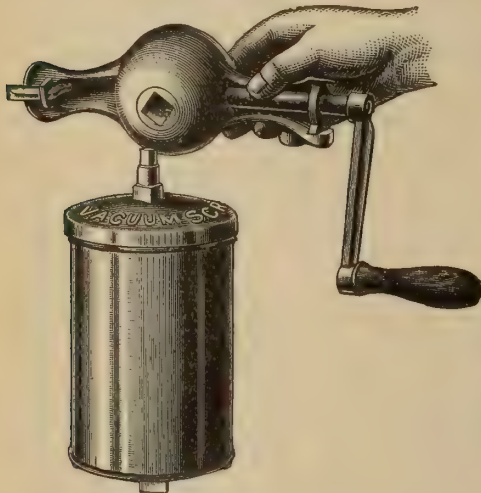
year. We approached them then with what we *thought* would win out. **This Year** we ask you to take advantage of what *has proved* itself a winner. We have letters from dealers saying it increased their freezer business last year 200 per cent. With the first order for 1 dozen Peerless Iceland Freezers we advertise them so as to send freezer customers to your store—they will buy other goods as well as freezers. Write us. The particulars will interest you.

Peerless Iceland Freezers

Sell Easily.

Ice Cream in 3 Minutes.

Satisfy Perfectly.



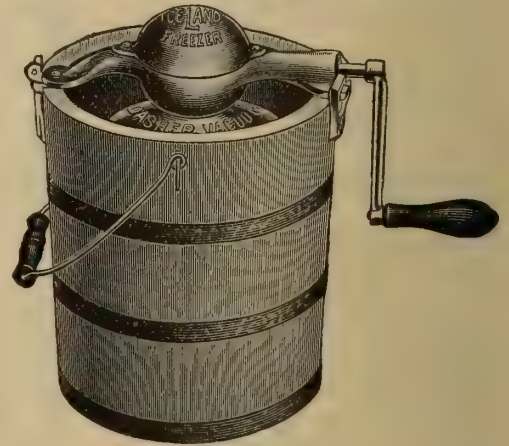
(We have a record of one minute and forty-five seconds, but above allowance is for inexperienced people).

No complicated machinery to get out of order.

Gearing enclosed both top and bottom. No cogs on can top to catch ice and salt. Metal parts all coated with pure block tin.

The Freezing Freezer.

W. G. Putman had a big crowd all day yesterday, watching the man making ice cream in two and a half minutes. This was done with the Peerless Iceland Freezer, and the callers at the store were served with the cream during the day. The freezer is substantially built and is the best on the market. Just to show what it could do one batch of cream was frozen in one and three quarter minutes. It is absolutely salt water proof.—*Peoria Herald*.



DANA & CO., Cincinnati, O., U. S. A.
Department "R."



The Peerless
Ice Chipper

Made from one solid piece of steel heavily coated with tin. Chips ice properly and rapidly. Best tool made for the purpose. Saves time and ice.

SUGAR MAKERS' SUPPLIES.



SAP BUCKETS Extra deep and straight. Three sizes. They possess many advantages over the ordinary flaring bucket, being small in diameter they do not catch the rain or snow, and as they are very deep, they hang perpendicularly and consequently will not overflow until full.

Covers supplied if required. They nest close for shipping or storing.

We can also supply the **ordinary flaring pattern**.

E. T. SAP SPOUTS. Made of Retinned Steel. Strong and durable. Only requires a $\frac{3}{8}$ -inch hole in tree. It does not cover the inside surface of the hole, consequently a larger amount of Sap is obtained.

MAPLE LEAF SAP SPOUTS. Made of Bronzed Steel. Requires a $\frac{1}{2}$ -inch hole in the tree. Has a shoulder which prevents it being driven in too far. The hole in tree is not exposed to wind and sun, consequently Sap will flow considerably longer.

We also supply **Syrup Cans** to order.

For prompt shipment write to

KEMP MANUFACTURING CO., TORONTO, CANADA.



Vol. XII.

MONTREAL AND TORONTO, FEBRUARY 17, 1900.

No. 7

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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T. Donaghy. F. S. Millard.

Subscription Canada, \$2.00 Great Britain, \$3.00

Published every Saturday

Cable Address { Adscript, London
Adscript, Canada.

ANOTHER BIG STEEL COMPANY.

THE development of the Canadian iron and coal region along the Atlantic coast in the next few years promises to become a worthy competitor to the Pennsylvania region in the world's markets. In fact, its situation and accessibility to a certain grade of ore, once the iron and coal plants are in harmonious working order, will enable it to undersell the Pennsylvania furnaces in the European markets in pig iron. That prominent capitalists have recognized these advantages the formation of The Dominion Iron and Steel Co., at Sydney, attests.

Now there is another important iron and steel project in hand. John F. Stairs, of Halifax, and Graham Fraser, of New Glasgow, N.S., both prominent in connection with the Nova Scotia Steel Co., were in Montreal this week, and practically confirm the report that another steel and iron con-

cern, similar in magnitude to the Dominion Steel Co. at Sydney, would soon be started at North Sydney.

In addition to the two gentlemen named above, it is also announced that Wm. Mackenzie, of Toronto; Frank Ross, of Quebec; Dan Mann, of Montreal, and, perhaps, Hon. Geo. A. Cox, of Toronto, will join Messrs. Stairs and Fraser in their great undertaking. With regard to Senator Cox, it may be said that he is already interested in the Whitney organization at Sydney, but, like a good many others in Canada and the United States, he is credited with the belief that there is room in Canada for two great iron and steel enterprises. The North Sydney scheme embraces the purchase of the General Mining Association's property, at a figure which the street places at \$1,500,000, and this, with the Nova Scotia Steel Co.'s immense iron ore reserves at Belle Isle, Nfld., constitute a heavy asset when flotation is decided upon.

The financing of the new project will engage the attention of Messrs. Stairs and Fraser, and it is also asserted that Wm. Mackenzie's coming visit to London has something to do with the same matter.

STRONG IRON PIPE MARKET.

The iron pipe situation is again becoming interesting, and further advances in value are not improbable.

Both the mills in Montreal are rushed with work, having enough to keep them going for several months to come. In fact, on some sizes they have been compelled to buy from the jobbers in order to meet engagements that they have made. One size, the scarcity of which is most marked, is 2-inch pipe.

STRONG SWEDISH IRON MARKET.

THE values of Swedish iron and steel have, during the last year, advanced steadily and there seems to be no prospect of any abatement in this upward tendency during the current year. The demand for Swedish Iron and Steel has increased very greatly, and most of the leading works have sold their product for the entire year.

Recent advices from Sweden state that at the meeting of the Iron and Steel Association last month the quotations were confirmed at higher prices than have prevailed for many years.

The output of Swedish iron is limited by the fact that the Government restricts the cutting of timber throughout that country, and hence the production of charcoal, which is the sole fuel used for smelting the ore, cannot be increased beyond the restrictions imposed by the forestry regulations.

Nearly all high-class cutlery, files, tools, bicycle tubing, projectiles and tubing for boilers as used by the Admiralty consume Swedish iron or steel. The makers of best-quality horse nails are consumers of Swedish nail rods.

The outlook, as far as can be gauged from the above facts and considerations, is all in the direction of a firm market and still higher prices during the current year.

In addition to the advance in the value, a difficulty is being found in securing material for early deliveries.

Merchants who are not basing the selling price of their goods on to-day's market values are not preparing themselves for the day when they will be compelled to follow the market in its downward course.

AN OBSTACLE TO BRITISH-CANADIAN TRADE.

THE introduction of a Dominion insolvency bill has again devolved upon a private member of the House. And, as upon all previous occasions when this has been done, it will, in some way or other, again be shelved.

An insolvency law is something which successive Administrations have known to be a necessity. But not one of them have been courageous enough, during the last twenty years, to place such a law on the statute books.

One or two Administrations have had the courage to introduce and carry a bill through a few stages and then drop it. But the present Administration has not done even that. It may be that it has not less courage than its predecessors, for it may believe that it is cowardly to turn back after putting one's hand to the plough.

But, while the question as to the relative courage of the different Administrations in this particular may be an open one, the responsibility upon the present one is unquestionably greater. And certainly more is to be expected from it.

The Laurier Administration, by giving a tariff preference to British products, did more for the extension of trade between Canada and the Motherland than any previous legislation by any previous Administration ever did. This cannot be denied by any fair-minded man. And it is this that makes its responsibility for efficient insolvency laws greater than that of its predecessors in office, and warrants one in expecting more from it.

Until the preferential tariff came into existence the burden of the cry for a Dominion insolvency law was purely on Canadian account; for the protection of merchants in one Province doing business in another.

But now, while the necessity of legislating in the interests of the merchants of Canada is none the less, the necessity of legislating in the interests of the merchants of Great Britain, who are selling, or intend selling, goods in this country, has become greater.

We have, therefore, the spectacle of the Government being importuned for an insolvency law by business men in both Canada and Great Britain.

And as long as it fails to comply with

these importunings just so long is it allowing an obstacle to remain in the way of the expansion of both inter-Provincial and inter-Imperial trade.

A DIRECTORY OF WHOLESALERS AND JOBBERS.

A directory of the wholesale hardware firms and commission agents will be published in the Special Spring Number of *HARDWARE AND METAL*. We desire to make this list as complete as possible and ask the wholesalers and commission agents in the different towns and cities of Canada to send in the names as soon as possible. Last year, after the directory was published, a few firms wrote complaining that their names had been omitted. If those interested will send us a reminder in the shape of a card or letter there is no likelihood of their names being omitted in the coming issue.

DELIVERY OF LINSEED OR TURPENTINE.

Since January 1, delivery of linseed oil or turpentine has been made by Montreal firms anywhere in Ontario, between Montreal and Oshawa, at 1c. per gal. advance on the regular f.o.b. price.

At the first of the year the railways put up the freight rates, and since then the arrangement has led to a lot of dissatisfaction.

This materialized in an arrangement this week whereby the extra delivery charge was made 2c. per gallon.

TIDY AND UNTIDY PARCELS.

An untidy parcel is an evidence of one or two things: It means that he who made it up is either careless, or a novice.

It is most important that the goods which a merchant sells shall be reliable, but it is only a degree or so less important that they shall be properly wrapped up, particularly when the purchaser carries them away.

To certain people it may not be a matter of any moment whatever as to whether a parcel is tidy or untidy, but to others it is. And it is always well to be on the safe side.

POOR QUALITY PARIS GREEN.

Lately there have been reports of low offers of paris green from the United States. In this connection it is well for prospective buyers of the article to bear in mind that

there is a lot of 100 tons on the American market that is off color, and not up to the standard.

It is very likely this line of stock that is being offered, as the state of the market is such that no genuine first-class material could be slaughtered under the regular standard prices.

Traders would do well, therefore, to have nothing to do with paris green not of a reliable standard mark.

Treat customers well if you would get them to buy well.

THE HEMP SITUATION.

THROUGH a failure to explain certain details in an article on the manila hemp market, which appeared in *HARDWARE AND METAL* of February 3, some misunderstanding has been caused.

The figure 9¼c. therein given was conditional on the opening up of the ports in the Philippine Islands by a certain time. If the ports were not opened up the quotation had no value.

The price of available hemp is, and has been for some time, 14½c. per lb.

Cables received from London this week report the market firm on manila hemp, while a cable from Manila gives the receipts of hemp there for last week at 12,000 bales, which was rather short of early estimates. The cable from there also states that no hemp was being loaded either for the United States or the United Kingdom, whereas at the corresponding time last year 46,000 and 10,000 bales respectively were being loaded.

On account of the shortage of hemp, some of the factories in the United States have been compelled to close down. Manufacturers' prices for twine over there are now as follows: Sisal and standard, 11½c. per lb.; manila, 14½c.; pure manila, 16c.; rebate on carlots, ¼c. per lb. These prices are not based on present market value of hemp. If they were they would be higher.

Two sailing vessels, loaded with hemp for a firm in the United States, have been out from the Philippine Islands for seven months and have not yet arrived at their destination. One of them was sometime ago reported to be in distress. It usually takes sailing vessels five or six months to reach Atlantic ports from the Philippines, and steamers 70 to 90 days.

HOW CARNEGIE MADE HIS MILLIONS.

THE trouble between Henry Clay Frick and The Carnegie Steel Co., of which concern he was until recently president, has at last got into the courts, and some highly interesting developments may be expected during the ensuing sifting of matters.

There has already, in fact, in the bill of equity which Frick's counsel has submitted to the court, been some interesting information given out.

When the two firms of Carnegie Bros. & Co., Limited, and Carnegie, Phipps & Co., Limited, were merged into one with a capital of \$25,000,000 in 1892, Andrew Carnegie retained 50 per cent. of the stock. At present he has 58½ per cent. of the stock and Frick 6 per cent.

The business, from 1892 to 1900, as charged by the bill of equity, was enormously profitable, growing by leaps and jumps, from year to year, until, in 1899, the firm actually made on low-priced contracts in net profits, after paying all expenses of all kinds, \$21,000,000. In November, 1899, Carnegie estimated the net profits for 1900 at \$40,000,000, and Frick then estimated them at \$42,500,000. Carnegie valued the entire property at over \$250,000,000, and avowed his ability, in ordinary prosperous times, to sell the property on the London market for £100,000,000 sterling, or \$500,000,000. In May, 1899, Carnegie actually received in cash, and still keeps, \$1,170,000, given him as a mere bonus for his 90 days' option to sell his 58½ per cent. interest in this steel company for \$157,950,000. Frick's 6 per cent, on that basis, would be worth \$16,238,000. Frick now alleges, right at the height of this enormously successful business, whereby, at least in part, he made for Carnegie these enormous profits and values, that Carnegie suddenly, and with malevolent intent towards him, on December 4, 1899, arbitrarily demanded of him his resignation as chairman, and this without any reason except to gratify Carnegie's malice.

Frick, in the interest of harmony, as he says, gave his resignation and subsequently, on January 11, 1900, after Carnegie had thus deprived him of his office, he (Carnegie) demanded of Frick that he (Frick) should

sell to the firm his interest in it at a figure which would amount to less than one-half of what his interest is fairly worth. Frick refused to sell at that price, but offered to sell and allow three men to value the interest sold. Carnegie refused to do this, and left Frick, threatening him for not yielding to his demand. Frick now alleges that after his resignation, and at the time of his last interview, Carnegie was fraudulently and secretly, without Frick's knowledge or consent, attempting to carry out a scheme, which, if successful, would enable Carnegie, as Carnegie hoped, to confiscate Frick's interest in the firm at probably not much over 33 per cent. of its real value; that is, say, not over \$6,000,000 for what, on the basis of Carnegie's option, was worth \$16,238,000.

As Carnegie owns 58½ per cent. of The Carnegie Steel Company, Limited, he will, therefore, own more than one-half of the 6 per cent. which Frick sells, and, if he can thus acquire 3 per cent. of Frick's holdings for what would amount to about \$3,000,000, he will make a net profit off that transaction alone, based on his own selling price, as above stated, in the neighborhood of \$5,000,000.

AXLE GREASE IS HIGHER.

The manufacturers of axle grease, both in the United States and Canada, have recently advanced their prices, and present figures to the retail trade now range from \$5.50 to \$6 per gross, according to quality and size of package.

The cause of the advance is increased cost of oils and other materials which enter into the manufacture of this article.

A NEW STOVE BOLT LIST.

New lists have been issued on stove bolts, both flat and round head.

In some sizes quite material advances have taken place.

Take flat-head bolts first, in ¾ to 5-32 inch and 3-16 inch, the list is 15c. per 100 higher; 7-32 inch, 28c. higher; ¼ inch, 25c. higher; 5-16 inch, 25c. to \$1.40 higher; ¾ inch, 30c. to \$1.30 higher.

In the round-head list, no changes are made in 5-32 inch and 3 16 inch, but, in 7-32 inch, the list is 10c. higher; ¼ inch is

5c. higher; 5-16 inch, 10 to 20c. higher, and ¾ inch, 15c. to \$1.10 higher.

The lists which the new ones supercede were issued on October 1, 1883.

GLUE STIFF IN PRICE.

While most painters' materials have been raised in price because of the rise in turpentine, oil or lead, the price of glue has been forced up from altogether different reasons.

Buyers from the United States have for some time been buying glue stock in Canada. It is understood, too, that a Quebec syndicate has secured control of a large portion of the Canadian output of glue stock.

The result has been to cause a scarcity of glue stock, a condition which has made possible a rise in price on the part of manufacturers. Jobbers' prices have been forced up in consequence 2 to 2½c. per lb. on nearly all grades. It is possible that further advances may be made before the winter is over.

GARDEN SYRINGES UP IN PRICE.

The jobbing trade has been notified of quite a material rise in the price of garden syringes and spray pumps. The advance is all the way from 33½ to 50 per cent. above the figures ruling last year.

When it is remembered that there is a great deal of brass and sheet metal used in the construction of these articles the hardware trade will readily understand why these advances have taken place.

This is the season when business begins to open up in these lines.

ORANGE MINERAL DEARER.

The English market shows a strong upward movement in red lead and orange mineral, due largely to the high value of lead.

The effect on this market has been felt in both lines. Red lead advanced ¼ to ¾c. some weeks ago, and is now firm. Orange mineral this week is ½c. dearer, the range now being 8 to 8½c.

SMOKELESS POWDER SHELLS.

The Dominion Cartridge Co. has notified the jobbers that it is making arrangements to put shells on the market next season loaded with smokeless powder.

The demand for smokeless shells is steadily increasing, and retailers will find it to their advantage to stock smokeless as well as black powder shells.

WINNIPEG AND ITS TRADE FOR 1899.

From Our Own Correspondent.

THE most important event of the past week was the 21st Annual Meeting of the Winnipeg Board of Trade. The coming of age of this strapping infant was marked by a large attendance of the members of the board. The annual report of the council of the board dealing with many important matters and containing much valuable information was presented by the secretary, Mr. C. N. Bell, and taken as read.

The chief interest of the meeting centred in the address of the president, Mr. E. L. Drewry. The president's address is always a matter of interest, but it was felt that as this was the 21st meeting, and as the matter was in such specially capable hands, something extra might be looked for, and the members were not disappointed. The address covered 20 subjects, all dealt with in a masterly manner, the facts and figures given forming a valuable work of reference when the same shall be printed in book form.

It would not be possible for **HARDWARE AND METAL** to give the address in full, as it contained some 9,000 or 10,000 words, so your correspondent has taken the liberty of selecting a few of the more important sections, which are given in Mr. Drewry's own words and will prove of interest to every reader of your paper throughout Canada and in Great Britain:

WINNIPEG AS A GRAIN-INSPECTING CENTRE

"The Act to amend the Grain Inspection Act is, in my opinion, one of the most important to this country, and particularly this city, that has received the attention of the Government for some time. Winnipeg, as the doorway through which passes practically the entire product of the vast grain-growing district of Manitoba and the Northwest Territories, should, under the new system of inspection, occupy an increased importance in the commercial world. It is well known that the city of Duluth, similarly situated, in respect to its being the place of inspection of all grain exported from a great wheat-producing section, owes its prominence largely to the fact that it is such a place of inspection. Duluth wheat, 'Duluth inspection,' etc., now such common terms, have resulted in making the name of the 'Zenith City' of Minnesota familiar not only to the people of this country, but also in the far-distant foreign markets of the world. Henceforth, the wheat of this country, superior to that produced in, perhaps, any other portion of the globe, will, by inspection at this point, be stamped, as

it were, with the 'Hall Mark' of excellence and of purity, and such inspection will be accepted, in confidence and security, by purchasers the world over. Chief or final inspection at this point will, in addition to centralizing the grain business here, materially facilitate the earlier realization on sales, and, under certain conditions, enable the owners to obtain a better figure than would have been possible under Fort William inspection alone. For instance, where wheat just misses a high grade, and would necessarily be forced to take the next lower one, with the difference, perhaps, of several cents per bushel, the owner of such wheat, if sold for local milling purposes, would, in all probability, realize within a small fraction of the high-grade price. Another point of advantage in Winnipeg inspection is that, in the event of the owner of wheat not being satisfied with grade, he may have the car held out at Fort William and reinspected or dispose of it as he may deem best. Under Fort William inspection, the wheat was invariably unloaded and in store before the owner was advised as to grade.

THE GROWTH OF WINNIPEG.

"To me anything relating to the growth of the Province, and particularly of Winnipeg, is a matter of great interest and I cannot refrain from introducing a few statistics in addition to those already enumerated, although, I am fully aware, that under almost any circumstances, statistics are more or less dry, and something uninteresting. I now mention these simply for the purpose of showing by way of comparison, that we are steadily progressing, and that there exists a perfect basis for our faith in Winnipeg becoming in the early future, a really great and wealthy commercial centre. Let us first glance at our population. A tale many times told, I admit, yet still full of interest. Going back two decades we find, in the year 1880, the population was 6,278, in 1890, it had risen to 23,000, and during the past ten years has practically doubled, a most conservative estimate now placing it at 45,000, while some authorities place it much higher.

"The assessment, also a matter of interest, being the index of increasing wealth, is mentioned in the board's statistical report, but refers only to the past two or three years. I wish to carry you somewhat further into the past. In 1880, Winnipeg's assessment was \$4,008,460, in 1890, \$18,612,410 and at the present time is \$24,000,000. This does not include exemptions covering schools, churches, public buildings, parks, etc., which would add

an additional \$5,000,000 to the foregoing figures.

PURE BRED STOCK.

"The action of the Canadian Pacific Railway Company, in its efforts to improve the stock of this country, is certainly worthy of the highest commendation. The company imported from Ontario, last September, 29 pedigreed bulls, which were distributed among farmers in the following districts: Seven in the Mennonite reserve, two east of Winnipeg, one at Gimli, two north of Stonewall, three on the Southwestern branch, two on the Pembina and Souris branches, one on the Manitoba and Northwestern, and the remaining 11 on the main line of the C.P.R. and Northern Alberta. The company also brought in from Ontario 80 pure-bred boars of the Berkshire, Yorkshire and Tamworth breeds. These were distributed generally through Manitoba and Assiniboia, with the exception of 16, which were placed between Calgary and Edmonton and one at Prince Albert.

"Our largest financial institutions report business and collections in excess of any previous year since the incorporation. As an evidence of the confidence being shown in the future of the West I might say that last year the land business of the Canadian Pacific Railway, both in sales and collections, was the largest in the history of the company. This, of course, means increased acreage in crops, and in turn increased income to the Province.

THE GRAIN CROP.

"The grain crop of 1899, it is now admitted, was somewhat overestimated. While this may be true as to quantity, in quality it has rarely if ever been equalled, 88 per cent. of the wheat thus far marketed grading No. 1 and 2 hard. The amount of wheat inspected at Winnipeg for the last half of 1898 was 4,271,250 bushels. For the same period of 1899 it amounted to the handsome total of 17,368,410 bushels. Considerable wheat is still in farmers' hands. It is estimated the total exports of the 1899 crop will probably reach 30,000,000 bushels. The export movement in oats and barley is, of course, inconsiderable when compared

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with that of wheat. The Province is now an exporter of oatmeal, which bids fair to become a valuable industry.

"The price of wheat has been somewhat disappointing, not having reached the figure generally anticipated. Nevertheless a very large sum, in the aggregate, has been realized, and distributed among the farmers of the country.

EXPORT OF CATTLE.

"The export of cattle from Manitoba and the Northwest during the year 1899, was approximately 50,000 head, of which 34,000 represent fat cattle, and 16,000 stockers were shipped by rail or driven across the boundary into the United States.

"The significance of these figures may be better understood when we remember that as recent as 1888 the first shipment of Manitoba cattle, consisting of some 16 head, was forwarded to Toronto, and, as a novelty, and by way of advertisement, were paraded about the streets of that city labeled Manitoba beef.

HOGS FOR LOCAL PACKERS.

"It may be said that there has practically been no export movement in horses, sheep and hogs; in fact, to keep the local packing houses working, they were obliged to bring in both live and dressed hogs, otherwise their plants would be idle. This phase of the farming industry is much to be regretted, in view of the capability of our land to produce unlimited quantities of coarse grains. Local delivery of hogs is said to be slightly improving, although still far below market requirements.

WINNIPEG'S IMPORTATION OF MERCHANDISE

"From reliable data, I am enabled to say that the importation of merchandise to Winnipeg houses during the past year was approximately 100,000 tons, or about 400 trainloads of 20 cars each. Truly, a wonderful contrast to the situation of but 20 years ago, when, for six months of the year, the only means of communication or of bringing in supplies was by ordinary road vehicle—principally the Red river cart—involving a journey of more than 200 miles, over roads at times well nigh impassable.

"Winnipeg bank clearings, considered the trade barometer of the country, have increased with leaps and bounds, having almost doubled within the past five years. The following figures will illustrate the steady annual increase:

1894	\$50,540,648
1895	55,873,630
1896	64,046,438
1897	84,436,000
1898	90,674,325
1899	107,786,814

"Winnipeg bank clearings are the third

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largest in the Dominion, being exceeded only by Montreal and Toronto."

ELECTION OF OFFICERS.

The following officers were elected for the coming year:

President—D. K. Elliott.
Vice-president—John Galt.
Treasurer—Andrew Strang.
Secretary—C. N. Bell.
Council—E. L. Drewry, J. H. Ashdown, Wm. Hespeler, D. W. Bole, Joseph Maw, W. L. Parrish, Wm. Georgeson, G. F. Carruthers, Jerry Robinson, Neville Bayley, D. E. Sprague, John Stovel, Wm. Whyte, John McKechnie, Wm. Brydon, F. W. Thompson.

NOVA SCOTIAN MINERAL OUTPUT.

In the year 1899, the output of gold in Nova Scotia aggregated 27,772 oz., as against 31,104 oz. in the previous year. The decrease does not indicate that the year 1900 will show a falling off in the production of precious metal, for, by the steady operation of the old mines and increased development at the new properties, there is a probability that the coming year will show a material improvement. In iron ore, the production was 16,169 tons, an increase of 1,488 tons. The manganese output decreased from 100 to 75. The output of coal was 2,642,333 tons, an increase of 360,879 tons. The output of coke was 13,484 tons. Gypsum shows an increase, the out-

put being 140,000 tons, compared to 131,000 in 1898. Limestones increased from 24,000 tons to 32,000 tons. Grindstones fell off from 38,000 tons to 12,989 tons.

THE COLORING POWER OF COAL TAR.

The coloring power which can be derived from coal tar, says an English contemporary, is quite astonishing. From 1 ton of good cannel coal are obtained by distillation about 12 gallons of coal tar. From this tar are produced 1 lb. of benzine, 1 lb. toluene, 1 ½ lb. of phenol or carbolic acid, 6 lb. of naphthalene, ½ lb. of anthracene and a small quantity of xylene. From benzine are obtained fine yellow, orange, green, blue and violet colors; from toluene come magentas and beautiful blues; from phenol reds, browns and pinks; from naphthalene reds, yellows and greens; from xylene the finest scarlets, and from anthracene the well-known Turkey red. From 1 lb. of coal is obtained 1 ½ oz. of tar, from which can be derived dyes sufficient to color the following lengths of flannel ¾ yd. wide: Four inches of Turkey red, 8 in. of magenta, 3 ½ ft. of yellow and 2 ft. of violet. The manufacture of coal tar colors has now assumed immense dimensions.

Ira Bates, of Bates & Emerick, general merchants, Carman, Man., is dead.

A TELEGRAPH LINE TO DAWSON.

A RECENT issue of The Vancouver Daily Province contains an interview with Mr. J. B. Charleson, who is superintending the construction of an all-Canadian telegraph line from Ashcroft to Atlin, British Columbia. Ashcroft, it might be mentioned, is on the main line of the C.P.R. while Atlin is in the comparatively recently-discovered mining country in the far northern part of British Columbia. At present, the nearest telegraph station is Nanaimo, 1,000 miles away.

The route taken, according to Mr. Charleson will be through Quesnelle and Hazelton, by way of Telegraph Creek, to Atlin. As a line already connects Atlin with Dawson City, the latter place will be in telegraphic communication with practically the whole of the Dominion, when the Ashcroft-Atlin line is completed, and that is expected about May 1 next.

When the line is completed, it will undoubtedly be appreciated by business men at both ends.

WAR TAX ON MATCHES.

The genuineness of the patriotism of the Canadian people is not exemplified alone by the readiness with which the young men of the land responded to the call to arms, but also by the readiness with which the business men of the land have contributed to the National Patriotic Fund.

The E. B. Eddy Co., Limited, are deciding the amount of their contribution in a unique manner. They have voluntarily taxed themselves $\frac{1}{2}$ c. on every gross of boxes of sulphur matches sold by them from February 1 till the war shall come to a close. The vast quantity of matches produced by the Eddy Company is likely to make the contribution raised by this tax a substantial one.

A WINNIPEG HARDWAREMAN MARRIES.

A wedding of interest to readers of HARDWARE AND METAL took place at Boissevain, last week. Mr. John E. Thomson, the popular buyer and hardware manager of the Hudson's Bay Company, Winnipeg, was married on February 8 to Miss May Price, of Belleville, Ont. The wedding was celebrated at the home of Mr. Harry Price, hardware merchant, Boissevain, who is a brother of the bride. The happy couple have taken up residence on Mayfair avenue, Fort Rouge. The array of presents was quite gorgeous. The Hudson's Bay Company and fellow employes presented Mr. Thomson with a handsome dining-room set of quartered oak. His bachelor friends contributed a combined dinner and tea set of genuine crown derby, while the

bride's relatives in the East sent her a very valuable solid silver tea service. These were only the larger and more noticeable gifts, and in addition there were a score or two of others each unique and handsome in its way. Mrs. Thomson has spent much time in Winnipeg previous to her marriage.

She is a musician and also an exponent of Delsarte. She won many friends by her ready helpfulness in entertainments for charitable and social objects, and was particularly popular with the Hudson's Bay Company Bicycle Club, owing to the interest she took in their gatherings.

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GILBERTSON'S CORRUGATED GALVANIZED SHEETS—all sizes.

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are soft, extra well coated, noted for deep stamping qualities, and for canners of fruits, meats and fish have no equals. Cost no more than brands not nearly as well coated, or of equal quality

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IMITATION RUSSIA SHEETS—will not crack or scale. Pickled, cold rolled and close annealed.

SIEMENS-MARTIN STEEL SHEETS, close annealed close annealed and cold rolled (flat and free from buckles), also pickled.

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Agent

22 St. John Street, MONTREAL.

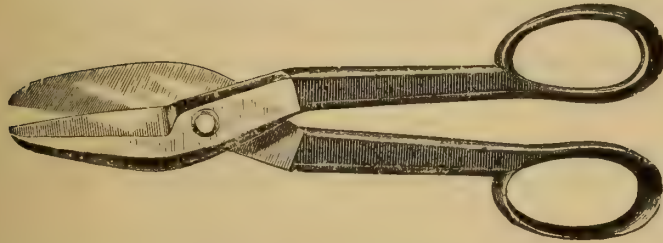
H. S. HOWLAND, SONS & CO.

HARDWARE
MERCHANTS,
WHOLESALE
ONLY.

37-39 Front Street West, **Toronto.**

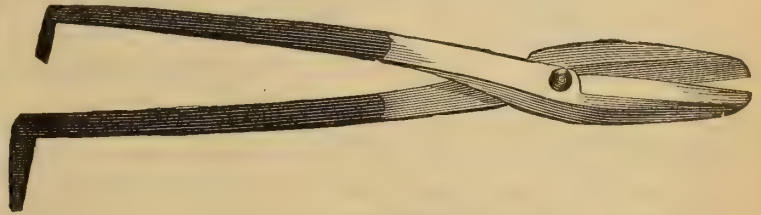
ONLY
WHOLESALE.

TINNERS' SNIPS.



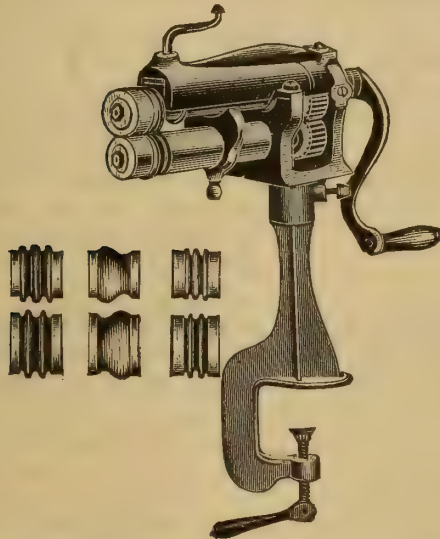
2½, 3, 3½, 4-inch Cut.

BENCH SHEARS.



6, 7, 8, 9, 10, 12-inch Cut.

BEADING MACHINES.

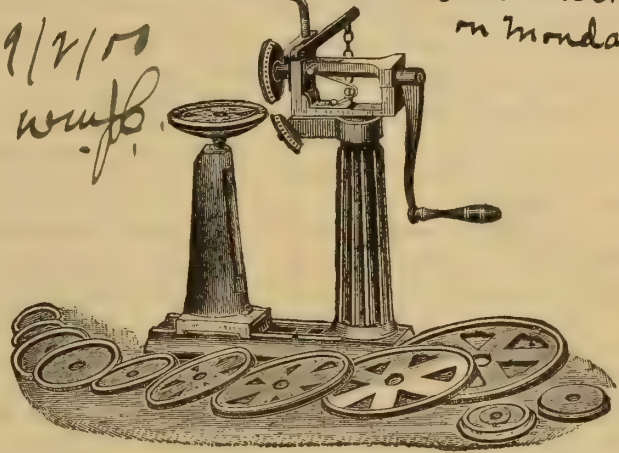


Beading Machine—Direct Acting.

DOUBLE SEAMING MACHINES.

*all returned
19/2/11
w. j. f.*

*Save to Mr. Burdett
on Monday*



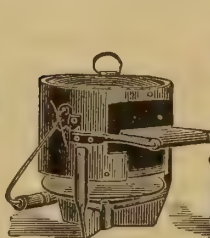
Double Seaming and Setting-Down Machine.

FIRE POTS

For Plumbers and Tinner's.



Complete.



TOP SECTION



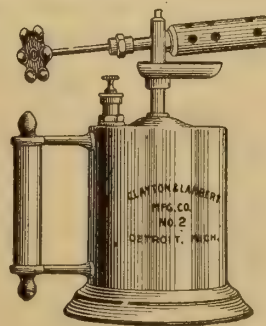
BASE

Top Section.

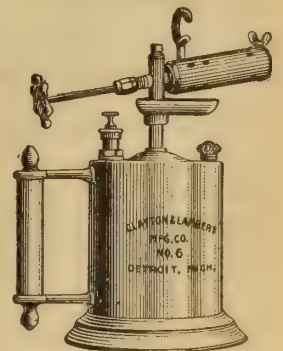
Base.

TORCHES

Tinner's, Plumbers', Painters' and Electricians'.



"All Right" Torch.



Combination Torch.

H. S. HOWLAND, SONS & CO., Toronto.

WRITE FOR
PRICES.

Graham Wire and Cut Nails are the Best.

OUR PRICES ARE
RIGHT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. E. MICHAUD & CO., general merchants, Laprairie, Man., have assigned to Bilodeau & Renaud.

Theophile St. Laurent, general merchant, Nicolet, Que., has assigned.

E. Bourque, tinsmith, Plessisville, Que., is offering 30c. on the dollar.

Gray & Co., general merchants, Dunroon, Ont., have assigned to Richard Lee.

I. Rosenstein, general merchant, Grand River, Que., is offering 35c. on the dollar.

A. Tessier, general merchant, St. Casimir, Que., has compromised at 25c. on the dollar.

A. Ballentine & Son, general merchants, Neepawa, Man., have assigned to C. H. Newton, Winnipeg.

A meeting of the creditors of Leblanc & Frere, sawmillers, St. Jovite, Que., will be held on February 24.

A meeting of the creditors of Irwin & Calcott, manufacturers brass goods, London, Ont., will be held on February 20.

V. E. Paradis has been appointed curator of G. E. Legare, general merchant, Lyster, Que., whose stock is advertised for sale.

PARTNERSHIPS FORMED AND DISSOLVED.

Brais & Co., blacksmiths, Montreal, have dissolved.

McNiece & Orchard, bicycle dealers, Montreal, have dissolved.

Burnside & Drummond, general merchants, Bothwell, Ont., have dissolved. Thomas Burnside continues.

Robert Wilson and E. W. Bray have registered partnership as general merchants and commission dealers, under the style of The Builders' Supply Co., Vancouver.

SALES MADE AND PENDING.

The assets of A. Leblanc, hardware dealer, Montreal, have been sold.

J. P. Clarke, general merchant, Exeter, Ont., is advertising his business for sale.

The Hamilton, Ont., Hardware Co., are advertising their stock, etc., for sale by tender.

The stock of A. I. Parker, general merchant, Riviere Beaudette, Que., has been sold.

Joseph A. Berube, general merchant, Lake Megantic, Que., has purchased the stock of E. M. Huot.

The assets of Alex. Blair and of E. Lecombe & Co., general merchants, Chicoutimi, Que., are to be sold on February 26.

The stock of P. G. McSween & Co., general merchants, Amherst, N.S., has been sold to Fellmore & Morris at 61c. on the dollar.

CHANGES.

R. Mellis, general merchant, Kippin, Ont., has sold out to John Balfour.

J. J. Lafrance, saddler, St. Eugene, Que., is giving up business.

W. J. Drummond, general merchant, Saturna Island, B.C., has gone out of business.

C. W. Higginson, general merchant, Holland's Mills, Que., is removing to Poltimore, Que.

John Vail & Co., general merchants, Newbury, Ont., have been succeeded by A. M. Vail.

Jones & Son, general merchants, Niagara Falls South, Ont., have been succeeded by M. C. Drew.

The estate of Oliver A. Burden, dealer in agricultural implements, Fredericton, N.B., has been closed up.

Thomas Shaw (The Marine Iron Works) Victoria, has sold out to The Victoria Machinery Depot Co., Limited.

FIRES.

J. Ehman, general merchant, Regina, N.W.T., has been burned out.

The premises of Wm. Smith, general merchant, Point Gatineau, Que., have been destroyed by fire.

Daniel Sullivan, general merchant, etc., Red Bank, N.B., has been burned out; insurance, \$3,000.

McLean, Holt & Co., iron founders, St. John, N.B., have suffered loss to their machine shop; estimated between \$1,000 and \$2,000; partially insured.

COLD STORAGE LINING.

Lockerby & McComb, 65 Shannon street, Montreal, have been appointed agents for the Dominion for the "P. & B." brand cold storage lining. This paper is waterproof and odorless, there being no tar in its composition; does not soil the hands in putting on. It is used extensively by all the cold storage plants in the United States, and is recommended by Prof. Robertson, of the Department of Agriculture, Ottawa, as the best lining paper for cold storage in use. Those putting up cold storage are advised to inquire from Lockerby & McComb as to the benefits and saving derived from using this paper.

NO DOUBT HE WAS HAPPY.

The following, which appeared in The Atlanta Constitution as a cheerful Christmas letter, is not so slow, and is worth repeating:

DEAR JOHN,—It is most Christmas. It will be here, if nuthin' happens, on the 25th of this month, as usual. John, this is wrote to tell you all the news at home. Your Uncle Bill is dead. So is your Aunt Jane. Also your two cousins air dead. Likewise Mandy Wilkins, what wuz goin' to marry you. Your father has broke his leg on a railroad, an' most of your friends air in jail for moonshinin'. Your farm and two mules was sold by the sheriff yesterday. Your dog, Watch, went mad Tuesday. John, I hope these few lines will fin' you well an' happy, an' I wish you a merry Christmas from the bottom of my heart.

CAPE BRETON COAL OUTPUT.

THE Montreal Gazette of February 13, had the following: "Mr. J. Brown, of Sydney, C.B., was in the city yesterday. He predicts that The Dominion Coal Co. will send a round million tons of coal to the St. Lawrence during the coming season of navigation. He adds that Upper Canadians can hardly realize the wonderful development that has taken place in Cape Breton since President Whitney's company got to work at Sydney. In 1893 they shipped 800,000 tons, and at no season up to the summer of 1899 did the output exceed more than 1,000,000 tons. This year the output will be away ahead of any previous season, for, during the month of January, which is the smallest month in the year for coal shipments, the company put out 100,000 tons.

"As just stated, the demand from the St. Lawrence ports of Montreal, Quebec, Three Rivers and Sorel, will be close on to 1,000,000 tons; the Maritime Provinces will take 500,000 tons, while the large quantity of 850,000 tons will go to the United States, some 600,000 going to Everett, Mass., alone. In September, the big steel works at Sydney will begin to take coal, and their requirements will be 1,000,000 tons. The estimated output for 1900 will, therefore, be 3,500,000 tons, and this will tax the Dominion Coal Company's productive power to the utmost, even including the pits now being opened. The large shaft which is being sunk will be used exclusively for the supply of coal to the Dominion Steel Works. It may also be stated that the fleet of steamers engaged in the Cape Breton and St. Lawrence coal trade will be largely increased during the coming summer."

GOAL WAR IN MANITOBA.

A war in coal prices is being waged between the mining companies in the eastern coal fields. The Roche Percee Colliery Co. and the Souris Coal Co. are the institutions most directly interested. Coal, which has been sold in Western Manitoba at about \$3 or \$3 50 a ton, is now on the market at about \$2. The war was instituted by the rivalry between the mining companies, and will probably benefit the coal consumers of Manitoba considerably, although many dealers who carried heavy stocks of Souris coal will lose heavily.—Moose Jaw Times.

THEY URGE TRADE TO PLACE ORDERS.

The Syracuse Smelting Works, Montreal, write: "We have purchased the supply of raw material that we expect to use this year, and we advise all our friends to place their orders promptly for any raw or manufactured material they may require in our line as we expect the prices to be considerably higher."

Your Summons.

Professor Tyndall once said the finest inspiration he ever had was from an old servant who knocked on his door every morning and called: "Arise, Sir! It is near seven o'clock and you have great work to do to-day." There is such a summons now going forth to every business man in Canada. The goddess Opportunity is knocking at your door and urging you to arise and claim your share in the great prosperity that is abroad in the land.

Your Opportunity

to secure your share is afforded in the advertising pages of the Special Number of **HARDWARE AND METAL**, which will be issued March 24. We will mail a copy of it to every hardware, paint and oil dealer, plumber and steamfitter, foundryman, machinist, etc., throughout the country.

Orders for space and copy for advertisements should be sent in immediately.

The MacLean Publishing Co., Limited

Montreal Toronto Winnipeg London, Eng.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, February 16, 1900.

HARDWARE.

THE volume of orders for spring shipment shows no let up, and buyers have evidently made up their minds that nothing is to be gained by holding back. All kinds of iron and hardware share in the inquiry, wire nails, cut nails, horse nails and horseshoes, screws, bolts, rivets, etc., being asked for. Shelf hardware, cutlery and sporting goods are not neglected either, and altogether a large spring turn-over is fully assured. Values, generally, are firm, and there are no indications of any change in a reverse direction at present.

BARBED WIRE—Prices are firmly held, and inquiry on spring account is good. We quote \$3.72½.

SMOOTH STEEL WIRE—There are numerous orders for April shipment, and prices are unchanged at \$3.45.

GALVANIZED WIRE—Business much the same. We quote: Nos. 6, 7 and 8 gauge, \$4.37½; No. 9, \$3.47½; No. 10, \$4.52½; No. 11, \$4.57½; No. 12, \$3.62½; No. 13,

\$3.72½; No. 14, \$5.12½; No. 15, \$5.42½; and No. 16, \$5.62½.

FINE STEEL WIRE—Business moderate and discounts the same, at 12½ per cent.

BRASS AND COPPER WIRE—Steady. Discounts are 50 and 7½ per cent. on brass, and 50 and 2½ per cent. on copper wire.

FENCE STAPLES—As last noted. We quote: \$3.75 for bright and \$4.35 for galvanized.

FINE STAPLES—Quiet, with coopers' staples firmer. Discounts are: Coopers' staples, 35 per cent.; poultry netting, 35 per cent., and electrical, etc., 35 per cent. off list.

WIRE NAILS—There is an active inquiry for future delivery. Prices are firm at \$3.45 for jobbing and \$3.35 for carlots.

CUT NAILS—Business fair on forward account, and prices steady at \$2.85 f.o.b. Montreal for jobbing parcels and \$2.75 for carlots.

HORSE NAILS—In fair request on forward account. Discounts are 50 per cent. on Standard, and 50 and 10 on Acadian.

HORSESHOES—In good request. We

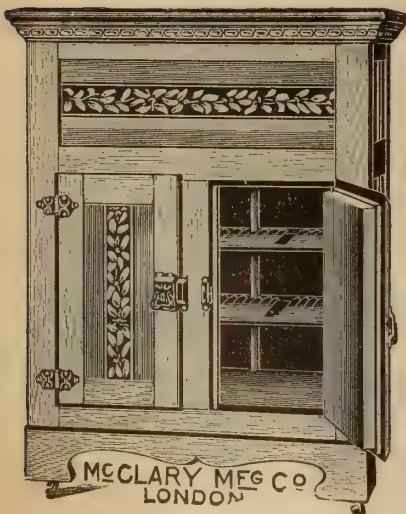
quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow shoes, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; X L steel shoes all sizes, 1 to 5, No. 2 and larger, \$4.20; No. 1 and smaller, \$4.45; feather-weight, all sizes, \$5.45; toe weight steel shoes, all sizes, \$6.55 f.o.b. Montreal.

SCREWS—Meet a good demand. We quote: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS—Are steady with a fair trade noted. Discounts are: Tire bolts, 60 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 52½ per cent.; nuts, square, 3½c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

The "Model" Refrigerators

MADE IN SIX SIZES.



Something New in Linings.

Cerite, a new composition and an improvement on... Charcoal Linings, is a **Non-Heat Conductor** and **Waterproof**.

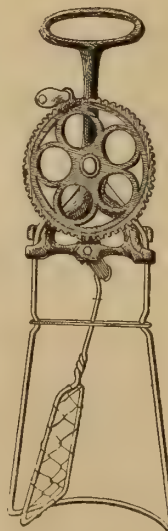
The **Metal Linings** prevent spilled liquids or moisture entering woodwork and thus avoiding the swelling of the joints and the souring of the woodwork.

A Great Accessory to Cleanliness.

is the removable ice box which can be easily scoured.

Finished in Natural Wood with Solid Bronze Locks and Hinges.

The "Lightning Express" an Egg Beater that Beats



Something New and Something Good

THE Surprise Egg Whip

Operated by a Gear instead of by the Hand.

Does the work with Greater Speed and Better Results.

EASILY CLEANED.

See the samples our travellers are carrying.

FOR PROMPT SHIPMENT ORDER FROM "McCLARY'S."

THE McCLARY MFG. CO.

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER

Apollo galvanized iron is
worth a profit to any work-
er—makes him a profit—an
extra profit. Works easier.

Apollo Iron and Steel Company
26 St Sulpice Street
Montreal

Cements { **PORTLAND
ROMAN
KEENE'S**

Bricks . . { **FIRE
BUILDING
PAVING**

Sand . . . { **SILICA FIRE
MOULDING
BUILDING**

F. HYDE & CO.

31 Wellington street, MONTREAL

English Castor Oil

GUARANTEED PURE.

Pharmaceutical, Tasteless, Cold Drawn
First Pressure
Second Pressure

In cases of 2 tins and in barrels. Stocked
by all Hardware, Oil and Color men.

The Hull Oil Manufacturing Co.

LIMITED

B. & S.H. THOMPSON & CO.

Agents for Canada

MONTREAL

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable
Castings, Boiler Tubes, Engine Cylinders, Hy-
draulic and other Machinery where great strength
is required; Strong, High Silicon Iron, for Foundry
Purposes.

RIVETS—A fair volume of business is
noted. Discounts are: Carriage section,
wagon box, rivets, etc. (steel), 60 per cent.
off the list; ditto (Norway iron), 60 per cent.;
black M rivets (steel), 55 per cent.; ditto
(Norway iron), 45 per cent.; iron burrs, 40
per cent.; copper rivets, 35 per cent.; bifur-
cated, with box, \$1.25; coppered iron rivets
and burrs, in 5-lb. carton boxes, 30c. per lb.

WRINGERS—A fair trade in these is
doing.

CORDAGE—Firm with a fair inquiry.
We quote: Manila, 7-16 and up, 15½
to 16c.; ¾, 16½c., and ¼ and 5 16,
17c. Sisal, 7-16 and up, 13 to 13½c.; ¾,
14c.; ¼ and 5-16, 14½c.

BUILDING PAPER—Meets a good demand.
We quote: Plain building, 30c. per roll;
tarred lining, 40c. per roll, and tarred roof
ing, \$1.60 per 100 lb.

CUTLERY—Demand for cutlery is of fair
proportions and prices are steady.

SPORTING GOODS—There is some inquiry
for firearms, etc.

FIREBRICKS—Without change at \$19 to
\$24 per 1,000, as to brand.

CEMENT—There was little change to
report. We quote as follows: Belgian,
\$2.10 to \$2.40; English, \$2.45 to \$2.60;
German, \$2.60 to \$2.80.

METALS.

Heavy material all continues firm and
there are few changes to report this week.

PIG IRON—This market remains firm,
the few sales of Summerlee that transpire
being at \$27.50 to \$28.00 ex store.

BAR IRON—This material continues firm
at \$2.40 to \$2.50 as to quantity.

BLACK SHEETS—For importation extreme
prices are asked, but spot prices are
unchanged. We quote: 8 to 15, \$3.10;
18 to 20, \$2.90; 22 and 24, \$2.95; 26,
\$3.10, and 28, \$3.15.

GALVANIZED IRON—The receipt of low
offers on this line from the United States
has not affected the market. We quote as
follows: No. 28 Queen's Head, \$4.75 to
\$5.00, and No. 26, \$4.50 to \$4.75; Comet,
No. 28, \$4.45 to \$4.70, and No. 26, \$4.15
to \$4.45.

INGOT COPPER—There has been no
further change in spot copper. We quote
17½c.

INGOT TIN—The firm feeling in the raw
material leads to continued strength. We
quote 32 to 33c.

LEAD—There has been an advance, round
lots costing \$4.60, and we quote \$4.75.

LEAD PIPE—Firm with prices steady. We
quote: 7c. for ordinary and 7½c. for com-
position waste, with 15 per cent. off.

IRON PIPE—Active and steady. We quote:
Black pipe, ¼, \$3.40; ¾ to ½, \$3.60; ¾,
\$4; 1, \$6; 1¼, \$7.60; 1½, \$9.75, and 2-in.,
\$13.35.

Galvanized Poultry Netting

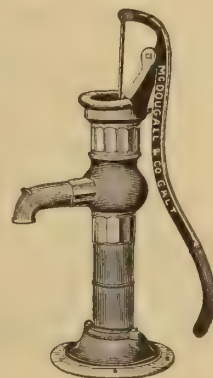
AND

**Henry Wright & Co's
Anvils and Vises**

IN STOCK.

A. C. LESLIE & CO.

MONTREAL.



**IRON AND
BRASS**

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can
supply your wants with
—quality the best and
prices right. Catalogues
and full information for a
request.

THE R. McDUGALL CO., Limited

Manufacturers,

Galt, Canada.

ADAM HOPE & CO.

30 JOHN STREET N.

Hamilton, Ont.

GALVANIZED SHEETS

"QUEEN'S HEAD"
"COMET"
"APOLLO B B"
"JUNIATA"

STEEL SHEETS

20 to 28 Gauge

TIN PLATES

CANADA PLATES

SHEET ZINC

RUSSIA IRON

NOVA SCOTIA STEEL Co.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

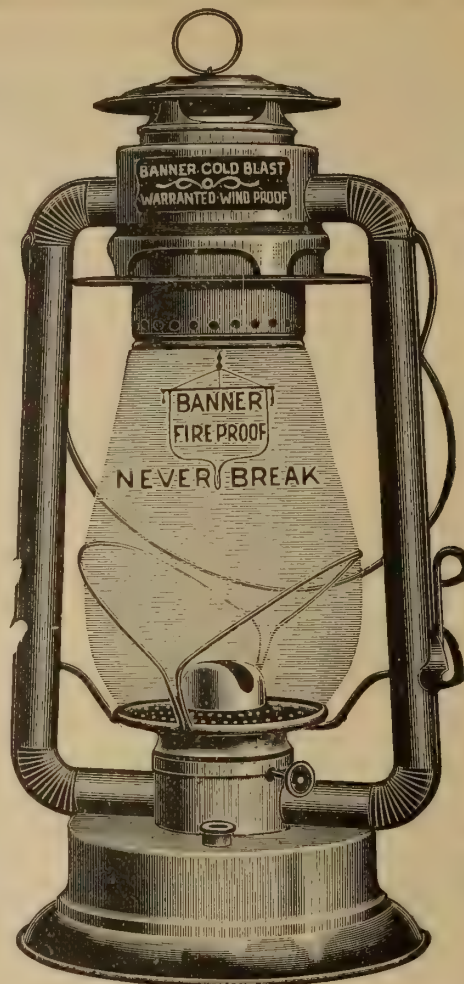
Open Hearth Steel

We are Offering

Window Glass, Paints, Oils, Cordage, Builders' Hardware, Wire, Wire Nails, Lawn Mowers, Harvest Tools, Spades and Shovels at closest prices.

OUR MOTTO:
PROMPT SHIPMENT, RIGHT PRICES.

JOHN BOWMAN
HARDWARE & COAL CO.,
....London, Ont.



**THE LATEST
THE BEST**

Banner Cold Blast Lanterns

(With Lead Globes)

**RADIANT LIGHT
WIND PROOF**

Sold only through the
jobbing trade.

Manufactured by

**The Ontario
Lantern Co.**

Hamilton, Ont.

TINPLATES—Demand maintained for import delivery. We quote coke \$4.50, and charcoal \$4.75.

CANADA PLATE—Owing to strong foreign advices values are stiff on this material. We quote: 52s, \$3.25; 60's, \$3.35; 75's, \$3.45; full polished, \$3.60; and galvanized, \$4.85.

TERNE PLATE—Has advanced 25c. per 100 lb. to \$8.75.

SWEDISH IRON—Strong, at \$3.75.

COIL CHAIN—Active and steady. We quote: No. 6, 12½c.; No. 5, 11c.; No. 4, 10½c.; No. 3, 10c.; ¼-inch, 8½c.; 5-16, \$6.00; ¾, \$5.40; 7-16, \$5.15; ½, \$5.00; 9-16, \$4.85; ⅜, \$4.80; ⅜, \$4.75; ⅞, \$4.75, and 1 inch, \$4.75.

SHEET ZINC—Values firm, at 6½ to 7c.

ANTIMONY—Firmly held, at 10¼ to 10½c.

SPELTER—Unchanged, at \$5.50.

GLASS.

The strength outside has not yet affected the spot market, but values are firm. We quote: First break \$2.00; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PAINTS AND OILS.

There has been another advance in turpentine, which is 3c. higher. The feeling is strong also in linseed, and higher prices

are probable. Red lead is firmer, and paris green is in active request for forward shipment. Chemical dry colors are higher all around in value, but mineral colors remain at last year's quotations. We quote:

WHITE LEAD—Best brands, Government standard, \$6.75; No. 1, \$6.37½; No. 2, \$6; No. 3, \$5.62½, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

DRY WHITE LEAD—\$5.75 in casks; kegs, \$6.

RED LEAD—Firm; casks, \$5.10; in kegs, \$5.35.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

PUTTY—We quote: Bulk, \$1.75; bladders, in bbls., \$1.90; bladders, in cases, \$2.05; in tins, \$2.15 to \$2.40.

LINSEED OIL—Raw, 66c.; boiled, 69c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 83c.; two to four barrels, 82c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—Firm; \$1.20 to \$1.40 per gallon.

CASTOR OIL—Firm; 7½ to 8c.

SEAL OIL—37½ to 40c.

COD OIL—32½ to 35c.

PARIS GREEN—Firmly held at the rise: 1-lb. packets, 19½c., and drums, 18½c.

NAVAL STORES—Fair demand for all lines, and prices show no change: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

PETROLEUM.

Prices advanced ½c.: "Acme," 18½c.; "Perfection" and "Silver Star," 17½c.; Canadian refined, 17½c., and Pratt's Astral, 22½c.

HIDES.

Lambskins have advanced to 90c. to \$1 each. Beef hides are steady: No. 1, 9c.; No. 2, 8c., and No. 3, 7c.

COAL.

Quiet. We quote: Stove, \$6; chestnut, \$6; egg, \$5.75; Scotch grate, \$6.25; Scotch steam, \$4.25 to \$4.75; Tower ports steam, \$3.75 to \$4.

MONTREAL NOTES.

Turpentine has advanced 3c. per gal. Cables from Belgium on window glass note continued firmness.

Linseed oil may go higher at any moment if foreign markets continue to stiffen.

There has been a change in the terms of delivery on linseed and turpentine at points between Montreal and Oshawa.

ONTARIO MARKETS.

TORONTO, February 16, 1900.

HARDWARE.

A FAIRLY active trade is still to be noted, and payments are, on the whole, satisfactory. There have not been many changes in prices during the past week, but the few that have taken place were all in the direction of higher values. Among the advances which may be mentioned are 5 per cent. in tea trays of English manufacture, $12\frac{1}{2}$ to 15 per cent. in maslin kettles, 20 per cent. in hay fork pulleys, $33\frac{1}{3}$ to 50 per cent. in garden syringes and spray pumps, 10 per cent. in Parker's coffee mills, and $1\frac{1}{2}$ c. per lb. in Hercules sash cord. Shipments of general hardware on Manitoba and British Columbian account are still a feature of the wholesale trade.

BARBED WIRE—Trade is quiet and prices firm and unchanged at \$3.72 $\frac{1}{2}$ Toronto for ordinary lots and \$3 47 $\frac{1}{2}$, f.o.b. Cleveland for carlots.

SMOOTH STEEL WIRE—Some shipments of oiled and annealed wire have gone forward during the week. Very little is being done in hay-baling wire, only a few shipments having been made. The base price is unchanged at \$3.45 per 100 lb.

GALVANIZED WIRE—Although business is not brisk, a few orders have been received during the week for future delivery. Prices at Toronto are: Nos. 6, 7, 8 gauge, \$4.40; No. 9, \$3.47 $\frac{1}{2}$; No. 10, \$4.55; No. 11, \$4.60; No. 12, \$3.62 $\frac{1}{2}$; No. 13, \$3.77 $\frac{1}{2}$; No. 14, \$5.15; No. 15, \$5.45; No. 16, \$5.65.

WIRE NAILS—Nothing new has developed in the wire nail trade, business still being fairly good and prices firm and unchanged. Base price, \$3.40 for carlots and \$3.50 for smaller quantities, f.o.b. Toronto, Hamilton and London.

CUT NAILS—Still quiet at the base price of \$2.85 f.o.b. Toronto, Hamilton and London.

HORSE NAILS—These are moving fairly well. Discount 50 per cent. on standard oval head, and 50 and 10 on Acadian.

HORSESHOES—Trade is keeping up fairly well. We quote f.o.b. Toronto, Hamilton, London and Guelph as follows: No. 1 and larger, light, medium and heavy iron shoes, \$4.05; snow shoes, \$4.30; light steel shoes, \$4.35; featherweight shoes, all sizes, \$5.60. No. 1 and smaller, light, medium and heavy iron shoes, \$4.30 per keg; iron snow shoes, \$4.55; light steel shoes, \$4.60; featherweight steel shoes, all sizes, \$5.60.

SCREWS—There is no change in the situation in regard to screws, the volume of business still being brisk and prices firm. We quote as follows: Flat head bright,

Eave Troughs

In a great variety of stock patterns—or any special pattern desired, made to order.

Conductor Pipes

Our Corrugated Expansion Pipe, in 10-ft. lengths, without cross seams, gives unequalled satisfaction—it is the best pipe made.

We sell these goods and all fittings for less than it costs to make them yourself.

Only best brands of Galvanized Steel Plate are used, and accurate fit is made a certainty.

You'll find Full Information in our Catalogue.

THE METALLIC ROOFING CO., Limited

1179 King St. W., TORONTO.

80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, $67\frac{1}{2}$ per cent.; flat head bronze, $67\frac{1}{2}$ per cent.; round head bronze, $62\frac{1}{2}$ per cent.

BOLTS AND NUTS—The feature of trade in this line is a new list of prices on both flat and round-head stove bolts. The advance, as noted in our editorial columns, is material. A fairly good trade is being done in both tire and stove bolts. We quote as follows: Norway bolts, full square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, $52\frac{1}{2}$ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, $52\frac{1}{2}$ per cent.; bolt ends, $62\frac{1}{2}$ per cent.; nuts, square, $3\frac{1}{2}$ c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

RIVETS AND BURRS—Trade is steady at unchanged prices. We quote as follows: Carriage section, wagon box, rivets, etc. (steel), 60 per cent. off the list; ditto (Norway iron), 60 per cent.; black M rivets (steel), 55 per cent.; ditto (Norway iron), 45 per cent.; iron burrs, 40 per cent.; copper rivets, 35 per cent.; bifurcated, with box, \$1.25; coppered iron rivets and burrs, in 5-lb. carton boxes, 30c. per lb.

WRINGERS AND WASHING MACHINES—A few wringers and washing machines have gone out during the week. The chief improvement was in the latter. Wringers are quoted as follows: "Leader," \$60 per doz.; "Royal Canadian," \$58; "Royal American," \$50. Prices are all f.o.b. Toronto, Hamilton, Brockville, and

Montreal. Discount, 45 per cent. Terms, four months, or 3 per cent. 30 days.

CHURNS—Some shipments have been made during the week. Discount on revolving churns is 58 per cent. from factory and 56 from stock at Montreal.

BUILDING PAPER—Business is fairly active and prices steady at the recent advance.

ROPE—The hemp market rules firm, but no change has taken place in the price of rope, in which trade is still only moderate. Base price for manila is $15\frac{1}{2}$ c. per lb., and on sisal, $12\frac{1}{2}$ c. per lb.

HARVEST TOOLS—A few orders have been booked during the week for all kinds of harvest tools and some shipments of manure forks have again been made. Discount, 50 and 10 to 50, 10 and 5 per cent.

SPADES AND SHOVELS—No shipments have yet been made, but further orders have been booked during the past week. Discount, 40 and 5 per cent.

BUILDERS' HARDWARE—A few shipments have gone forward, but the demand is not brisk.

SPORTING GOODS—Business in this line is flat.

CUTLERY—Some good sized orders have been received from the Pacific Coast during the week, but orders from points in Ontario are for small lots.

SCREEN DOORS AND WINDOWS—Orders are being freely booked, but no orders have yet been shipped.

GREEN WIRE CLOTH—Some orders have been booked, but no shipments are yet being made. We quote \$2 per 100 square feet.

POULTRY NETTING—Only a few orders have so far been taken, and some shipments

are being made of orders taken previously. Discount, 45 per cent.

AXLE GREASE—Prices are higher at \$5.50 to \$6 per gross according to quality and size of package.

TEA TRAYS—Jobbers in Canada here have been advised of an advance of 5 per cent in the price of tea trays of British manufacture.

MASLIN KETTLES—These have advanced 12½ to 15 per cent., the discount to the retail trade now being 60 and 10 to 65 per cent.

HAY FORK PULLEYS—An advance of about 20 per cent. has taken place in hay fork pulleys of both Canadian and United States manufacture.

COFFEE MILLS—The jobbing trade has been advised of an advance of 10 per cent. in the price of Charles Parker & Co's coffee mills.

GARDEN SYRINGES, ETC.—Garden syringes and spray pumps are costing from 33⅓ to 50 per cent. higher than they were a year ago.

SASH CORD—An advance of 1½c. per lb. is announced in the price of "Hercules" sash cord, compared with the prices ruling January 1. The price to the retail trade is now 24 to 25c.

CEMENT—While little is doing at present, the market is firm, as the indications point towards a brisk spring trade. We quote nominally in barrel lots: Canadian Portland, \$2.65 to \$2.90; Belgian, \$3 to \$3.10; English do., \$3.25; Canadian hydraulic cements, \$1 to \$1.10; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

The price of metals is still tending upward, and local quotations on tin and solder are higher. On tin the advance is 2c. per lb.

PIG IRON—The market keeps firm and prices unchanged. We quote as follows: No. 1 Hamilton, \$24 to \$25 per ton at the furnace; No. 1 Tonawanda, \$25.40 in bond, Toronto, and No. 2, \$24.40; No. 1 Southern, \$24 in bond, Toronto.

BAR IRON—Trade keeps brisk and prices unchanged at \$2.45 to \$2.50 base per 100 lb.

PIG TIN—There have been further sharp advances during the past week in the outside markets, and local quotations have risen 2c. per lb. in sympathy, figures to the retail trade now being 35 to 36c. The demand is good for both large and small lots.

COPPER—Ingot copper has ruled quiet during the past week, but sheet copper has been in good demand. We quote: Ingot, 19 to 20c. per lb., and sheet, 23 to 23½c. per lb.

TIN PLATES—There has been a good demand from stock, and some orders have

been booked during the past week for importation at the opening of navigation.

TINNED SHEETS—A fair demand is to be noted.

TERNE PLATES—These are still quiet.

BLACK SHEETS—The demand from stock is moderate. The base price is unchanged at \$3.50.

CANADA PLATES—Very few shipments are being made from stock. Orders are still being booked for import lots. We quote as follows: All-dull, \$3.25 to \$3.50; half-polished, \$3.35 to \$3.60; all-bright, \$3.85 to \$4.

GALVANIZED IRON—There is some movement, and inquiries for prices are becoming more numerous for import lots. We quote: 28 gauge British at \$5.10, and American at \$4.75; 28 gauge American is about equal to 26 gauge British.

BRASS—Is active in small lots.

SPELTER—Quiet, with prices unchanged at 7 to 7¼c. per lb.

ZINC—The movement in this line has been a little better during the past week. We quote: 7 to 7½c. for cask lots, and 7½ to 7¾c. for part casks.

PIG LEAD—A fair business is being done at 4¾ to 5c. per lb.

SOLDER—The movement keeps fair. We quote as follows: Half-and-half, 19 to 20½c.; refined, 19½ to 20c., and wiping, 19 to 19½c.

IRON PIPE—A good demand is still to be noted and prices are firm and unchanged. We quote as follows: Black pipe, ¼ to ¾ inch, \$3.60; ½ inch, \$3.70; ¾ inch, \$4.20; 1 inch, \$5.90; 1¼ inch, \$7.85; 1½ inch, \$9.75; 2 inch, \$13; 2½ ch, discount off to 6 in the list 45 per cent. Galvanized pipe is quoted as follows: ½ inch, \$6.50; ¾ inch, \$8; 1 inch, \$11.50; 1¼ inch, \$16; 1½ inch, \$20; 2 inch, \$28.50.

LEAD PIPE—A fair trade is still to be noted. We quote: Ordinary pipe, 7c., and waste, 7½c. per lb. Discount, 15 per cent.

RANGE BOILERS—Business moderate. We quote as follows: Galvanized, 30 gals., \$8; 35 gal., \$9; 40 gal., \$10; 150-lb. test boilers, 50c. less than above. Copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 15 per cent.

COIL CHAIN—Business has been brisk, although the demand is not as active as it was a week or two ago.

PAINTS AND OILS.

There is little movement of goods from jobbers' stocks, but the receipt of orders for spring delivery is remarkably large and gratifying. Prices continue to stiffen. Orange mineral is ½c. per lb. dearer on account of advances in England. Liquid paints have now stiffened to a uniform price. The \$1.10 price which some houses have been quoting is withdrawn, and \$1.20 is

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery.
6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:


JOHN FORMAN, 644 Craig Street
MONTREAL



COVERT MFG. CO.
West Troy, N.Y.
DERBY SNAP.
With Plated Rust Proof and Guarded Spring
"THE LATEST AND BEST."
For Sale by all Jobbers at Manufacturers' Prices.



PRIEST'S CLIPPERS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA



COATES' CLIPPERS
HAND AND POWER, easiest running made. Manufactured in every style and variety. Our power machines will meet every requirement. Our flexible shafts are tempered steel, and will not heat. 1899 catalogue ready.
Coates Clipper Mfg. Co.
WORCESTER, MASS.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cast in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

TINSMITH'S TOOLS WANTED.

WANTED—A SECOND-HAND SET OF TINSMITH'S tools. Send list and lowest price. C. M. Irwin, Arthur, Ont.

SITUATION WANTED.

HARDWARE SALESMAN; FIVE YEARS' experience; have taken six months' course in Central Business College, Stratford; strictly temperance; good reference. Apply W. J. Bragg, Stratford. (7)

FOR SALE

In the flourishing town of Seaforth, Ontario, that old-established HARDWARE AND STOVE BUSINESS of Johnson Bros., lately conducted by Mr. D. W. Johnson, deceased. This affords a rare opportunity for anyone wishing to engage in this line of business. Stock is largely staple and amounts to about \$14,000. Full particulars will be furnished upon application to

J. C. SMITH,
Box. 453, SEAFORTH.

asked by all houses here but one, whose price is \$1.30 straight. Turpentine and linseed oil maintain their present high price, and some dealers look for higher. We quote:

WHITE LEAD—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½; No. 3, \$5.75; No. 4, \$5; dry white lead in casks, \$5.75.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE AND ORANGE MINERAL—Litharge, 6 to 6½c.; orange mineral, 8 to 8½c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22½c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$1.90; bladders, in 100 lb. kegs, \$2.05; bulk, in bbls., \$1.75; bulk, in less quantities, \$1.90.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PARIS GREEN—Petroleum, bbls., 18c.; arsenic, kegs, 18¼c.; drums, 50 and 100 lb. 18¾c.; drums, 25 lb., 19¼c.; tins, 1 lb., 20¾c.; tins, ½ lb. 22¾c.; packages, 1 lb., 19¾c.; packages, ½ lb., 21¾c.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

SEAL OIL—54c. per gallon, and yellow seal at 45c.

CASTOR OIL—East India, in cases, 9 to 9½c. per lb. and 9½ to 10c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 65c.; boiled, 68c.; 5 to 9 barrels, raw, 64c.; boiled, 67c.; 10 to 19 barrels, raw, 63c.; boiled, 66c. To outside points, 2c. more is charged.

TURPENTINE—Single barrels, 81c.; two to four barrels, 80c., freight allowed; in less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged. To outside points 2c. more.

GLASS.

The stiffness in Belgium continues, and some local houses, which have been taking import orders are withdrawing their quotations until the market there is more settled. There is little movement from stock, but prices are very firm. We quote: Star, first break in 50-foot boxes, \$2.15, and in 100-foot boxes, \$4; double diamond under 25 united inches, \$6, Toronto Hamilton and London; terms 4 months or 3 per cent, 30 days.

84,000 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

For sale all over the World



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass.** Also of a durable, highly-polished material called "**MARBLETT**," suitable for Advertising Tablets, Signs, Facias, Direct on Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street London, E.C.—128 Hope Street, Glasgow 12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No 68 St Helens.

OLD MATERIAL.

There is a fair movement. Prices are steady. We quote jobbers' prices as follows: Agricultural scrap, 70c. per cwt.; machinery cast, 70c. per cwt; stove cast scrap, 45c.; No. 1 wrought scrap, 65c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 10½c.; heavy copper, 14c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, 11c.; scrap lead, 2¾c.; zinc, 3c.; scrap rubber, 6c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c per 100 lb.

HIDES, SKINS AND WOOL.

HIDES—There is an active demand. Deliveries keep fair at firm prices. We quote: Cowhides, No. 1, 9½c.; No. 2, 8½c.; No. 3, 7½c. Steer hides are worth ½c. more. Cured hides are quoted at 9¾c.

SKINS—Conditions are unchanged. We quote: No. 1 veal, 8-lb. and up, 11c. per lb.; No. 2, 9c.; dekins, from 40 to 45c.; culls, 20 to 25c. Sheep and lambskins are selling at \$1.10 to \$1.15.

WOOL—Prices are easy, yet there is no likelihood of there being any material change for some time. We quote: Combing fleece, and clothing wool, at 19 to 20c. and unwashed at 12c.

SEEDS.

The keen competition of buyers for fancy red clover suitable for export has so influenced prices that \$6 can be easily secured for fancy grain of large grain and pure color. There is no advance in ordinary red clover, which is quoted all the way from \$5.25 to \$5.75. Some occasional lots of alsike have been bought at \$4.50 to \$6.50 at outside points. Much of the timothy offering is so full of noxious weed seeds that it is unmerchandiseable. For good stock, sellers could get \$1 to \$1.25 aboard cars outside for good to choice machine-threshed, and \$1.50 to \$2 for bright, unhulled, flail-threshed seed.

PETROLEUM.

There is a good business being done. We quote: Pratt's Astral, 20c. in bulk (barrels, \$1 extra); American water white, 20c. in barrels; Photogene, 19c.; Sarnia water white, 18½c. in barrels; Sarnia prime white, 17c. in barrels.

COAL.

Prices are steady, and are likely to continue so for some time. The demand keeps brisk and deliveries are more regular. We quote anthracite at Buffalo and bridges for immediate delivery as follows: Nut, \$5 per gross ton, or \$4.46 per net ton; egg

and stove, \$4.75 per gross ton, or \$4.24 per net ton; grate, \$4.50 per gross ton, or \$4.01 per net ton.

MARKET NOTES.

Solder is ½c. per lb. dearer.

Castor oil is ½ to 1c. per lb. dearer.

Axle grease is dearer at \$5.50 to \$6 per gross.

Pig tin is quoted 2c. higher at 35 to 36c. per lb.

Orange mineral is ½c. per lb. dearer. It is now quoted at 8 to 8½c. per lb.

H. S. Howland, Sons & Co. have passed into stock a line of gasoline torches adapted for plumbers', tinnern', roofers' and electricians' use.

COALITINE.

A preparation of Scottish production which should have a good sale in Canada is Coalitine, made by The Coalitine Co., Scotland. It is claimed that by treating coal with this substance, a saving of over 33 per cent. is made in the consumption of coal, while at the same time it decreases the tendency to form clinkers, to make smoke and to leave a residue in the furnace. The agent for this preparation for Canada is James Ritchie, 15 St. John street, Montreal, from whom full particulars concerning it can be secured for 5c. by anyone desiring a local agency.

THE WAR AND IRON.

Late mail advices from Great Britain state that the war news has seriously checked business in the iron and metal markets. Nevertheless even under the existing circumstances the situation appears to be considered satisfactory, for makers generally are well sold for the next month or so, and there is next to no stocks on hand.

In Wales, owing to the difficulty of procuring regular supplies of coal, the production of unplate for the month is said to be below what it ought to be, and buyers generally complain that orders are very much in arrears.

The demand for tin and terne plates is good and prices are firm with a strong upward tendency.

ADVANCE IN MASLIN KETTLES.

An advance of 12½ to 15 per cent. has taken place in Maslin kettles, which are used for preserving, the discount is now 60 and 10 to 65 per cent. off the list.

C. M. Irwin, hardware merchant, Arthur, Ont., wants to purchase a second-hand set of tinsmiths' tools.

MANITOBA MARKETS.

WINNIPEG, February 12, 1900.

THE weather all week has been cold, the coldest of the season, the thermometer having registered 36 deg. below. Business has been unusually good for February, although collections are still very slow. The price list for the week shows quite a number of changes, and all in the line of advances. The advance in axes is very marked, and also in shot, horseshoes, Canada plates, linseed oil and turpentine. Many hardware merchants are expected in town for bonspiel week, and no doubt considerable business will be done and more planned for. The price list for the week is as follows :

Barbed wire, 100 lb.	\$4 00
Plain twist	4 00
Staples	4 50
Oiled annealed wire	4 12
"	4 19
"	4 25
"	4 40
"	4 52
"	4 65
Wire nails, 30 to 60 dy, keg.	4 00
" 16 and 20	4 05
" 10	4 10
" 8	4 15
" 6	4 30
" 4	4 35
" 3	4 40
Cut nails, 30 to 60 dy.	3 40
" 20 to 40	3 45
" 10 to 16	3 50
" 8	3 55
" 6	3 60
" 4	3 90
" 3	4 15
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1.	4 90
No. 2 and larger	4 65
Snow shoes, No. 0 to No. 1.	5 15
No. 2 and larger	4 90
Steel, No. 0 to No. 1	5 20
No. 2 and larger	4 95
Bar iron, \$3.10 basis.	
Swedish iron, \$5 basis.	
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	4 25
18 to 22 gauge	4 50
24 gauge	4 75
26 gauge	5 00
28 gauge	5 25
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, IC charcoal, 20 x 28, box	11 00
" IX	13 00
" IXX	15 00
Ingot tin	36
Canada plate, 18 x 21 and 18 x 24	4 00
Sheet zinc, cask lots, 100 lb.	9 00
Broken lots	9 50
Pig lead, 100 lb.	4 50
Wrought pipe, black up to 2 inch	50 and 10 p.c.
Over 2 inch	45 p.c.
Rope, sisal, 7-16 and larger	13 50
" 3/4	14 00
" 1/2 and 5-16	14 50
Manila, 7-16 and larger	16 00
" 3/4	16 50
" 1/2 and 5-16	17 00
Solder	23
Cotton rope, all sizes, lb.	16
Axes, chopping	\$ 7 00 to 12 00
" double bits	12 00 to 18 00
Screws, flat head, iron, bright	75 and 10 p.c.
Round	70 p.c.
Flat " brass	70 p.c.
Round " "	60 and 5 p.c.
Coach	57 1/2 p.c.
Bolts, carriage 5-16 and smaller	42 1/2 p.c.
3/4 and larger	37 1/2 p.c.
Machine	45 p.c.

Tire	55 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	37 1/2 p.c.
Copper, No. 8, lb.	33 1/2 c.
Spades and shovels	40 p.c.
Harvest tools	50, 10 and 5 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 65
No. 1	1 25
Linseed oil, raw, per gal.	70
" boiled	73
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	40 p.c.
C.F. pistol	10 p.c.
C.F. military	Net.
Loaded shells, Robin Hood, M	\$20 00
Eley's soft, 12 gauge	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
American, M	16 25
Shot, Ordinary, per 100 lb	6 25
Chilled	6 75
Powder, F.F., keg	4 75
F.F.G.	5 00
Robin Hood	10 00
Tinware, pressed, retinned	75 and 2 1/2 p.c.
" plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.
Turpentine, by barrel	84c.
Less than barrel	89c.

CATALOGUES, BOOKLETS, ETC.

IVER JOHNSON CYCLES, 1900.

Iver Johnson's Arms and Cycle Works, Fitchburg, Mass., have issued their 1900 catalogue. Their list for the year includes, as well as their old, well-tried patterns, chainless, cushion frame and coaster brake models. As their firm make nothing but what can be depended on, their new catalogue should be gotten by bicycle dealers generally, as their range of prices is very attractive.

THE ERICSSON SERIES.

The Ericsson Telephone Co., 296 Broadway, New York, have started to issue a series of booklets dealing with the use of the telephone throughout the world, and the particular usefulness of the Ericsson 'phone. Part 2 of volume 1 contains an interesting account of the competition which led to Stockholm, Sweden, having more telephones than any city in Europe. This series is worth writing for.

DAVIDSON'S CALENDAR FILE.

The unique calendar file issued by The Thos. Davidson Manufacturing Co., Limited, of Montreal, of which mention has already been made in these columns, has met with such unlimited approval on the part of the trade that the firm has been compelled to get out three different lots, having received inquiries therefor from all parts of Canada and many parts of the United States. A post card will secure to any reader of **HARDWARE AND METAL** a copy of this calendar.

Wilson, Rousseau & Co., have started as hardware dealers in Montreal.

PURE PARIS GREEN

The Pure Paris Green manufactured by the

CANADA PAINT COMPANY

LIMITED

is made from a formula which gives it the highest possible place as an insecticide. As the

CANADA PAINT COMPANY

LIMITED

manufacture direct from the essential chemicals they guarantee a uniformly superior article, and always

In
Advance
of the
Government
Standard.

THE CANADA PAINT COMPANY

LIMITED

The only manufacturers in Canada of

PURE PARIS GREEN

THE PATENT FRONT DRAW-OUT GRATE

OF THE NEW

IMPERIAL OXFORD

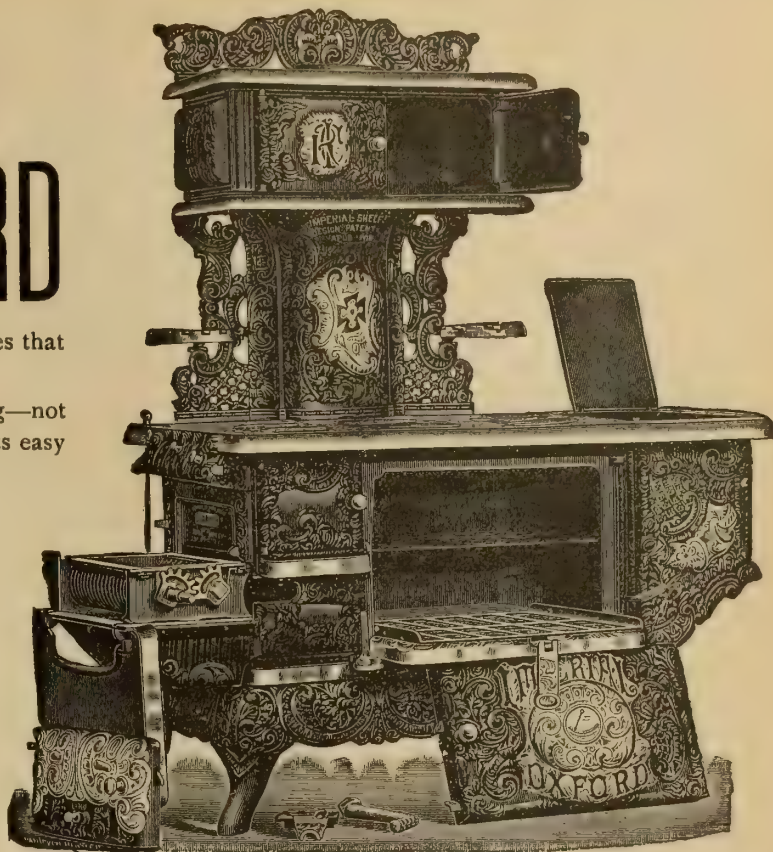
is one of the special features that give it precedence over all other Ranges.

This arrangement is of special advantage, as nothing—not even the warping of the frame—can interfere with its easy working. The

**DIFFUSIVE FLUE CONSTRUCTION
DRAW-OUT OVEN RACK and
OVEN THERMOMETER**

are other improvements that have made the Imperial Oxford popular—the success of the season.

If you're not handling them, write for price list—they're wonderful sellers.



The Gurney Foundry Co., Limited, Toronto

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

WINNIPEG AGENTS: 155 and 157 Lombard St.

VANCOUVER AGENT: C. A. GODSON, 151 Hastings St.

One of the Strongest Proofs

of the popularity of "Plymouth" and an undeniable confession of its superiority, is that some twine manufacturers represent their twine to be "just as good" as "Plymouth."



They recognize that the trade looks up to "Plymouth" as the standard of excellence, and any twine guaranteed equal is more easily sold, but "guaranteeing" and "representing" will not make an inferior twine as good as "Plymouth."

PRUDENT PEOPLE PREFER "PLYMOUTH."

DISTRIBUTORS:

Plymouth Binder Twine Agency,

54 BAY STREET, TORONTO.

THE ADVANCE IN TIN.

TIN continues to be one of the most interesting features of the metal market, prices between February 7 and February 13 advancing £1 5s. per ton in London and 25c. per 100 lb. in New York.

Since the beginning of the year there has been a swing in values of £24 17s. 6d. the ton at the former and \$5 per 100 lb. in the latter market. Speculative operations have had a good deal to do with the recent upward tendency of the metal, though the steady appreciation in values has not lacked more substantial foundation in the shape of legitimate demand.

Opinion differs as to whether the market has reached top values or not. Those who take a negative view contend that the quantity held for delivery during the present and next month on speculative account is large.

At present values, or even below them, the profits that would accrue through realization would be substantial, and, it is believed, that these speculative holders will not be able to resist the temptation of taking profits on every opportunity that offers. Such a movement will be apt to check any further upward tendency, and also be instrumental in causing some withdrawal of buyers from the markets.

In this event a decline in values would be inevitable unless the speculative element resort to the extreme measure of buttressing the market against a downward movement. This is a rather difficult operation, without a certain proportion of legitimate demand on which it can be based.

On January 31 the total visible supply was 17,771 tons, as against 16,368 tons a month previous.

DISCOVERY OF CANADA.

We have made greater strides than Canada, but Canada is now moving along the same lines to populousness and prosperity, and is showing remarkable progress. Canada is highly favored under its union with Great Britain. She has all the powerful protection of the crown, and it does not cost her a penny. Canada regulates her trade with Great Britain just as independently as she does with any other nation, and provides her own Legislature. She has really protection and independence coexisting. Our facilities for putting Canada's products in all markets reached by our steamship lines are excellent, and Canada avails herself of those advantages in no small degree. Canada is a wonderful country in minerals and lumber, in fisheries, in stockraising, in agriculture, in furs, and the development in the fields has scarcely begun, and the territory is as yet sparsely

settled, but population is seeking its boundaries largely, and the coming year must show a material increase.—New York Stockholder.

NEW YORK METAL MARKETS.

PIG TIN—The market was spiritless, but prices were held very steady at about 30¼c. for five-ton lots, and the same price for current month delivery. Distant future deliveries, from May forward, were offered 28.90c. downward, according to position, but found very few buyers. In the London market there was about £1 5s. per ton advance.

COPPER — The market remains very steady, with prices on the basis of 16¼c. for Lake Superior ingot, 16 to 16½c. for electrolytic and 15¾ to 16c. for ordinary casting stock.

PIG LEAD — Common domestic is still quoted at 4.70 to 4.80c. according to brand and quantity, with very fair movement, chiefly of moderate quantities.

SPELTER — Prices are barely steady at 4.70 to 4.80c., as to quantity and delivery, but moderate quantities only are being sold here. The demand is moderate also.

The London cable to the exchange quoted £22 10s. for g.m.b.

ANTIMONY—Regulus is steady at 9¾ to 11c., according to brand and quantity.

TINPLATE—Business in American plates continues good, and prices remain firm.

IRON AND STEEL—A good general business is being effected, and prices for both crude and finished remain steady.—New York Journal of Commerce, February 15.

MERCHANT AND NEWSPAPERMAN.

Mr. John F. James, general merchant and publisher of The Review, Bridgeburg, Ont., was in Toronto on Thursday and Friday, of last week, attending the meeting of the Canadian Press Association. After attending his duties as a newspaperman he put in a few hours attending to matters appertaining to his general store.

Mr. James has recently purchased a nice building site in Bridgeburg, and purposes erecting thereon a new store, 20 x 80 feet. It will be three storeys with basement, and will be built of blue flint stone. An elevator in the rear will be among the modern appurtenances which the store will possess. The whole of the building will be devoted to business purposes. Building operations have already begun, and the new store will be ready for occupancy next fall.

SWEDISH STEEL FOR HORSE NAILS.

The Canada Horse Nail Company received last month, direct from Sweden, a shipment of ten carloads of Swedish charcoal steel nail ends for the manufacture of their "C" brand horse nails.

THE PARIS GREEN SITUATION.

It is understood that there will only be one firm in Canada to manufacture paris green this season.

The price this season is high, but it is only what is to be expected in view of the cost of arsenic and sulphate of copper.

The figures now quoted are likely to hold. If any change does take place it will more probably be, as far as HARDWARE AND METAL can learn, in the direction of higher rather than of lower prices.

A week or two ago there was some cutting of prices in New York, which somewhat threatened to disturb the Canadian market. But the Government standard for paris green in Canada is so high that importers are somewhat chary about placing orders for the imported article on account of its inferior quality.

From what we can gather, stocks of paris green in Canada are light.

ADVANCE IN MARKED BARS IN ENGLAND.

The advance in prices, which was prophecied on all hands, was notified last week by the Midland association of bar iron makers. Unmarked bars are now selling at £10 10s., an advance of 10s., and it may be taken that, before many days have passed, the price will go up to £11. There was a strong movement to fix it at £11 last week, but it was felt that these sudden changes in contract prices were highly inconvenient, and that 10s. would probably meet the case for the moment. It is also probable that the marked bar price will be advanced by 10 or 20s. in the next few days. Meantime, the accountants' return of the selling price of iron, made by 12 selected firms under the Midland Iron and Steel Wages Board, has been received. The certificate showed the average net selling price to have been £8 3s. 9d., compared with £7 12s. 1d. during September and October, an advance of 11s. 8d. Puddlers' wages, in consequence, have been advanced to 9s. 9d. per ton, and millmen's wages in proportion—that is to say, 7½ per cent. advance, from February 5 to April 7, next. Although this advance is so marked, yet it is well to observe that the output in the last two months was only an increase of 103 tons, another indication pointing to the conclusion that we are near the end of our tether in the supply of raw material.—Hardwareman, February 3.

RETAIL MERCHANTS OF PETERBORO'.

A branch of the Retail Merchants' Association of Canada, was organized in Peterboro' on February 12, with the following officers:

President—Robert Fair.
First Vice-President—Jas. Connal.
Second Vice-President—Jas. Lynch.
Secretary—W. A. Cressman.
Treasurer—Alex. Gibson.

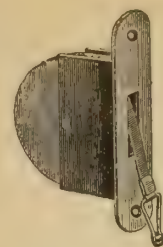
PRICE OF LAWN MOWERS IN ENGLAND.

As will be gathered from our report of the council meeting of the National Hardware Association, the difficulties of the lawn mower trade are not small. It was felt by the members of the council that larger discounts must be secured from the prominent lawn mower manufacturers. The present discount is only 17½ per cent. on the gross, by no means a satisfactory return when we remember the risks involved in a bad season. Twenty per cent. in the net would be a more adequate remuneration. The undercutting by the stores is also another factor in the situation, and continues notwithstanding the well meant efforts of the lawn mower manufacturers to preserve a uniform discount. The introduction of the American lawn mower is also felt to be an effective influence upon the trade. An interesting difference of opinion developed itself at the council meeting as between Mr. Hussey, of Croydon, and Mr. Flowers, of Richmond. Mr. Hussey found that practically no American lawn mowers were sold in his district, whilst Mr. Flowers pointed out that he was selling two or three American lawn mowers to one of English make. The National Hardware Association has to be congratulated on taking up the question in such a practical shape, and we have no

doubt the Ironmongers' Federated Associations will gladly cooperate.—Hardwareman.

UNITED STATES AND CANADIAN COMMERCE.

"The good times prevalent in this country," says The Kansas City Journal, "seems to have bubbled over the border and spread themselves out over our neighbor, Canada. Prosperity, like the measles and some other things, seems to be 'catching'; at least, where two peoples are associated so closely together geographically and otherwise as ourselves and the Canadians they usually prosper or suffer simultaneously. The evidence of the Dominion's present healthy condition is supplied by the record of her foreign trade. The official figures for the last six months of 1899 show a large increase over the corresponding part of 1898 and an unprecedented total of imports and exports together. The business of the half year was at the rate of about \$408,000,000 annually. That would be about 20 per cent. of the foreign commerce of the United States, and the population of the Dominion is equal to only about 7 per cent. of the number of inhabitants in this country. If our foreign trade had been as great last year as that of Canada, relatively to the population, the total would not have been less than \$6,000,000,000."



Pullman Sash Balance Co.

Makers of the

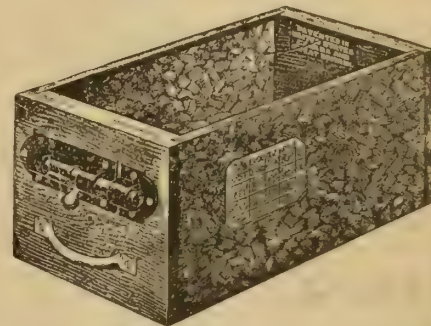
**"Pullman"
Hardware
Specialties**

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

THE HARDWAREMAN OF DUNDALK HAS PUT IN 592



BENNETT'S SHELF BOXES

and endorses them thus:

Dundalk, Ont., Feb. 13, 1900.

To J. S. Bennett,

Dear Sir.—Boxes to hand and all in place. Fit like a glove. They are all you claim them to be and much more. They are handy, clean and neat, and have an elegant appearance. Enclosed find cheque for same.

Yours, J. GARDINER.

Boxes made to fit your present shelving. Full particulars from

J. S. BENNETT, 20 Sheridan Ave., Toronto.

ON CHAIN AND CHAINLESS WHEELS!

Open Confession from the Largest Makers in the World
Settles the Tire Question Satisfactorily.

The American Bicycle Company are the largest makers of bicycles in the two hemispheres. On page 18 of their "Crescent Bicycles for 1900," they sum up the conclusion drawn from many years' experience of their predecessors:

"The ease with which the Dunlop Detachable Tire can be handled and repaired makes it a favorite with riders, as no tools are necessary to attach to or remove these tires from the rim.

"We recommend their use exclusively on chainless models as a puncture does not necessitate the removal of the wheel from the frame in order to make a permanent repair, and the adjustment of the wheel need not be disturbed.

"Dunlop Tires will be our regular equipment, unless otherwise specified."

Further they say:

"We feel confident the tire equipment which we have selected will meet with the undivided support of every rider."

DUNLOP TIRES are
BEST
for every bicycle.



It's the regular equipment of
every good wheel.

Honest materials, skilful
workmanship, straight
guarantee.

"These are the Only Tools You'll Need."

THE DUNLOP TIRE CO., Limited, TORONTO.

MONTREAL.

ST. JOHN.

WINNIPEG.

VANCOUVER.

TIN CANS AND BOXES.

THE chief use of tinplates is in the manufacture of cans, boxes and other packages. It is surprising how many articles of commerce are packed in tinplate packages. Groceries, proprietary articles, tobacco, cigars, calcium carbide, typewriter ribbons, blacking—in fact, it would require a column to enumerate all the articles which are being put in tinplate packages. The kind of wood used in cigar boxes is growing scarcer and scarcer, and even the best is by no means so well suited for the purpose as tinplate. Such groceries as coffee, tea, spices and many others are best packed in tin.

Tinplate boxes are, by special process, made from pieces of tinplate which have been first lithographed with beautiful designs in colors, so that the attractive package makes a ready seller, and the housewife frequently buys a tin box of tea or coffee in order to get the box. Proprietary medicines are being packed more and more in tin. A handsomely decorated tin box helps the sale of such an article wonderfully, and in every case the substitution of a tin box for a paper or wooden package has resulted in greatly increased sales. The cost is very small.

Thus, one can buy a dozen 2-grain quinine pills neatly put up in a tin box with sliding cover and having an even dozen little depressions in the bottom, one for each pill, for a nickel. The outside carries a design. To make such a box, including waste, requires only about $5\frac{1}{2}$ square inches of tinplate. Twenty-six boxes may be made from one square foot, and as such small boxes are made from tinplate much thinner than the ordinary gauge the cost of the tin in such a box, including waste, is less than 1-13c.

The manufacture of boxes and cans from tinplate has been made wonderfully economical by the invention of machinery to do all the work. There is practically no labor involved but tending the machines. In a can factory the sheets are fed into machines, and from that point the material is not touched by human hands until the finished can has been produced and tested for leaks. Where the canning establishment makes its own cans it is the practice with a number of products to do the cooking or "processing" right in the can, and in any case the cans are made, tested, filled, sealed and labeled without being touched by a hand. There are can factories which will turn out 1,000,000 or more of the regular sizes of cans in a day, and, of course, it will be seen that the cost must be very small.

The most common size of can used for fruit and vegetables is the No. 2, or 2-lb. can. It is about $3\frac{1}{2}$ in. in diameter and

$4\frac{1}{2}$ in. high. Including the waste, which in ordinary cans can be reduced to from 3 to 5 per cent., it takes only about $\frac{1}{2}$ square foot of tinplate to make a No. 2 can, the cost being thus, at the present market price of tinplate, about 1c. The cans are sold complete at from \$1.80 to \$1.90 per 100, allowing the can manufacturer only a fraction of a cent for his solder, fuel, wear and tear on machines, handling and the loss from occasionally defective ones.

Standard 1-lb. cans cost only from \$1.25 to \$1.35 per 100. The lowest price on record for tinplate was made in the summer of 1898, when the price touched \$2.60 a box. At that time the quantity of tinplate required to make a No. 2 can cost only $5\frac{1}{2}$ mills. The advance since then has amounted to $4\frac{1}{2}$ mills per can, or 45c. per 100 cans. Even when imported tinplate was used exclusively in the United States and prices were considerably higher than they are now, the tinplate required for a No. 2 can cost only about $1\frac{1}{4}$ cents.

Canned corn is now quoted wholesale at from 60 to 70c. a doz. for the 2-lb. size. Canned tomatoes are still cheaper, so that the cost of the tinplate in a can of corn or tomatoes is only from a fifth to a sixth of the wholesale price of the article, or from an eighth to a tenth of the retail price. In the case of the more expensive articles, such as peas, peaches, fish and meat, the cost of the tinplate sinks to almost infinitesimal proportions.—Pittsburgh Despatch.

IT PAID TO BE CHEERFUL.

A manufacturer of Kensington tells this true tale: "Fifteen years ago I was very rich, but ten years ago there came a time when it seemed that I'd surely fail. One day when a smash appeared a certainty I walked down Chestnut street towards the wool warehouses, blue, blue as indigo, but I braced up and put on a cheerful air. Just then a man I knew came in and said: 'Say, Bill, what makes you always look so cheerful? Don't you ever have any trouble at all?' 'Oh, yes,' said I, jollyng a little; 'but to look blue doesn't do any good, etc.' 'Well,' this fellow said, 'I'll tell you what I'm going to do. I've got \$25,000 lying idle, and I'm going to get you to invest it for me. You're so well off, so lucky in business always, and so blamed cheerful, I'm sure nothing ever fails with you, and I want you to invest this money any way you please, and I won't even ask you how you did invest it.' Well, I took this man's money. It was just the amount my tottering business needed. A year later times and prices were vastly better, and I paid the \$25,000 back with interest at—what do you think?—9 per cent."—Philadelphia Record.



HORSESHOES TO CONSUMERS.

Editor HARDWARE AND METAL,—In last week's issue of HARDWARE AND METAL, there is, I notice, an article on jobbers supplying blacksmiths with horseshoes direct, at the same price as they supply the retail hardwaremen. The complaint is not without cause. You also ask for a remedy, and how it can be avoided.

One way that it can be avoided is to strike those firms off the jobbers' list who sell to consumers instead of to dealers, and treat them as retail hardwaremen, which some of them really are.

What should a traveling retail firm, supplying blacksmiths with one dozen shoes, two or three rasps and a farrier's knife, with a few bars of iron, be called? What are such men but retailers, in every sense of the word? Still, they are on the jobbing list, and the most summary method of stopping it is for manufacturers to strike them off the list.

Another method, and one that is bound to come into general use, is for the manufacturer to sell direct to the retailer, giving all one price, and so doing away with the jobber altogether. That is what the trade is coming to, and the sooner the better.

Another thing that should be looked into is the fact that these traveling retailers, who sell to consumers, are violating or breaking the terms on which they get their commercial travelers' certificates, for the contract states distinctly that they must not sell to consumers, which a blacksmith certainly is; you could not class him as a dealer or manufacturer. And these travelers who violate the terms on which they received their certificates, should not be allowed to retain them. I hear also that some houses are in the habit of sending two travelers over the same ground. One calls on the retail hardware trade, the other on the consumer, who should be the retail hardwareman's customer. Is it any wonder then that the retail man is kicking, and some day he will kick the jobbers over the traces altogether?

A MANUFACTURER
selling only to the retail trade.

NEW STORES STARTING.

The Listowel, Ont., Chair Co., is starting in business.

Joseph Potts has started as hardware dealer in Dorchester, Ont.

Fraser Bros., stove dealers, etc., Hastings, intend opening a branch in Keene, Ont.

ORGANIZATION AND ITS BENEFIT TO HARDWAREMEN.

THE fourth annual session of the Wisconsin Retail Hardware Association was held in Milwaukee, on February 7. The president's address was interesting, and, while intended directly for the hardwaremen of the State, contains points which will not be altogether uninteresting to readers of *HARDWARE AND METAL*. The following are, in part, the president's remarks:

Four years ago, in a small room in the Republican House in this city, a little group of earnest hardwaremen met to consider the feasibility of the organization of a State Retail Hardware Association.

They came from their respective homes with trepidation, ignorant of the opposition or the obstacles they would meet; but with one idea that there were certain wrongs which should be righted, and that they could only be cured by organization; the expressions were very emphatic, and the appeals for help so urgent, that the little body gathered there that day felt justified in taking the preliminary steps for such an association.

From that small beginning, we have grown until to-day we number nearly 300 active hardware concerns, located in over 150 towns throughout the State.

As for its work, it has brought in closer touch our friends for whom we buy, it has brought us face to face, and, I trust, strengthened the confidences until they, as well as we, have learned that our interests are mutual; and certain practices that were in vogue have been discontinued to the benefit of each. And we should ever stand as ready to take a suggestion as to give one, and an organization reared upon any other foundation stone than "equal and exact justice to all" is unworthy a name and a life. It has called hardwaremen from distant parts of the State together, until the dealers from the towns on the north lake coast are introduced to their brother dealers of the prairie cities of the south; and many a dealer has gone back to his "daily grind" with fresh impulses and stronger resolves to make a harder battle after our sessions of intercourse; and the friendships formed at these meetings will be as lasting as life, and they can only be likened to the gathering of the ancient Jews at Jerusalem for the feast of the Passover.

It has done even more than this; it has brought competitors from the same town together, and they have learned to know each other, and, instead of classing each other as enemies, they have been brought to see that each has his virtues; and they have returned to their homes with a firm determination to bury deep their past prejudices and work more in harmony; and where suspicion

or jealousy reigned, friendly rivalry now exists; and where prices were slaughtered uniformity in marking is now practised.

And I am convinced after 20 years' experience that more profit will accrue to the dealer working along these lines, than can ever be hoped for in trying to legislate the "Department Store" out of existence.

I might mention many other features of profits and privileges that have accrued to the members of this association, but have I not mentioned enough to show that the high aims of the originators have been realized?

Now, as we scan the future at the sunrise of the "New Century," let us take for our motto "Higher."

The prices you are now getting for your staples in comparison with those of a year ago are simply marvelous, and the year of grace A.D. 1899 will go down in hardware history as the banner year of rapid advances, and we should ask what the effect is to be upon our own business affairs. All will be willing to concede that the effect so far has been beneficial, but we should all heed that old adage that "what goes up may probably come down," and the turning point is the "North Pole" of every dealer.

I wish I had the gift of logic and eloquence to make you feel as I do the possibilities of our organization; if I could enthrone you to feel that the future is bristling with opportunities for the improvement and betterment of our condition as individual dealers throughout the State, and which can only be effected by loyalty to this organization. We change customs of trade to the joy of the seller as well as ourselves; we can throw safeguards around the buyer and seller, we can throttle dishonest and dishonorable competition, we can raise the standard of commercial honor, we can make our daily business life more peaceful than ever before; to accomplish this it is essential, yea, it is absolutely necessary, that we act as a unit; we must have one aim and purpose; the majority vote should be unanimous; each must be willing to assume his share of the responsibility; each must be willing to bow to the will of the majority.

WASHING AND DRESSING WINDOWS

The store window is the merchant's face, remarks Stoves and Hardware Reporter. It is bright, cheerful and pleasing, or dull, uninteresting and repellant, just as the merchant cares to make it. He generally tries to keep a clean face, but may become so careless about appearances that the windows require washing for the greater part of the year. Then, too, windows need dressing as much as washing.

About Horse-Shoe Nails:—

It is a matter of undoubted economy and importance to every purchaser or consumer of horse-shoe nails, that the best obtainable article only shall be procured. It does not make so much difference with some other nails, such as are driven in wood. But with horse nails, which are only used to attach a shoe to a horse's foot—in a sensitive, highly-organized vital structure—it is for this reason important that all horse nails should be perfect in every respect; of the best material and pattern, and free from "splits" or liability to fracture, etc. One imperfect nail, badly driven, may result in permanent disability or lameness to a valuable horse. It is false economy, and poor buying, to take any risk when you can avoid it.

Our "C" brand horse nails have been manufactured and sold in Canada since 1865—a period of 35 years. They are the standard horse nails of Canada for quality and pattern, and without a superior anywhere. We use only the best selected Swedish charcoal steel rolled nail rods; the best material known or used in the world for the purpose. The rods are hot forged to the desired pattern by machinery, which gives all the advantage of the old-fashioned hand-hammered process, but with greater uniformity. After being "pointed and finished" by patented machinery, of a kind used only in our works in Canada, they are all further carefully examined singly by hand, and every nail not up to our high standard for "C" brand, is thrown out for "scrap" or "culls." Every box of horse-shoe nails we sell under our "C" brand is warranted perfect and ready for immediate use; they will be replaced free of charge if found otherwise to any purchaser. If the dealer from whom you usually purchase cannot, or will not supply you with our brand of nails, write us direct and we will give your name to nearest dealers who will supply the "C" brand. Samples and price lists furnished on application.

Canada Horse Nail Company.

MONTREAL.

HEATING AND PLUMBING

THE PLUMBER'S APPRENTICE.

A GREAT deal has been spoken and written on the apprenticeship question, not only in connection with the plumbing trade, but nearly every other trade as well, writes "Observer," in The Metal Worker. While everyone concedes the necessity of young men being taught the mysteries of a trade, a wide difference of opinion exists as to the best method of imparting the desired knowledge and skill.

While a great deal more is expected of the plumber of to day than was expected of one of his craft in years gone by, yet, it is a fact that less care and time are given to preparing apprentices for the work which will be expected of them, when they have "put in" the number of years generally considered necessary to master all the details of the trade, than was given in years gone by, when so much less was expected of them.

Trade schools are, to some extent, taking the place of the old apprenticeship system, but every boy who is desirous of learning a trade is not in a position to avail himself of the opportunity a trade school offers. The fact that it is necessary for him to learn a trade, while not conclusive evidence, is at least indicative that he is not over well provided with the funds needed for a trade school course. Then, too, his circumstances may be such that it is necessary for him to be a breadwinner for others while acquiring a knowledge of a trade.

In many plumbing shops boys and young men are employed to work as helpers only, and no guarantee is given them that they will be given a thorough instruction, as was formerly done. Those who are willing and anxious to learn are given more opportunities than those who are not, but the average employer no longer cares to feel that he is under any obligation to teach a young man in his employ all that he himself knows. This is not to be wondered at, especially in country towns, where the young plumber, after acquiring a thorough knowledge of the business and an acquaintanceship which he considers will be of advantage to him, is apt to "set up" for himself in the same town and become a competitor of his former employer.

Another thing that employers complain of is that, after a boy has acquired enough skill to be of some use to his employer, and can in that way reimburse him for the time and trouble he has taken to teach him, he (the boy) begins to have inflated ideas of his own

importance; and as most boys of to-day object to any, except verbal contracts, he feels free to leave at any time he thinks his professional skill will justify such a move. The employer is, no doubt, frequently at fault; but a young man who is learning a trade or profession should remember that the knowledge he is acquiring is worth some sacrifice on his part; and if he does not consider it of enough importance to be willing to undergo some hardships in order to obtain it, then he need never expect to make a success in that line. It looks very much as if the solution of the apprenticeship question depended very largely on the apprentice himself.

PLUMBING, HEATING AND LIGHTING NOTES.

THE Brantford Board of Trade annual statement shows that the estimated cost for 1899 for stores, residences, etc., was nearly 50 per cent. higher than in any previous year.

The Universal Home Gas, Co., Montreal, have dissolved.

Tenders are invited for the Imperial Bank's new building in Galt, Ont.

The Calcibide Gas Machine Co., Montreal, are applying for incorporation.

The assets of Labelle & Deschamps, plumbers, Montreal, have been sold.

Work has been commenced on a substantial railway depot in Cascade City, B.C.

The Chatham Electric Light Co., Limited, Chatham, N.B., are applying for incorporation.

The Hamilton municipal committee has reported in favor of the appointment of a plumbing inspector.

The C.P.R. have decided to erect new freight sheds at the foot of Simcoe street, Toronto, at a cost of about \$25,000.

J. B. Lovell, of Victoria, B.C., is building a three-storey brick block adjoining his property on Carrol street, in Vancouver.

Tenders are being asked from the various trades for the construction of a \$2,000 addition to the Harrison, Ont., public school.

Tenders are being asked for by P. J. Lee, secretary of the R. C. Separate School Board, Perth, Ont., for the erection of an addition to their school building.

The special committee on heating and ventilation, of the Toronto Public School Board, decided the other day, to take immediate steps to ascertain the best system of heating and ventilating, so that it can be

established in the new schools to be erected by the board.

W. Whyte, of the C.P.R., stated, in an interview at Winnipeg, that the plans for the proposed C.P.R. depot and hotel in Winnipeg were completed.

Bourque & Des Rivieres, of Ottawa, have secured the contract for erecting the new public buildings for New Westminster, B.C. The price is nearly \$60,000.

OPPOSED TO INNOVATIONS.

For some time the younger members of the Quaker congregation in Plainfield, N.J., have wished to introduce steam heat, electric lights and other modern comforts in their meeting house, and recently brought the matter up in meeting. After an earnest debate on it, the congregation decided to continue with the old-fashioned box wood stove and oil lamps, as they have done since 1777.

A NEW C.P.R. BUILDING.

The site of the building at the corner of St. Francois Xavier and Hospital streets, Montreal, now occupied as general offices by the Canadian Pacific telegraph department, has been bought by the Canadian Pacific Co., and the intention is to put up a fine new modern building in its place. The work will be supervised by the company's architect and engineer, Mr. C. E. Petersen.

PLUMBING FOR A NEWFOUNDLAND HOTEL.

Tenders for plumbing and heating for a large hotel, that R. G. Reed is erecting in Newfoundland, were received in Montreal last week. All the leading firms in Montreal put in offers, the specifications calling for an extensive bit of work in both lines. E. Maxwell, Montreal, is the architect in charge of the construction.

TORONTO BUILDING PERMITS.

Building permits have been issued Wm. Hall, for a two-storey residence Marion street, near Roncesvalles avenue, to cost \$2,300; to T. J. Donald, for a two-storey residence on Simpson avenue, near Howland road, to cost \$1,000; to The Wm. Davies Co., Limited, for a one-storey and basement store at the corner of Bloor and Bathurst Streets, to cost \$3,500, and to James J. Walsh, for a pair of semi-detached, brick and stone residences at 1365 and 1367 King street west, to cost \$6,000.

Toronto Foundry Co.

Manufacturers of **SOIL PIPE, FITTINGS,
SINKS, BOILER STANDS.**

Nos. 146-148-150 Niagara Street, TORONTO

The only Exclusive Manufacturers of
Soil Pipe and Soil Pipe Fittings in
Canada,

All goods stamped T. F. Co. are warranted



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

THOMSON IMPROVED



**Steam Engine
Indicator**

WITH OR
WITHOUT

Reducing Motion

Engineers' Supplies

The James Morrison Brass Mfg. Co., Limited.
TORONTO.

The "DAISY" Barrel Churn

SPECIAL FEATURES FOR SEASON OF 1900.



Angle Steel Stand, with extra patented
centre brace.
Patented Double Levers or Bow.
Wheels on the feet.
Hardened and Polished Steel Ball-Bearings.
Patent cover and drip tube.

SIZES—Nos. 0, 1, 2, 3, 4 and 5.

The Barrels are made of the best imported
White Oak Staves, and will last many years.

Manufactured only by

**The WORTMAN & WARD
MFG. CO., Limited**

Head Office:
LONDON, ONT.

Eastern Branch:
60 McGill St.,
MONTREAL.

PLUMBING AT THE PACIFIC COAST.

Plumbing affairs are in excellent condition at the Pacific Coast. Mr. Joseph Wright, of The Bennett & Wright Co., Limited, Toronto, vice-president for British Columbia, of the National Association, has received a letter from M. J. Barr, of Barr & Anderson, Vancouver, and secretary of the Vancouver association, who states that the plumbing trade at the Coast have been kept busy all season.

The plumbers of Victoria and New Westminster have organized local associations, and the three cities form a strong district organization.

Mr. Barr also states that the feeling between the jobbers and plumbers is most cordial. Boyd, Burns & Co., wholesale plumbers, Vancouver, gave a dinner to the trade quite recently. The gathering was, in Mr. Barr's opinion, the most representative one of the plumbing trade of the Coast that has ever assembled.

A NEW STEEL ROD MILL.

A press despatch from Baltimore, Md., says: "The rod mill of the Alabama Steel and Wire Co. is practically complete, and will be in operation in two weeks. The plant has been under construction for over a year. It has cost \$2,000,000. It will consume 600 tons of steel a day, getting the supply from the 1,000-ton mill of the Alabama Steel and Shipbuilding Co. at the same place. It will make rods, wire and nails, and cater largely to the export trade, having machinery especially adapted for making export sizes and shapes."

Hardwood CHARCOAL WOOD ALCOHOL

in Bulk or Sacks.

equalling Methylated Spirits as a solvent.

Manufactured only by ...

THE STANDARD CHEMICAL CO., Limited

Factories { Fenelon Falls.
Deseronto.

Gooderham Building, TORONTO

DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to
Diamond Stove Back.

**Diamond
Adjustable Cook
Stove Damper**

Patented March 14th, 1893.



Patented December 22nd, 1896.

EXTENDED.

4 x 11 to 6 x 21.



For Sale by Jobbers of Hardware.

Manufactured by **THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.**

"

A. R. WOODYATT & CO., Guelph, Ontario.

SEND for specimen copy of Phillips' Monthly Machinery Register, containing over 5,000 entries of new and second-hand machinery of every description. The oldest established and most successful medium in the world. Established 25 years for the purpose of introducing those who have machinery for sale, to those who wish to buy, has a circulation of about 50,000 copies per annum, all over the world, and is used for continual reference by a large number of firms. It is consequently a most valuable advertising medium for all engineers and manufacturers. Subscription, 6s. per annum, price per copy, 6d. Sole Proprietor, CHAS. D. PHILLIPS, M.I.M.E., Newport, Mon., England. Telegraphic address "Machinery, Newport, Mon."

GEORGE TUCK & CO.

.. Importers of ..

Asbestos and Tuck's Packings

Pipe and Boiler Coverings, Cotton Waste, Oils,
Oakum, etc., and General Engineers' Supplies.

No. 7 ST. PETER STREET, - - MONTREAL

WHAT SHALL THE INVENTORY BE?*

BY ABRAM C. MOTT.

WE are approaching the period when all stove manufacturers will take an inventory and on the result of this inventory much more may depend than appears upon casual observation. We take it that it is usual for manufacturers to inventory stocks of pig iron on hand at market prices and their stocks of goods manufactured, unmanufactured and in process of manufacture, at the present cost of producing them. Regarding the correctness of this method we have not one word to say. There is no question but that it is technically correct; but whether it is wise and proper, whether it is just to ourselves, we consider an open question.

Starting with pig iron, every foundry has what we call a "Permanency of Stock." This permanency would be arrived at by taking the average amount of pig iron which is inventoried through a series of years. If it is 50 or 5,000 tons—or any other figure—this becomes a permanency of stock. In other words, it is a stock which is never used or, if used, is only used to be replaced with an equivalent stock. It is never sold, but always remains on the foundry bank. If, at the end of this year, you have 500 tons of pig iron on the bank and that is the normal quantity or permanency of stock, as arrived at above, should you inventory this in the regular manner, viz., at market prices, you would add \$12 per ton to your 1899 inventory, which would amount to \$6,000. This becomes purely a book profit, a fictitious profit, one which is of no earthly value or of any use to which the money can be put. It is a sale to yourself with the absolute certainty that as the price of pig iron declines in future years, so you must take from the price of this iron until it eventually will reach 1898 prices. You have simply completed a circle showing a large profit in the first half of the circle and losses in the latter half, which balance the whole, and all are wholly fictitious. This same principle applies to the stock of goods manufactured, unmanufactured and in process of manufacture, which you may have in your works.

There is also a permanency of stock in these articles, which is computed in the same way, by taking the average amount of tonnage of these goods as it appears on the inventories of the past — years. This amounts to much more than your pig iron as the average foundry will inventory in this item probably not less than 20 per cent. of their entire sales, and, if the price of this permanency of stock is advanced, it also

places upon the books very large sums of fictitious profits, every dollar of which will eventually be taken from it by equally fictitious losses. Therein lies a very serious danger to the stove trade of this country for the coming year 1900. To illustrate: A foundry having \$250,000 capital with sales of \$300,000 a year, in 1898 made a profit of \$21,000. This enabled them to pay a 6 per cent. dividend and carry \$6,000 as surplus. This, however, was not satisfactory; they felt they should have made a larger profit, and there is no question but what they were correct in this feeling. When they take their inventory at the end of this year in the manner aforesaid they have, say, 500 tons of pig iron, on which they place a profit of \$12 per ton, making \$6,000, and they have \$50,000 worth of goods manufactured, unmanufactured and in process of manufacture, upon which they figure an advance of 40 per cent., making \$20,000. They have made during the year on their favorable purchases of iron, etc., say, \$20,000. It brings the following result: Through their sales to themselves they have made \$26,000, through favorable purchases of pig iron, etc., \$20,000, and their total profits amount to \$60,000. It is very readily seen that the actual profits of their business, instead of being the amount of last year—\$21,000—only amount to \$14,000, this being the actual amount made in the business, the balance of the \$60,000 being made up of favorable purchases of pig iron and increased inventory valuation. You can readily see that this firm made \$34,000 this year, and of this \$34,000 the abnormal condition of the iron market accounts for \$20,000. They, however, are too apt to look to the one item, viz., \$60,000 profit in 1899, and thereby deceive themselves as to the profits to be derived in 1900.

The actual cost of manufacturing goods at present prices during the year 1900 will not be less than 40 per cent. over the prices of 1898, and it is palpable that unless our selling prices are advanced 40 per cent. we cannot make the profits that we made in 1898 and whatever decrease there may be in selling prices will simply be a reduction from the profits of 1898. Unless these prices are advanced, we predict that 1900 will be known as the most disastrous year which has ever occurred to the stove industry.

A NEW METAL.

In the course of an interesting lecture on "Mediæval and Other Locks," given by Mr. H. W. Chubb, at the Camera Club, says Chambers' Journal, reference was made to the scientific way in which the modern

burglar was able to break into a presumably thief-proof safe, and the precaution which was taken against his assaults. In order to meet the want of a burglar-proof material, Messrs. Cammell, of Sheffield, had lately produced a new kind of steel which could not be softened by heat, which no drill could pierce, which was an adamant to any kind of cutting tool, while at the same time the heaviest blow will not induce it to fracture. A plate of this new metal having a thickness of less than 3/16 of an inch will stop a Lee-Metford bullet. This new steel, has, indeed, the most resistant properties of any material known, and it can only be fashioned by the artificer by the employment of hydraulic pressure. It will, no doubt, have wide application in defensive warfare.

INCREASE IN PIG IRON OUTPUT.

THE IRON AGE, in its current issue, says: "A resumption on the part of a considerable number of blast furnaces, notably in the South, which were banked on January 1, would have very considerably increased production, were it not for the fact that many stacks East and West did not come up to their ordinary record, owing to frequent banking. Still there was an increase in the total pig iron production during January, which swells the rate with which we entered February by about 4,000 tons per week. We are now exceedingly close to the enormous total of 300,000 tons per week.

"The weekly capacity of the furnaces in blast on February 1, compares as follows with that of preceding periods:

	Furnaces in Blast.	Capacity Per Week. Gross Tons.
February 1, 1900	296	298,014
January 1	280	294,186
December 1, 1899	283	296,959
November 1	277	288,522
October 1	265	278,650
September 1	257	267,335
August 1	244	267,672
July 1	237	263,363
June 1	220	254,062
May 1	217	250,095
April 1	205	245,746
March 1	192	228,195
February 1	195	237,639
January 1	200	243,516

"Furnace Stocks—The position of furnace stocks, sold and unsold, as reported to us, was as follows on February 1, the same furnaces being represented as in former months. This does not include the holding of the steel works producing their own iron:

Stocks—	Sep. 1.	Dec. 1.	Jan. 1.	Feb. 1.
Anthracite & coke	107,321	94,946	107,231	126,418
Charcoal	30,520	18,747	20,115	21,918
Totals	137,821	113,693	127,346	148,336

"Warrant Stocks—We are indebted to the American Pig Iron Storage Warrant Company for the following statement of stocks of warrant iron:

Stocks—	Sept. 1.	Dec. 1.	Jan. 1.	Feb. 1.
Anthracite & coke	20,200	4,100	3,200	2,800
Charcoal	12,400	5,200	1,700	1,500
Totals	32,600	9,300	4,900	4,300

* Paper read before the Pennsylvania Association of Stove Manufacturers.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
22 St. John Street, Montreal.

Representing British and American manufacturers of
Tinplates, Tinned Sheets, Terne Plates, Canada Plates, Gal-
vanized Sheets, Imitation Russia Sheets, Black Sheets—Iron
and Steel—Hoops and Bands, Proved Coil Chain, Brass and
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.

**VanTuyl & Fairbank**

Petrolia, Ont.

Headquarters for . .

Oil and Artesian Well
Pumps, Casing, Tubing
Fittings, Drilling
Tools, Tables, etc.

R. C. LEVESCONTE

Barrister, Solicitor, Notary, Etc.

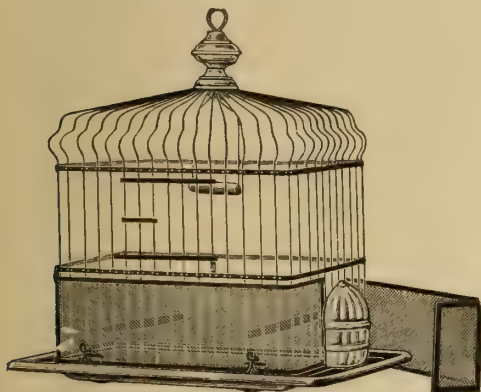
THE MCKINNON BUILDING
Cor. Jordan and Melinda Streets

. . . TORONTO

Telephone 689.
Cable "LeVesconte" Toronto.

E. T. WRIGHT & CO.,

Mfrs., Hamilton, Ont.



See Our Improved Detach-
able Wire Guard.

**"JARDINE"**

**TIRE UPSETTERS
WILL UPSET TIRES**

Some machines sold as Upsetters will not.
Perhaps you make as much money on the
sale of a useless Upsetter as on a good
one, but your customer does not. He
don't want a machine because it is called
an Upsetter; he wants a machine to upset
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

**A. B. JARDINE & CO.
HESPELER, ONT.**

**B. B. Wrought Ornamental
Pipe Straps.**

(PATENTED)

MADE ALSO IN MALLEABLE IRON.

These are a distinct advance over the old plain straps, being much stronger and
neater.

Write for Catalogue and Prices.

18 **BERGER BROS. CO.**

Tinners' Hardware and Roofers' Supplies,

PHILADELPHIA.

Factory at
Germantown Junction.

Office and Stores,
231 and 237 Arch Street.

HARRINGTON & RICHARDSON ARMS CO.

WORCESTER, MASS., U. S. A.

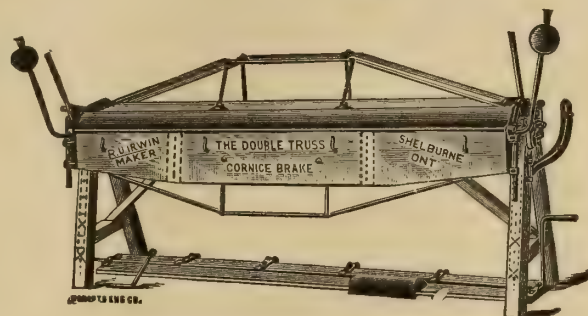
Makers of —

High Grade

REVOLVERS

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and
Hardware Stores almost everywhere.



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$50

Very handy header attachment, \$10 extra
if required.

Send for circulars and testimonials to

The Double Truss Cornice
Brake Co. **SHELBURNE, ONT.**

STEVENS FINE TOOLS

We make a perfect line
of —

CALIPERS and DIVIDERS

Also such tools as Surface Gauges, Tool Makers'
Clamps, Center Punches, etc.

Write for our New Catalogue containing a description of our Tools. It is also
a valuable hand-book of information for mechanics and people interested in
such lines.

J. Stevens Arms & Tool Co.

P.O. Box 216, Chicopee Falls, Mass., U.S.A.

Carried by our representatives at Toronto and Montreal.

**HUTCHISON, SHURLY & DERRETT**

**DOVERCOURT
TWINE MILLS.**

**1078 BLOOR STREET WEST
TORONTO.**

Having equipped our Factory with entirely new machinery, we are prepared
to furnish the best made goods in the market at closest prices and make
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.

MERCHANTS SHOULD INSURE.

WHenever a merchant finds that his business will not justify his paying premiums for reinsurance he had better give up business.

The question of carrying fire insurance is a matter of great importance to the creditor, for in some cases there is not sufficient insurance carried, while in others we find merchants carrying no insurance whatsoever. The attention of all such traders should be directed to this all-important question.

In the first place, a merchant injures himself by not carrying insurance, for he will certainly find that it will operate against him to the extent of curtailing his credit. It is a duty he owes himself as well as his creditors, and under no circumstances should he overlook it, or fail to fulfil it.

There are frequent instances where a merchant has sufficient capital, but is owing for merchandise for which he can pay in the usual course of business, but he has been so remiss as to carry no insurance, and, consequently, when visited by fire, he not only loses all he possesses, but also causes a loss to his creditors. It will, therefore, be apparent that he has not only committed an act of injustice towards himself, but to those who have reposed confidence in him to the extent of giving him credit.

When a credit man is passing upon an application for credit, he should make it a point to thoroughly investigate the question of insurance carried by the would-be customer, and, in the event of his finding that there is no insurance carried, he should not hesitate to decline the risk.

A merchant has the following advantages through carrying fire insurance:

First—It assists him in obtaining credit.

Second—He protects himself in case of fire.

Third—He protects his creditors, as he is enabled to pay what he owes, in the event of his being visited by fire.—A. W. Sommerfeld.

COPAL.

The name "copal," which is frequently used in connection with varnishes, applies to a considerable variety of resinous gums, differing not only in hardness but in solubility. The best, hardest, and whitest of the copals is that called "Sierra Leone," because it is usually shipped from that port. Since there is such a vast difference between varnishes of copal, it is no guarantee of the quality of a varnish to say that it is a copal-varnish.

Benguella, Angola, and Gaboon are some of the other names given to copal, but these are not so white as is the first-named, and some of them approach to the color of orange shellac. Zanzibar copal is of

a very good quality, and generally goes by the name of "gum animi," because it frequently contains animal substances, insects, etc. As a rule, Zanzibar copal is a fossil or semi-fossil gum. The tree producing it is, however, still in existence, and some fresh gum comes into the market, but this is not so hard and not so serviceable to the varnish-maker as are the fossil gums. The Kauri copal has of late years come into use extensively as a varnish gum. Much of this is also fossil, but the varnish made from it is much inferior to that manufactured from Sierra Leone or Zanzibar copals. Kauri is a New Zealand product, and is sometimes called "Damar," although there are other kinds of Damar gums, notably those from India. The discovery of gum Kauri has done a good deal towards injuring our national reputation as first-class varnish-makers.—English exchange.

THE DOOR SPRING.

Door springs of some sort have been in use for many years, the simpler and cheaper kinds have long been familiar and are still extensively used. One of these is the steel rod held with one end in a fastening secured to the door jamb and the other end in a fastening secured to the door. The other is the long coiled wire spring, with its ends similarly secured. The modern door spring, including a check as well as a spring, first came into use about 25 years ago. The present widespread use of the check and spring dates back about 15 years.

There are perhaps a dozen kinds of modern door springs. The object of all is, of course, to close the door with certainty, but at the same time gently. The checks most commonly used are air checks and liquid checks. The modern door spring saves time by making it unnecessary for people to pause to close the door, saves temper by doing the work of the careless who would not wait to close the door, and protects the nerves by closing the door easily and gently, without any slamming or banging. It is counted now as one of the essential modern conveniences. These checks and springs are made of iron, of bronzed metal, so called, and of solid bronze, and they are sold at various prices from \$2 up to \$15. Some for private houses cost as much as \$20 apiece. There are seasons in the door-spring trade, winter being the time when the greatest number are sold. There are sold in New York and its vicinity probably 40,000 of the modern checks and springs annually, at an average cost of perhaps \$5 each. Taking in the common kinds of door springs still used for various purposes, it is likely that this neighborhood spends nowadays \$250,000 a year for door-springs.—New York Sun.

LIQUIDATION OF THE LOCOMOTIVE WORKS.

A meeting of the creditors and shareholders of the Canadian Locomotive & Engine Company, Kingston, Ont., which went into liquidation a few weeks ago, was held on Saturday afternoon. There was a large attendance, principally creditors, the largest of whom is the Bank of Montreal, to the extent of \$215,000. The total indebtedness of the company amounts to about \$300,000, and the stock equals the same amount.

After a long discussion, Judge Price appointed Messrs. A. F. Riddell and K. W. Rockwell, both of Montreal, as liquidators, and J. W. Pyke, late vice-president of the company; Archibald MacNide, chief inspector of the Bank of Montreal, and John McKelvie, Kingston, as an advisory board, the latter three gentlemen to act without remuneration. The remuneration of the two liquidators will be what one would receive for giving his whole time to the work. The liquidators will give joint bonds of \$10,000 each.

It was decided to leave the winding up of the estate to the judgment of the liquidators. In the meantime, the works will be run on, negotiations being now in progress which will result in several large orders being received. The meeting recognized the necessity of setting no time limit for winding up the estate, so that it can be sold as a going concern.

IRON AND STEEL IN GERMANY AND BRITAIN.

It is computed that the British home consumption of pig iron in 1899 was 6,147,000 tons, whilst our exports of metal, machinery, etc., in terms of pig, amounted to 3,942,000 tons. The German home consumption is computed to be 7,029,848 tons, with an export of metal, machinery, etc., in terms of pig, 1,149,000 tons. It must be remembered, however, that the German metric ton differs slightly from the English. The German metric is 2,205 lb.; the English is 2,240 lb. This tremendous German home consumption, nearly 100,000 tons more than in the United Kingdom, is due to the increasing use in Germany of iron and steel for structural purposes. In the erection not only of large public buildings, warehouses, mills and the private dwellings of well-to-do people, but, even in peasants' and laborers' cottages, iron and steel are now almost universally substituted for wood. The thought occurs to us in this connection that it won't be long before we, too, follow in the footsteps of Germany and largely increase the use of iron and steel in structural work. Corporations who are building artisans' dwellings are even now experimenting in this direction.—Hard-wareman, Birmingham.

CANADA IRON FURNACE CO.,

Manufacturers of Limited

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que.
Lac a lac Tortue.Three Rivers.
Grand Piles.

Geo. E. Drummond,

Managing-Director and Treasurer

WARNOCK'S TOOLS

have been Canada's Standard for 55 years---
since 1844. Every article bearing our name
is fully guaranteed. Always specify
"Warnock's."

James Warnock & Co., - Galt, Ont.

CURRENT MARKET QUOTATIONS.

Feb. 16, 1900.
These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb. ingots, per lb. 0 35 0 36
Straits 0 35 0 36

Tinplates.

Charcoal Plates—Bright.
M.L.S., equal to Bradley. Per box
I.C., usual sizes \$7 00
I.X. 8 50
I.X.X., " 10 00
Famous—
I.C. 6 50
I.X. 8 00
I.X.X. 9 00
Raven & Vulture Grades—
I.C., usual sizes 5 25
I.X. 6 25
I.X.X. 7 25
I.X.X.X. 8 25
D.C., 12½ x 17 4 75
D.X. 5 50
D.X.X. 7 50

Ooke Plates—Bright.

Bessemer Steel—
I.C., usual sizes 4 61
I.C., special sizes, base 4 75
20x28. 9 25

Charcoal Plates—Terne.

Dean or J. G. Grade—
I.C., 20x28, 112 sheets 8 50
I.X., Terne Tin 10 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X.X., 14x56, 50 sheet bxs }
" 14x60 " } 0 07 0 07½
" 14x65, " }
Tinned Sheets.
72x30 up to 24 gauge. 0 08 0 08½
" 26 " 0 08½ 0 09
" 28 " 0 09 0 09½

Iron and Steel.

Base Price
Common Bar, per 100 lbs 2 45 2 55
Refined " 2 85 2 95
Horse Shoe Iron 2 70 2 80
Hoop steel, 1½ to 3 in. base,
extras for smaller sizes 3 25
" 3 in. base 4 00
" 3½ in. base 2 85
" 4 in. base 2 35
" 4½ in. base 2 35
Cast Steel, per lb 0 10 0 14
Took Cast Steel 3 50
Thos. Firth & Sons' Cast Steel 0 12 0 14
Russian Sheet, per lb 0 10½ 0 11
Tank Plates, 1-5 and thicker. 3 00 3 25
Boiler Rivets 4 50 5 00

Boiler Tubes.

1½ inch 0 11
3 " 0 12
2½ " 0 14

Steel Boiler Plate.

¾ inch 3 25
3-16 inch 3 40
¾ inch and thicker 3 25

Black Sheets.

18 gauge 3 10

20 gauge 3 10
22 to 24 " 3 20
26 " 3 30
28 " 3 50

Canada Plates.

All dull, 52 sheets 3 25 3 50
Half polished 3 35 3 60
All bright 3 75 4 00

Iron Pipe.

Wrought pipe, per 100 feet, ¼ to ¾ inch,
\$3 60; ¾ inch, \$3 10; 1 inch, \$4 20; 1½ inch,
\$5 90; 2 inch, \$7 85; 2½ inch, \$9 75; 3 inch,
\$13 00. 2½ to 6 inch, discount 45 p.c.
Galvanized, ½ inch, \$6 50; ¾ inch, \$8 00;
1 inch, \$11 50; 1½ inch, \$16 00; 2 inch,
\$20 00; 2½ inch, \$28 50.

Galvanized Iron.

G.C. Comet. Amer. Queen's
16 gauge 4 50 4 35
18 to 24 gauge 4 50 3 80 4 50 4 60
26 " 4 75 4 10 4 50 4 85
28 " 5 00 4 35 4 75 5 10
Less than case lots, 25c. per 100 lb. additional
28 gauge American equals 26 gauge English.

Chain.

Proof Coil, 3-16 in., per 100 lb 8 50
" ¼ " 6 00
" 5-16 " 5 45
" ¾ " 5 15
" 1 " 5 00
" 1½ " 4 80
" 2 " 4 75

Halter, kennel and post chains, 40 and 50 p.c.
Cow ties 40 p.c.
Stall fixtures 35 p.c.
Trace chain 25 and 5 p.c.
Jack chain, iron, single and double, dis-
count 3 p.c.
Jack chain, brass, single and double, dis-
count 40 p.c.

Copper.

English B. S., ton lots 0 19 0 20
Lake Superior. 0 23½ 0 25

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. 0 23½ 0 25
round and square
1 to 2 inches 0 23½ 0 25

Untinned, 14 oz., and light, 16
oz., 14x48 and 14x60 0 23 0 23½

Untinned, 14 oz., and light, 16
oz., irregular sizes 0 23 0 23½

NOTE.—Extras for tinning, 2 cents per
pound, and tinning and half planishing 3
cents per pound.

Tinned copper sheets 0 26
Planished. 0 32

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb. 0 25½
" 35 to 45 " 0 24½
" 50-lb. and above, " 0 23½

Boiler and T. K. Pitts.

Plain Tinned, per lb 0 28
Spun, per lb. 0 32

Brass.

Roll and Sheet, 14 to 30 gauge, 10 per cent.
Sheets, hard-rolled, 2x4 0 24 0 25
Tubing, base, per lb. 0 24 0 25

Zinc Spelter

Foreign, per lb 0 07 0 07½
Domestic " 0 07 0 07½

Zinc Sheet.

5 cwt. casks 0 07½
Part casks 0 07½

Lead.

Imported Pig, per lb 0 04½ 0 05
Domestic, per lb 0 05
Bar, 1 lb. 0 05
Sheets, 2½ lbs. sq. ft., by roll. 0 05½ 0 05½

Sheets, 3 to 6 lbs., per sq. ft., 0 05 0 05½
by roll. 0 05 0 05½

NOTE.—Cut sheets ½ cent per lb. extra
Pipe, by the roll, usual weights per yard, lists
at 7 cents per lb. and 15 per cent. discount
f.o.b. Toron o.

NOTE.—Cut lengths, net price, waste pipe
8-ft. lengths, lists at 7½ cents.

Shot.

Ordinary, drop, \$5.25 per 100 lb.; chilled
\$5.50 per 100 lb. F.O.B. Toronto; terms 3
per cent. cash, freights equalized on Montreal.

Soil Pipe and Fittings.

Discount, 50 per cent. on medium and extra
heavy, and 45 per cent. on light.

Solder.

Bar half-and-half Per lb. Per lb.
Refined 0 20 0 20½
Wiping 0 19½ 0 19

NOTE.—Prices of this graded according to
quantity. The prices of other qualities of
solder in the market indicated by private
brands vary according to composition.

Antimony.

Cookson's, per lb 0 11 0 11½

White Lead.

Pure, Assoc. guarantee, ground in oil, Per cwt.
25 lb. irons 6 81½
No. 1 do 6 50
No. 2 do 6 12½
No. 3 do 5 75
No. 4 do 5 37½

Robertson's Chemically Pure 6 87½
Munro's Select Flake White 7 12½
Elephant and Decorators' Pure 6 87½

Red Lead.

Genuine, 560 lb. casks, per cwt. \$ \$5 50
Genuine, 100 lb. kegs, per cwt. 5 75
No. 1, 560 lb. casks, per cwt. 5 25
No. 1, 100 lb. kegs, per cwt. 5 00

White Zinc Paint.

Elephant Snow White 0 08 0 09
Pure White Zinc 0 08 0 09
No. 1 0 06 0 07½
No. 2 0 05 0 06½

Dry White Lead.

Pure, casks 5 75
Pure, kegs 5 50
No. 1, casks 5 50
No. 1, kegs 6 00

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)
Pure, per gallon 1 20
Second qualities, per gallon 1 00
Barn (in bbls.) 0 75 0 85
The Sherwin-Williams Paints 1 30
Canada Paint Co's Pure 1 20
Robertson's Pure 1 20
Sanderson Peary's Pure 1 20
Toronto Lead and Color Co's
Pure 1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)
Venetian Red, per lb 0 05
Chrome Yellow 0 11
Golden Ochre 0 06
French 0 05
Marine Black 0 09
" Green 0 09
Chrome 0 08
French Imperial Green 0 19

Colors, Dry.

Yellow Ochre (J.C.) bbls 1 35 1 40
Yellow Ochre (J.F.L.S.), bbls 2 75
Yellow Ochre (Royal) 1 10 1 15
Venetian Red (best), per cwt. 1 80 1 90
English Oxides, per cwt. 3 00 3 25
American Oxides, per cwt. 1 75 2 00
Canadian Oxides, per cwt. 1 75 2 00
Super Magnetic Oxides, 93 p.c. 2 00 2 25

Burnt Sienna, pure, per lb. 0 10
" Umber, " 0 10
do Raw 0 09
Drop Black, pure 0 09
Chrome Yellows, pure 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre 0 03½
Ultramarine Blue in 28-lb
boxes, per lb. 0 08 0 24
Fire Proof Mineral, per 100 lb. 1 00
Genuine Eng. Litharge, per lb 0 07
Mortar Color, per 100 lb. 1 25
James' Gen. Red Lead, 100 lb 0 05
Pure Indian Red, No. 45, lb. 0 08
Whiting, per 100 lb. 0 55

NOTE.—Cut sheets ½ cent per lb. extra
Pipe, by the roll, usual weights per yard, lists
at 7 cents per lb. and 15 per cent. discount
f.o.b. Toron o.

NOTE.—Cut lengths, net price, waste pipe
8-ft. lengths, lists at 7½ cents.

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HARDWARE.

Ammunition.

Cartridges.
R. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dia. 45 p.c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 p.c. Amr

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Central Fire Pistol and Rifle, 18 p.c. Amr

JOSEPH RODGERS & SONS

SHEFFIELD, ENGLAND.

Each blade of our Goods bears the exact mark here represented.

JAMES HUTTON & CO., MONTREAL

SOLE AGENTS
IN CANADA.



Central Fire Cartridges, pistol sizes, Dom 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps. discount 45 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p.c.
Brass shot Shells, 55 and 10 per cent. Primers, Dom., 30 per cent.

Wads.

Best thick white felt wadding, in 3/4-lb. bags, 1 00
Best thick brown or grey felt wads, in 1/2-b. bags, 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges, 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25
Thin card wads in boxes of 1,000 each, 8 gauge, 0 55
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 60
9 and 11 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.

Anvils.

Per lb., 10 0 12 1/2
Anvil and Vise combined, 4 50
Wilkinson & Co.'s Anvils, lb., 0 49 0 09 1/2
Wilkinson & Co.'s Vices, lb., 0 09 1/4 0 10

Augers.

Gilmour's, discount 50 and 10 p.c. off list.

Axes.

Chopping Axes—
Single bit, per doz, 5 50 10 00
Double bit, " 12 00 18 00
Bench Axes, 40 and 15 p.c.
Broad Axes, 35 1/2 per cent., 5 50 6 00
Hunters' Axes, 5 75 6 75
Boy's Axes, 6 50 12 00
Splitting Axes, 7 00 10 00
Handled Axes

Bath Tubs.

Zinc, 3 90 4 00
Copper, discount 40 and 10 p.c. off revised list
Steel clad, discount 20 per cent. Boxing extra.

Anti-Friction Metal.

Tandem "A", per lb., 0 23
"B", " 0 19
"C", " 0 11 1/2
Magnolia Anti-Friction Metal, per lb., 0 25
F. O. B. New York or Chicago.

Bells.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Door.

Gongs, Sargent's, 5 50 8 00
" Peterboro', discount 27 1/2 per cent.
Cow.
American make, discount 66 1/2 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each, 1 25 3 00

House.

American, per lb., 0 35 0 40

Bellows.

Hand, per doz., 3 35 4 75
Moulders, per doz., 7 50 10 00
Blacksmiths', discount 40 per cent.

Belting.

Extra, 50 per cent.
Standard, 50 and 10 to 50, 10 and 5 per cent.
Agricultural, 60 and 10 p.c.

Bits.

Auger.

Gilmour's, discount 50 and 10 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.
Car.
Gilmour's, 47 1/2 to 50 per cent.
Expansive.
Clark's, 40 per cent.

Gimlet.

Diamond, Shell, per doz., 1 00 1 50
Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.

All sizes, per lb., 0 07 1/4 0 12

Bolts and Nuts. Per cent.

Norway Bolts, full square, 65
Common Carriage Bolts, all sizes, 50
Machine Bolts, all sizes, 52 1/2
Coach Screws, 65
Sleigh Shoe Bolts, 70
Blank Bolts, 52 1/2
Bolt Ends, 62 1/2
Nuts, square, 3 1/2 c. off
Nuts, hexagon, 4 c. off
Tapping Nuts, 60
Tire Bolts, 60
Store Bolts, 60 and 10
Store rods, per lb., 5 1/2 to 6 c.
Plough Bolts, 50

Boot Calks.

Small and medium, ball, per M., 4 25
Small heel, per M., 4 50

Bright Wire Goods.

Discount, 55 per cent.

Broilers.

Light, dis., 65 to 67 1/2 per cent.
Reversible, dis., 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.
Henis, No. 8, 6 00
Henis, No. 9, 7 00
Queen City, 7 50 0 00

Butchers' Cleavers.

German, per doz., 6 00 11 00
American, per doz., 12 00 20 00

Building Paper, Etc.

Plain building, per roll, 0 30
Tarred lining, per roll, 0 40
Tarred roofing, per 100 lb., 1 60
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 80
Carpet felt, per ton, 4 10

Bull Rings.

Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.

Brass.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, dis., 60 per cent.

Wrought Steel.

Fast Joint, dis. 60 and 10 per cent.

Loose Pin, dis. 60 and 10 per cent.

Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair, 0 40 0 65

Cards.

Horse, per doz., 0 60 1 00

Carpet Sweepers.

Bissell, per doz., 22 50
World, " 21 75
Paisy, " 24 00
Star, " 18 00
Crown Jewel, per doz., 29 00
Grand Rapids, " 24 00 33 00

Carpet Stretchers.

American, per doz., 1 00 1 50
Bullard's, per doz., 6 50

Castors.

Bed, new list, dis. 55 to 57 1/2 per cent.

Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.

Nos. 31 and 32, per gross, 50 9 50

Cement.

Canadian Portland, 2 65 2 90
English, " 3 00 3 00
Belgian, " 2 70 2 70
Canadian hydraulic, 1 00 1 10

Figures are for barrel lots.

Chalk.

Carpenters, Colored, per gross, 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, " 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.

Socket, Framing and Firmer.

Broad's, dis. 60 and 5 per cent.

Warnock's, dis. 60 per cent.

Churns.

Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, f8
p.c.; from stock in Montreal, 56 p.c.
Terms, 4 months or 3 p.c. cash in 30 days.

Cinder Sifters.

Per doz., 1 25

Clips.

Axle dis. 65 per cent.

Closets.

Plain Ontario Syphon Jet, \$8 00
Emb. Ontario Syphon Jet, 8 50
Fittings, 1 00
Plain Teutonic Syphon Washout, 4 75
Emb. Teutonic Syphon Washout, 5 25
Fittings, 1 00
Plain Richelieu, 4 75
Emb. Richelieu, 5 00
Fittings, 1 25
Closet connection, 1 25
Basins, round, 14 in., 0 55
" oval, 17 x 14 in., 1 55
" 19 x 15 in., 2 30

Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair, 17 1/2
" 5, " 22 1/2
" 6, " 25
Boynton pattern, 30

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. per cent.

Door Springs.

Torrey's Rod, per doz., (15 p.c.) 2 00
Coil, per doz., 0 88 1 60
English, per doz., 2 00 4 00

Draw Knives.

Broad's, dis. 60 to 60 and 7 1/2 per cent.

Warnock's, dis. 60 to 60 and 7 1/2 per cent.

Drills.

Hand and Breast.

Miller's Falls, per doz. net list.

DRILL BITS.

Morse, dis., 37 1/2 to 40 per cent.

Standard, dis. 50 and 5 to 55 per cent.

ELBOWS. (Stovepipe.)

No. 1, per doz., 1 80

No. 2, per doz., 1 60

Bright, 20c. per doz. extra.

ESCUTCHEONS.

Discount, 27 1/2 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

Discount off revised list, 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES.

Globe File Mfg. Co.'s files, 60 and 10 to 70 per cent.

Black Diamond, 50 and 10 to 60 per cent.

Kearney & Foote, 60 and 10 per cent. to 60, 10, 10.

Nicholson File Co., 50 and 10 to 60 per cent.

Jowitt's, English list, 25 to 27 1/2 per cent.

Mechanics' Star & File Mfg. Co. Discount 60 and 10 to 70 per cent.

FORKS.

Hay, manure, etc., dis., 50 and 10 per cent. revised list.

FRUIT PRESSES.

Henis', per doz., 3 25 3 50
Shepard's Queen City, dis. 15 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each, 1 65 2 40

GLASS—Window—Box Price.

Star

Size United

Inches, Per 50 ft. Per 100 ft. Per 50 ft. Per 100 ft.

Under 26, 2 10 4 00 3 50 6 00

26 to 40, 2 30 4 35 3 75 6 65

41 to 50, 4 75 7 25

51 to 60, 5 00 8 50

61 to 70, 5 35 9 25

71 to 80, 5 75 10 50

81 to 85, 6 50 11 75

86 to 90, 7 25 14 00

91 to 95, 15 50

96 to 100, 18 00

101 to 105, 21 00

106 to 110, 24 00

111 to 115, 28 00

16 x 16 10 per cent. off.

HALTERS.

Rope, 3/4 per gross, 9 00

" 1/2 to 3/4, 14 00

Leather, 1 in., per doz., 3 87 1/2 4 00

" 1 1/4 in., 5 15 5 20

Web, — per doz., 1 87 2 45

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can. dis. 25 to 27 1/2 per cent.

Tack.

Magnetic, per doz., 1 10 1 20

Sledge.

Canadian, per lb., 0 07 1/2 0 08 1/2

Ball Pen.

English and Can., per lb., 0 22 0 25

HANDLES.

Axe, per doz., net, 1 50 2 00

Store door, per doz., 1 00 1 50

Chest, per doz. pair, 0 40 2 50

Fork

C. & B., dis. 40 per cent. rev. list.

Hoe.

C. & B., dis. 40 per cent. rev. list.

Saw.

American, per doz., 1 00 1 25

Plane.

American, per gross, 3 15 3 75

Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair, 0 13 1/4

HANGERS.

Steel barn door, 5 85 6 00

Stearns, 4 inch, 5 00

" 5 inch, 6 50

Lane's covered—

No. 11, 5-ft. run, 8 40

No. 11 1/2, 10-ft. run, 10 80

No. 12, 10-ft. run, 12 60

No. 14, 15-ft. run, 21 00

Lane's O.N.T. track, per foot, 4 1/2

HARVEST TOOLS.

Discount, 50 and 10 per cent.

HATCHETS.

Canadian, dis. 40 to 42 1/2 per cent.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent.

Heavy T and strap, 4-in., per lb., 0 06

" 5-in., " 0 05 1/2

" 6-in., " 0 05 1/2

" 8-in., " 0 05 1/2

" 10-in., " 0 05

Light T and strap, dis. 60 and 10 per cent.

Screw hook and hinge, 6 to 12 in., per 100 lbs., 4 50

14

THOS. FIRTH & SONS, Limited, SHEFFIELD

Tool Steel and Rock Drill Steel

The Standard for past 50 years
in Canada and United States.

ALWAYS CARRIED IN STOCK.



H. W. DeCOURTENAY & Co.

Sole Agents for Canada.

476 St. Paul St., MONTREAL.

Always Specify this BRAND When Ordering.



HOOKS.		
Cast Iron.		
Mild Cage, per doz.	0 50	1 10
Clothes Line, per doz.	0 27	0 63
Harness, per doz.	0 72	0 88
Hat and Coat, per gross.	1 00	3 00
Chandelier, per doz.	0 50	1 00

Wrought Iron.		
Wrought Hooks and Staples, Can., dis.		
47 1/2 per cent.		

Wire.		
Hat and Coat, discount 45 per cent.		
Belt, per 1,000.	0 60	0 70
Screw, bright, dis. 55 per cent.		

HORSE NAILS.		
"C" brand 50 p.c. dis.	} Oval head.	
"M" brand 50 p.c.		

Acadian, countersunk head and oval top, 50 and 10 per cent.		
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HORSESHOES.		
F.O.B. Toronto		
Iron Shoes.	No. 2	No. 1.
	and	and
	larger	smaller

Light, medium and heavy.	4 05	4 30
Snow shoes.	4 30	4 55
Steel Shoes.		
Light	4 35	4 60
Featherweight (all sizes).	5 60	5 60
Toe weight steel shoes.		6 70

JAPANESE WARE.		
Discount, 45 and 5 per cent. off list, June, 1899.		

ICE PICKS.		
Star, per doz.	3 00	3 25

KETTLES.		
Brass spun, 7 1/2 p.c. dis. off new list.		
Copper, per lb.	0 30	0 50
American, 60 and 10 to 65 and 5 p.c.		

KEYS.		
Lock, Can., dis., 27 1/2 p.c.		
Cabinet, trunk, and padlock.		
Am. per gross.		60

KNOBS.		
Door, japanned and N.P., per doz.	1 50	2 50
Bronze, Berlin, per doz.	2 75	3 25
Bronze Genuine, per doz.	6 00	9 00
Shutter, porcelain, F. & L. screw, per gross.	1 30	4 00
White door knobs—per doz.		1 25

HAY KNIVES.		
Di-count, 50 and 10 per cent.		

LANTERNS.		
Cold Blast, per doz.	7 50	
No. "Wright's".....	8 50	
Ordinary with O burner.....	4 25	
Dashboard, cold blast.....	9 50	
No. 0.....	6 00	

LAWN MOWERS.		
Woodyatt & Star, discount 40 p.c.		

LEMON SQUEEZERS.		
Porcelain lined.....	2 20	5 60
Galvanized.....	1 87	3 85
King, wood.....	2 75	2 90
King, glass.....	4 00	4 50
All glass.....	1 20	1 30

LINES.		
Sh, per gross.....	1 05	2 50
hulk.....	1 90	7 40

LOCKS.		
Canadian, dis. 27 1/2 p.c.		
Russell & Erwin, per doz.	3 05	3 25
Cabinet.		

Eagle, dis. 30 p.c.		
Padlock.		
English and Am., per doz.	50	6 00
Scandinavian.	1 00	2 40
Eagle, dis. 15 to 17 1/2 p.c.		

MACHINE SCREWS.		
Iron and Brass.		
Flat head, discount 25 p.c.		
Round head, discount 20 p.c.		

MALLET.		
Tinsmiths', per doz.	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.	3 85	5 00
Caulking, each.....	60	2 00

MATTOCKS.		
Canadian, per doz.	8 50	100

MEAT CUTTERS.		
American, dis. 25 to 30 p.c.		
German, 15 per cent.		

MILK CAN TRIMMINGS.		
Discount, 25 per cent.		

NAILS.		
Quotations are:	Cut.	Wire.
2d. and 3d.....	\$3 85	\$4 50
3d.....	3 50	4 15
4 and 5d.....	3 25	4 00
6 and 7d.....	3 15	3 85
8 and 9d.....	3 00	3 65
10 and 12d.....	2 95	3 60
16 and 20d.....	2 90	3 55
30, 40, 50 and 60d. (base).....	2 85	3 50
Steel Cut Nails 10c. extra.		

NAIL PULLERS.		
German and American.....	1 85	3 50

NAIL SETS.		
Square, round, and octagon, per gross.....	3 38	4 00
Diamond.....	12 00	15 00

NETTING.		
Poultry, 45 per cent. for McMullen's.		

OIL.		
Canada refined (Toronto).....	0 13 1/2	
Sarnia Water White.....	0 15	
Pratt's Astral.....	0 18	
Sarnia, Prime White.....	0 14	
American w. w.....	0 16 1/2	

OILERS.		
McClary's Model galvan. oil can, with pump, 5 gal., per doz.....	0 00	10 00
Zinc and tin, dis. 50, 50 and 10.		
Copper, per doz.....	1 25	3 50
Brass, ".....	1 50	3 50
Malleable, dis. 25 per cent.		

PAIS.		
Galvanized pails, discount 45 per cent.		
Galvanized flaring pails, discount 45 per cent.		
Galvanized washtubs, discount 45 per cent.		

PIECED WARE.		
Discount 40 per cent. off list, June, 1899.		

PICKS.		
P. r doz.....	6 00	9 00

PICTURE NAILS.		
Porcelain head, per gross.....	1 50	3 00
Brass head, ".....	0 40	1 00

PLANES.		
Wood, bench, Canadian dis. 55 per cent.		
American dis. 55.		
Wood, fancy Canadian or American, 37 1/2 to 40 per cent.		
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.		
Miscellaneous, dis. 25 to 27 1/2 per cent.		
Bailey's Victor, 25 per cent.		

PLANE IRONS.		
English, per doz.....	2 00	5 00

PLIERS AND NIPPERS.		
Button's Genuine, per doz pairs, dis. 37 1/2 40 p.c.		
Button's Imitation, per doz.....	5 00	9 00
German, per doz.....	0 60	2 60

PRESSED SPIKES.		
Discount, 20 per cent.		

PULLEYS.		
Hothouse, per doz.....	0 55	1 00
Axle.....	0 22	0 33
Screw.....	0 27	1 00
Awning.....	0 35	2 50

PUMPS.		
Canadian cistern.....	1 40	2 25
Canadian pitcher spout.....	1 15	2 00

PUNCHES.		
Saddlers', per doz.....	1 00	1 85
Conductors, ".....	9 00	15 00
Tinners' solid, per set.....	0 00	0 72
" hollow, per inch.....	0 00	1 00

RANGE BOILERS.		
Galvanized, 30 gallons.....	8 00	
" 35 ".....	9 00	
" 40 ".....	10 00	
Copper, 30 ".....	22 00	
" 35 ".....	26 00	
" 40 ".....	30 00	

RAKES.		
Discount off Copper Boilers 10 per cent.		
Cast steel and malleable Canadian, list dis. 50 and 10 p.c. revised list.		
Wood, 25 per cent.		

RASPS AND HORSE RASPS.		
New Nicholson horse rasp, discount 60 p.c.		
Globe File Co.'s rasps, 60 and 10 to 70 p.c.		
Heller's Horse rasps, 50 to 50 and 5 p.c.		

RAZORS.		
Geo. Butler & Co.'s.....	8 00	18 00
Boker's.....	7 50	11 00
Wade & Butcher's.....	3 60	10 00
Theile & Quack's.....	7 00	12 00
Elliott's.....	4 00	18 00

REAPING HOOKS.		
Discount, 50 and 10 per cent.		

REGISTERS.		
Discount.....	60	per cent

RIVETS AND BURS.		
Carriage, Section, Wagon Box Rivets, etc. (Steel), 45 p.c.		
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Extras on Iron Rivets in 1-lb. cartons, 1/2 c. per lb.		
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Copper Rivets & Burs, 35 p.c. dis., and cartons, 1 c. per lb. extra, net.		
Extras on Tinned or Coppered Rivets in 1/2-lb. cartons, 1 c. per lb.		
Burs, iron or steel, 40 per cent.		
Terms, 4 mos. or 3 per cent. cash 30 days.		

RIVET SETS.		
Canadian, dis. 35 37 1/2 per cent.		

ROPE, ETC.		
7-16 in. and larger, per lb.	12 1/2	15 1/2
3/4 in.....	13	16
1/2 and 5-16 in.....	13 1/2	16 1/2
Cotton.....	14	18 1/2
Russia Deep Sea.....	15 1/2	
Jute.....	8	
Lath Yarn.....	9 3/4	
New Zealand Rope.....	10 1/2	

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Mrs. Potts, plain, polished.....	0 95	per set.
" nickle-plated.....	1 05	

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Emery, 40 per cent.		

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S. & D., 40 per cent.		
Crosscut, Diston's, per ft.....	0 35	0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.		
Hack, complete, each.....	0 75	2 75
" frame only.....	0 75	

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Sectional, per 100 lbs.....	3 25	
Solid, ".....	1 50	

SASH CORD.		
Per lb.....	0 23	0 30

SAW SETS.		
" Lincoln," per doz.....	6 50	

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B. S. & M. Scales, 45 p.c.		
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" Richelieu, 55 p.c.		
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Sargent's, per doz.....	0 65	1 00

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Discount, per doz, net.....	9 00	15 00

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Chair nails	35
Cigar box nails	35
Patent brads	40
Fine finishing	40
Picture frame points	10
Lining tacks, in papers	10
" in bulk	15
" solid heads, in bulk	75
Saddle nails in papers	10
" in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	15
Zinc glazier's points	5
Double pointed tacks, dozens	85
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English, ass skin, per doz.	2 75 5 00
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steel, each	0 80 8 00

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Brade's	5 00 10 50
S. & D., discount 35 per cent.	

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Wrapping, mottled, per pack	0 50 0 60
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Peter Wright's, per lb.	0 12 0 13
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15c.—packed in casks or cases, 15c.—
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\$7.65—No. 24, \$8—No. 25, \$9—No. 26,
\$9.50—No. 27, \$10—No. 28, \$11—No. 29,
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15
No. 33, \$16—No. 34, \$17. Extras net—
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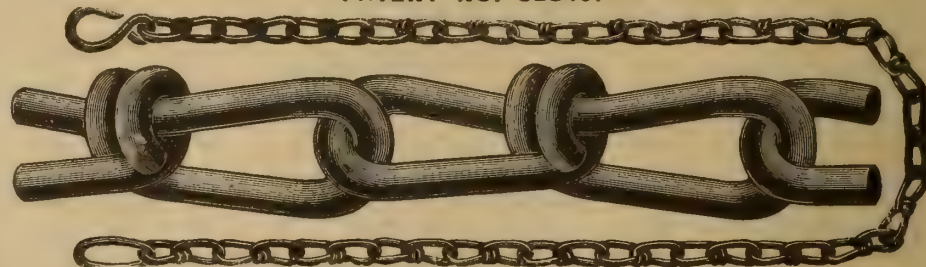
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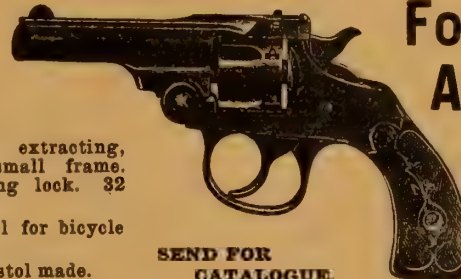
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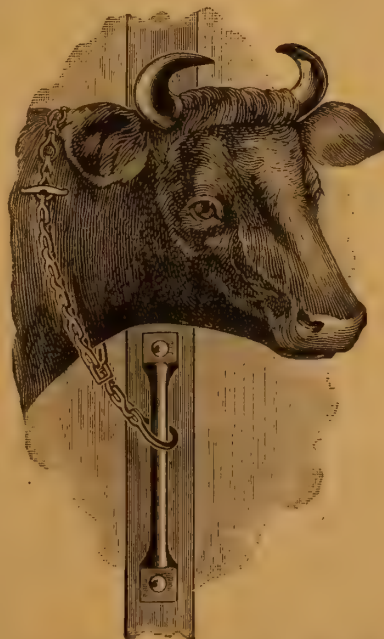
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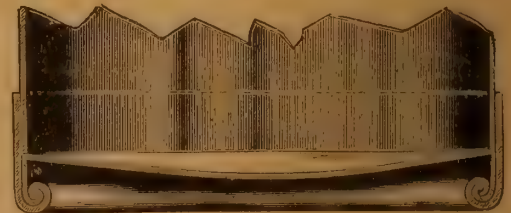
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VOL. XII.

MONTREAL AND TORONTO, FEBRUARY 24, 1900.

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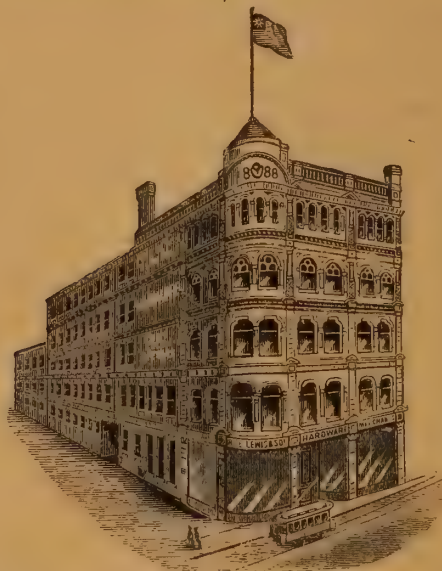
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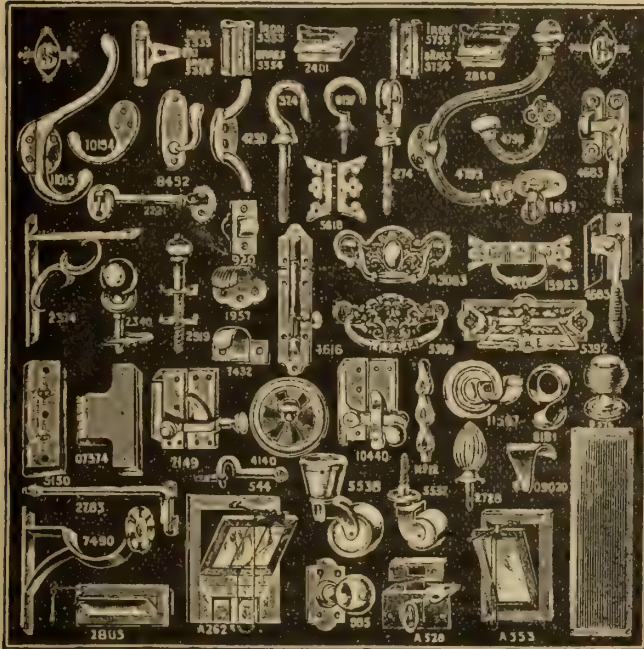
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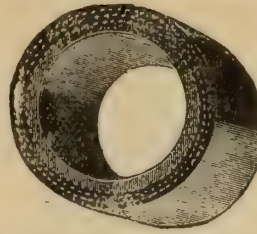
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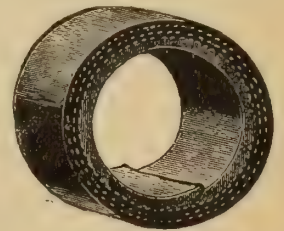
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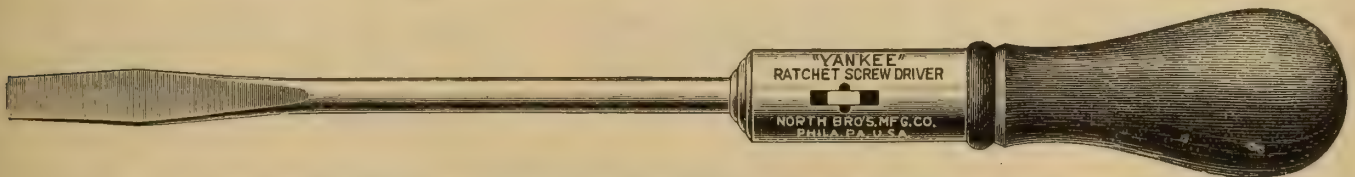
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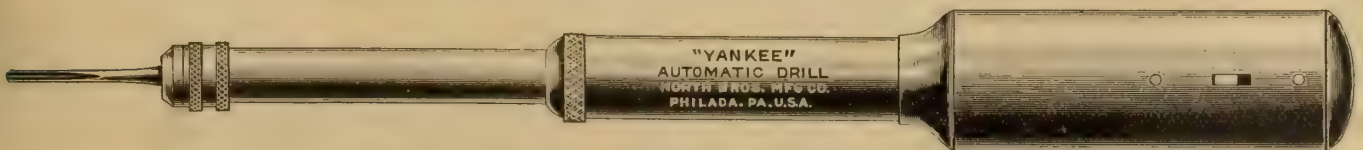
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
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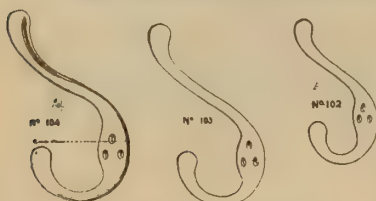
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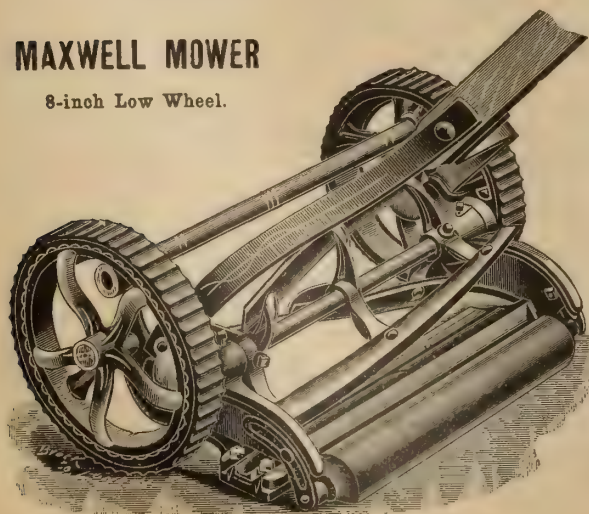
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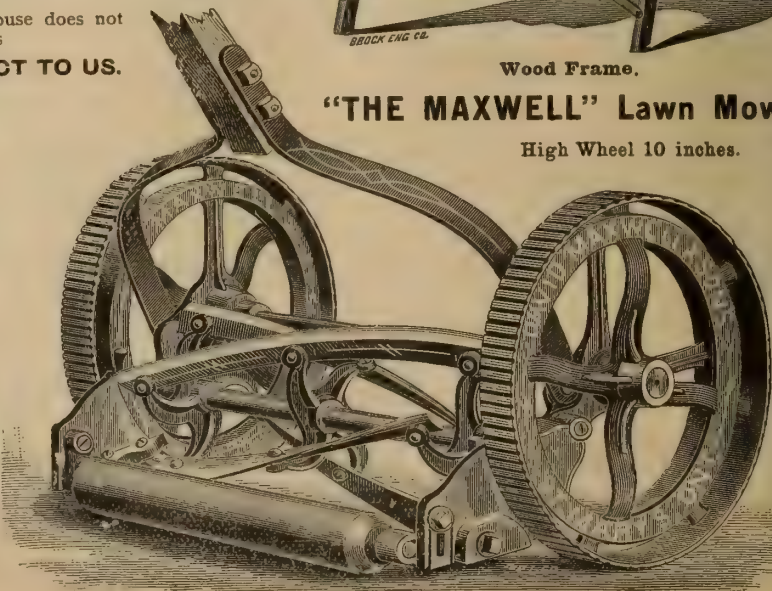
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NEW PROFITS

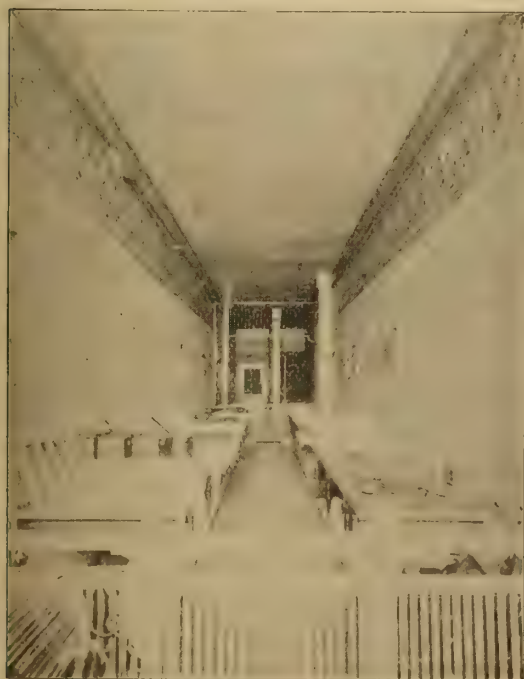
Church's Alabastine opens up a new field of profit for you, limited only by the number of people living in your territory. As a permanent and absolutely sanitary ("it hardens with age"), water color, wall coating, it CAN BE APPLIED BY ANYBODY. You do not have to depend on the trade of Painters and Decorators—it is easy to use and READY to use with cold water. Skill is not necessary to apply it successfully. New profits (and unlimited ones) for you if you sell it.

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THE ALABASTINE CO'Y, Limited, - PARIS, ONT.

Trade in the North - G. F. Stephens & Co., Winnipeg, Man.
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Luxfer Prisms successfully lighting a store 100 feet long.



Ordinary glass made the store unrentable without artificial light.

Specified
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Appreciated
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A visit to our test rooms will furnish ample proof that these contrast pictures underestimate rather than exaggerate the lighting results of Luxfer Prisms. Write for our blank form and obtain an estimate of cost.

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Dealers Doubled their Dollars

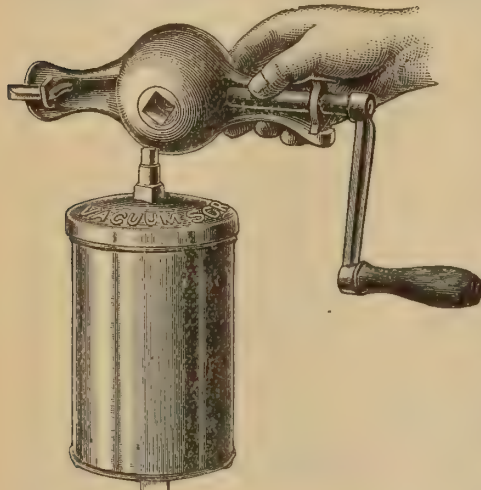
by adopting the proposition we made them last year. We approached them then with what we *thought* would win out. **This Year** we ask you to take advantage of what *has proved* itself a winner. We have letters from dealers saying it increased their freezer business last year 200 per cent. With the first order for 1 dozen Peerless Iceland Freezers we advertise them so as to send freezer customers to your store—they will buy other goods as well as freezers. Write us. The particulars will interest you.

Peerless Iceland Freezers

Sell Easily.

Ice Cream in 3 Minutes.

Satisfy Perfectly.



(We have a record of one minute and forty-five seconds, but above allowance is for inexperienced people).

No complicated machinery to get out of order.

Gearing enclosed both top and bottom.

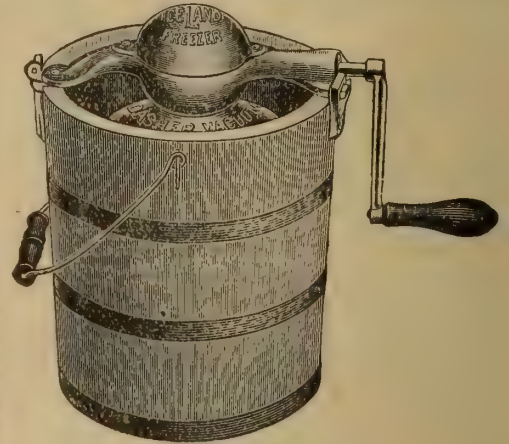
No cogs on can top to catch ice and salt.

Metal parts all coated with pure block tin.

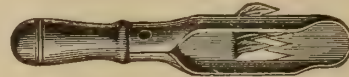
The Freezing Freezer.

W. G. Putman had a big crowd all day yesterday, watching the man making ice cream in two and a half minutes. This was done with the Peerless Iceland Freezer, and the callers at the store were served with the cream during the day. The freezer is substantially built and is the best on the market. Just to show what it could do, one batch of cream was frozen in one and three quarter minutes. It is absolutely salt water proof.—*Peoria Herald*.

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DANA & CO., Cincinnati, O., U. S. A.
Department "R."



The Peerless
Ice Chipper

Made from one solid piece of steel heavily coated with tin. Chips ice properly and rapidly. Best tool made for the purpose. Saves time and ice.

SUGAR MAKERS' SUPPLIES.



SAP BUCKETS. Extra deep and straight. Three sizes. They possess many advantages over the ordinary flaring bucket, being small in diameter they do not catch the rain or snow, and as they are very deep, they hang perpendicularly and consequently will not overflow until full.

Covers supplied if required. They nest close for shipping or storing.

We can also supply the **ordinary flaring pattern**.

E. T. SAP SPOUTS. Made of Retinned Steel. Strong and durable. Only requires a $\frac{3}{8}$ -inch hole in tree. It does not cover the inside surface of the hole, consequently a larger amount of Sap is obtained.

MAPLE LEAF SAP SPOUTS. Made of Bronzed Steel. Requires a $\frac{1}{2}$ -inch hole in the tree. Has a shoulder which prevents it being driven in too far. The hole in tree is not exposed to wind and sun, consequently Sap will flow considerably longer.

We also supply **Syrup Cans** to order.

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PROSPERITY AND ECONOMY.

IN a season of prosperity like the present, there is a great tendency on the part of merchants to be slightly less careful about the expenses of the business than is the case when the volume of trade is so light that such economy becomes almost a matter of necessity.

But the tendency is one that should be restrained. Good years are not so common but that the most should be made out of those that do come.

The merchant who, after 20 or 30 years in business, can retire with a fortune, or even a competence, will readily inform one that his savings were not made regularly. Some years he made much; some years, little or nothing. It will be found, as a rule, that such men have taken advantage of the good years to thoroughly establish their business, or to make some addition to the

capacities, which should mean increased returns in the years to come.

Though the good years bring the tendency to carelessness in store expenses, and extravagance in personal expenditure, they should be made the years when, by the usual, if not more than the usual, economy, both at home and at the store, that the cash reserve shall be placed at a figure to enable them to take advantage of all discounts offered by jobbers or manufacturers, and to be prepared for the season of depression which is bound to follow, sooner or later, the season of prosperity.

EQUALIZING PRICES OF STOVES.

Stove and furnace manufacturers in Canada are at work upon a scheme having for its object the equalization of prices.

At present there are furnaces and stoves made by different manufacturers whose cost is practically the same, but which are sold at a marked difference in price. This is one of the anomalies that it is proposed to remedy. Then, there are other stoves and furnaces which are sold too low, and others, again, too high. The selling price of these, it is proposed, to base more accurately upon the cost of manufacture.

Taken all round, it is anticipated that prices will be little, if anything, higher than at present.

EASIER BRASS MARKET.

The price of brass has been reduced, the discount on roll and sheet, 14 x 30 gauge, being increased to 15 per cent. It was formerly 10 per cent., which means a reduction of about 5½ per cent. on the actual price.

MISREPRESENTATION IN TRADE.

WHILE much can be done in the way of legislation to prevent fraudulent labeling of goods, short weights and measures, untruthfulness in advertising, and misrepresentation of every form, the mercantile world need never expect to be free from these abuses because laws are put on the statute books.

Since the days of Adam, there has been a tendency of mankind towards deception and misrepresentation. Laws innumerable have been passed, preachers and philosophers have spoken and written unceasingly, yet the habit seems as much a part of human nature to-day as history tells us it was centuries ago.

Yet, the reason for it does not lie in the commercial advantages derived from the habit. A merchant who is honest—thoroughly trustworthy—has, other things being equal, a decided advantage over his competitor who is known to be “a little careless” about the veracity of his statements or the uprightness of his actions.

FIRM TINPLATE MARKET.

Although no further change has taken place in local quotations of tinplate, the market rules decidedly firm.

Advices from Great Britain state that the market has a decidedly upward tendency, and that squares, odd sizes and 20x28, are extremely scarce. The last named, which is the chief selling size in Canada, is at a premium. It was also stated that very few makers were booking for anything like early delivery.

Local jobbers report that they are booking fair orders for future delivery, but that very little is being done from stock.

LET TORONTO DO ITS DUTY, TOO.

A CALL has been issued by the Toronto Board of Trade for a conference of representatives of the city council, the city engineer's department, the harbor commission, the marine section of the board of trade and the council of the board of trade.

The devising of ways and means to improve the Toronto harbor.

The board of trade is to be commended for taking the course it has.

Everyone who is at all conversant with the matter knows that the harbor is in anything but what might be termed a business-like condition.

Along the line of doing something it is proposed to impress upon the Government "the importance of dealing with the question in a liberal manner."

It is quite proper that the Government should be impressed with the importance of doing its duty in the matter. But it is equally important, and even more important, that the city of Toronto should be impressed with the importance of doing its duty.

There is, in this country, a tendency altogether too pronounced to induce the Federal and Provincial Governments to shoulder burdens they should not shoulder to undertake as public works what are, in reality, private enterprises, which are designed to give 90 per cent. of benefit to promoters, and 10 per cent. benefit to the public.

It is time the business men of this country exerted their influence against these unbusinesslike practices.

There are duties which the Government should perform, and the business men of the country should lend their assistance in seeing that it does its duty, but let us stop this detestable practice of bleeding the country for the benefit of localities and corporations.

The people of St. John, N.B., led by the business men of the city, set an example, in regard to the improvement of their harbor, which other cities might well emulate: They stirred up the Government to do something; but they stirred up the citizens to do more, for, within a few years, they taxed themselves to the extent of \$750,000, in providing terminal facilities.

By all means, let the Government be persuaded to do what it should do in putting

the harbor of Toronto in proper condition; but it is to be hoped that, at the proposed conference, ways and means will also be devised to persuade the taxpayers of that city to do their part and to do it well.

NEW COMMODITY RATES ON IRON.

IT will be remembered that in November last, the Canadian Pacific and Grand Trunk railway companies made a sharp advance in freight rates on iron, steel, etc. It will also be remembered that certain of the boards of trade protested against the continuance of these. Whether or not as a result of these protests **HARDWARE AND METAL** cannot say, but a new list of iron commodity rates has just been issued, which, while still higher than the rates obtaining prior to those that went into force in November, are a decided improvement on the latter.

An example will serve to show this: At one point, to which the rate existing a year ago was 12c. per 100 lb. on less than carloads and 10c. per 100 lb. on carloads, the new rate is 16c. on less than carloads and 13c. on carloads, against 19 and 15c., respectively, under the rates issued in November. Here is an advance on the old rates of last year of 3 to 4c. per 100 lb., but a decrease of 2 to 3c. compared with the objectionable November rates. Other instances might be cited which show the same proportionate increases and decreases, while an instance here and there is met with where the rate is the same as a year ago.

The new rates apply to the same particular iron commodities as enjoyed the special rates prior to November last, namely, bolts, nuts, washers, chain (coil and cable), horse-shoes (iron and steel), corrugated iron, galvanized iron, iron pipe, iron pipe fittings, iron boiler tubes, nails, rivets, screws, tacks, iron and steel wire, staples, rope, pig iron, railway bolts, fish plates, angle bars, spikes, etc.

THE JOBBERS AND BROKERS.

Since the announcement made last week, a number of wholesale hardwaremen and hardware commission agents have sent in their names for the directory we intend to publish in the forthcoming special issue of

HARDWARE AND METAL. But there must be a great many who have not yet complied with our request.

We do not propose to leave out one name if we can help it, but, unless the various wholesale houses and brokers send us their names, it is not impossible that a firm here and there may be overlooked, as was the case a year ago, and that the blame will be thrown upon our shoulders, as was also the case before.

THE POSITION OF TURPENTINE.

THE continued and pronounced strength in turpentine is chiefly due to the heavy demand from England at points of production and the scarcity of spot stocks. The scarcity of labor, and its consequent increased cost, is also a factor.

The last rise of 3c. per gallon makes the net rise during the past month 8c., and, if present indications are reliable, prices will go still higher in the near future.

As prices stand now, they form the record high figure of several years back.

Late advices from Savannah state that the market there was firm at 52c., which is the highest figure since 1889, and then spots only sold at 51c. In 1881, 54c. was realized at primary points, and in 1879 80, as high as 64c. per gallon was reached.

Whether these records are to be set aside is yet to be proved, but the prediction is confidently made that, before the end of March prices at Savannah will be on the same level as the spirits have sold lately in New York.

Receipts during the present month will have a good deal to do with further advances. In February last year the receipts were 4,000 casks, but the severe weather at that time prevented gathering the crop, so that this would not be a sure indication of what is in store for the present year.

The following table, taken from an exchange, gives the highest and lowest prices of turpentine in Savannah during the past twelve years:

Years.	Highest.	Lowest.
1899-00	54	36
1898-99	35	23½
1897-98	39	24
1896-97	27½	22
1895-96	32	25
1894-95	35	24½
1893-94	31½	23
1892-93	35	25½
1891-92	41	30½
1890-91	40½	34
1889-90	46	34½
1888-89	51	31½

MONTREAL MASTER PLUMBERS DINE.

THEIR SIXTH ANNUAL BANQUET A MOST ENJOYABLE GATHERING

THE daily occupation of the up-to date plumber makes for the preservation of the public health. It is but natural therefore that the plumbers as a body should enjoy healthy appetites, and be able to do justice to the good things that Nature has provided for our pleasure. There was an extensive list of these good things supplied at the sixth annual banquet of the Montreal Master Plumbers on Wednesday evening. It was given at the Place Viger Hotel, and over 80 of the members of the association and their guests sat down in the handsome dining-room of that fine hotel. President Joseph A. Giroux had on his right Ald. Ames and H. McLaren, sr., of The Dominion Radiator Co., and on his left, Ald. J. Lamarche, who is also one of Montreal's prominent plumbers, and J. W. Harris, president of the National Plumbers' Association of Canada.

Gathered around the tables, also, were representatives of all the leading supply houses, among them being: W. J. Wall and H. A. Lamontagne, of Thos. Robertson & Co., Limited; Alex. Robertson, of The James Robertson Co., Limited; Geo. Lockhart, of The Gurney-Massey Co., Limited; L. A. Mogenais and A. McGowan, of The Star Iron Co.; L. H. Hebert, of H. R. Ives & Co.; Geo. Moffatt, of The Robert Mitchell Co., Limited; H. McLaren, jr., of The Dominion Radiator Co., Limited; Geo. Sclater, of The Sclater Asbestos Co.; A. W. Lamontagne, of The Mica Boiler Covering Co.; J. M. Hersey, of The Pillow & Hersey Mfg. Co., Limited, and G. P. Breckon, of The Metallic Roofing Co., Limited.

Among the members of the association who sat down were: Jos. Ames, F. M. Collins, J. A. Sadler, John Foster, W. E. Ramsay, T. Lessard, W. Drouin, P. E. Pouillier, F. Bonhomme, P. C. Ogilvie, J. Montpetit, E. Brodeur, J. Laurie, Geo. Tuck, F. Walsh, J. W. Hughes, P. C. Carroll, W. Atcheson, H. A. Sansdell, J. A. Gordon, I. L. Smith, D. Duquette, E. C. Mount, F. Baylis, F. E. Bulmer, W. H. Cornell, A. O. Thorne, L. Lapointe, W. F. Mount, C. E. Thibault, A. Champagne, C. C. Smith, E. Lesperance, E. Hebert, J. P. Conroy, G. H. Dickson, Jno. Burns, W. Burns, J. E. Couillard, Louis Mallette, W. A. Dansereau, Jos. Brunet, H. Dubois, Jno. Watson, G. C. Denman, C. Prevost, W. R. Hughes, A. Prudhomme, Jos. Thibault, L. Rousseau, J. B. Lalonde, W. A. Stephenson, M. G. Larochelle, James Atcheson, and many others.

There were eloquent speeches, but, as spice to this intellectual portion of the pro-

gramme, Walter Cowan, K. Miller, and J. A. Payette, three gentlemen of great vocal ability, supplied some splendid singing as a pleasant variation.

Before "The Queen" and "The Governor-General" were honored, J. W. Hughes held up a bulky package of letters of regret from those who were unable to attend, among whom the more prominent were Lieut.-Governor Jette, Sir Wilfrid Laurier, His Worship the Mayor, H. R. Ives, E. Gurney, Jno. Robertson, of Jas. Robertson & Son, Jas. Reid Wilson, of Thos. Robertson & Co., Limited, A. W. Anthes, Toronto Foundry Co., and Dr. Labarge, the medical health officer.

The two loyal toasts being honored, President Giroux, before proposing the health of the "Corporation of Montreal," dwelt upon the advantages of associations and gatherings of the kind. Referring to the necessity of legislation in a lot of matters vital to plumbers, he pointed out that, as a body, they could speak with more force than individually. In closing, he expressed his pleasure at seeing so many representatives from the supply houses around the board. The latter, he was glad to say, were cooperating with the master plumbers more and more every year, and the formation of such associations as the Montreal one, had gone a long way toward bringing this about.

Ald. Joseph Lamarche, replying to the toast of "The Corporation," expressed his pleasure at being present with his friends another year. He had been asked to express Mayor Prefontaine's regrets and, were it not that the interests of the city demanded the Mayor's attention at Quebec, he would have been present. Mr. Lamarche went on to say, that as alderman, he would do his best to look after the interests of his confreres in the trade as well as of the citizens in general. They now had a good council, and there were a lot of discrepancies in the building and health by-laws that required amendment. As a member of the council it would be his duty to labor for these reforms. He closed with an eloquent reference to the Canadian contingent in South Africa, and the great sorrow that all felt at the losses which it had sustained in the recent battles. The speaker's patriotic sentiments were loudly applauded by the diners.

Ald. Ames, who followed, congratulated the association on its size and power, which gave promise of a great future. Sanitary science had made great progress in recent years, and this result was largely due to such associations as the one he was address-

ing. They had just reason to be proud of this, and, if the good work was kept up, the benefits would be inestimable to the citizens of Montreal. As chairman of the board of health he urgently requested the cooperation of the members of the association, which cooperation would not only be of great assistance to the committee, but a benefit to the city at large. It was a bounden duty to see that all sanitary laws were rigidly enforced in order that the lives of the citizens might be protected. In remarking that everyone would regret the lives of the brave Canadians sacrificed in the defence of the Empire, the alderman pointed out that daily lives were sacrificed through carelessness in regard to the public health, which might easily be avoided. This was one of the duties which the health committee had to fulfil, and he extended a hearty invitation to the members of the association to give the committee the benefit of their advice at all times.

President J. W. Harris made a short speech in responding to the toast of "The National Plumbers' Association," dwelling strongly upon the importance of the branch associations loyally supporting the federal body in its efforts to secure reforms. H. McLaren, of The Dominion Radiator Co., replied briefly to the toast of "The Guests," and J. W. Hughes spoke for "Absent Friends," while Mr. Pedlar, of The Oshawa Roofing Co., in place of a speech, gave an enjoyable whistling solo.

The following are the officers for the year and those who had the details of the banquet in charge:

Honorary president, John Date; President, Jos. A. Giroux; 1st vice-president, G. Denman; 2nd vice-president, Jos. Gibeau; 3rd vice-president, J. Young; secretary, E. C. Mount; financial secretary, J. A. Sadler; treasurer, Thomas Moll; English cor.-secretary, J. W. Hughes; French cor.-secretary, W. Brunet; arbitration committee chairman, P. J. Carroll; auditing committee chairman, J. W. Harris; legislative committee chairman, J. Watson; apprenticeship committee chairman, J. Montpetit; sanitary committee chairman, J. Lamarche.

Banquet committee—Chairman, John Watson; secretary, E. C. Mount; treasurer, J. W. Harris; T. Moll, Jos. Thibault, J. A. Sadler, P. J. Carroll, E. Rousseau, J. Montpetit.

GALVANIZED IRON IS FIRMER.

A firmer feeling is developing in galvanized iron.

Advices received this week from manufacturers in the United States announce an advance of 5 per cent. in prices, while it is understood that the makers of "Queen's Head" brand will increase their figures by 25c. per case at the beginning of next month.

Quite a few import orders are being booked.

ADVICE TO THE EMBRYO TRAVELING SALESMAN.

GEO. D. RICE.

TRAVELING for a wholesale house is not merely a business; in these days, it has arisen almost to the dignity of a profession. To honestly represent a leading wholesale house is a calling of which no one need be ashamed, and in which many distinguished men—statesmen, lawyers and clergymen—have, at one time or another, been engaged. Fix this point in your mind so firmly that nothing can dislodge it, even for a moment; it will give you the self-possession and assurance that you will find among the essential elements of success. Having settled the fact that your

CALLING IS AN HONORABLE ONE,

see that you confer upon that calling honor and credit, by mastering its details. No one can attain a large measure of success who does not understand thoroughly the details of his business. These details cannot be learned at once. Learn as you go along; but, first, and above all other things, learn about your own company and the goods it handles. That, at a glance, may seem to be a large undertaking, but it is not. A man of reasonable intelligence will master it quickly, if he undertakes it systematically and pursues it diligently. Perhaps the very

BEST STARTING POINT

on your round to discovery is the literature of your company. Take several of the price lists issued by your company; read and reread them; study them hard and patiently, as you studied your lessons in grammar and mathematics, and, before you are aware of it, your mind will have become a storehouse of information as to the details of prices and lines of goods carried.

Supposing yourself to be alone, imagine a buyer before you, and hammer away at the imaginary person until you find yourself able to present to him a logical and convincing course of reasoning. It will give you practice and the confidence in your ability to "talk" that you will need in

ACTUAL EXPERIENCE

when on the road. With close application, two or three days will have fitted the beginner for the serious business of taking orders. Don't defer your first attempt at soliciting. Idling is to be deplored in any vocation, but it is especially deplorable in the grocery business, where the measure of success is dependent wholly on the time, energy and intelligence employed. A first attempt may be likened to a cold plunge bath on a frosty morning; it is dreaded until the plunge is taken, after which come added strength and exhilaration. There-

fore, take your first plunge quickly, lest the dread prove too strong for you.

Before making your maiden venture map out your plans carefully. Don't rush out aimlessly, without definite preparation, hoping for some favorable opportunity to present itself. Seek for and make your opportunities; prepare a list of dealers that you propose to see and then follow it up by seeing all of those that you can reach. Do not count too strongly on closing a good trade the first day; perhaps you may not close one good one in a week; older agents have gone longer without definite results, but they are accustomed to looking philosophically on apparent defeat, and the agent of experience knows that

ULTIMATE VICTORY COMES

of apparent defeat often and that steady and determined effort will win the battle eventually. An excellent idea, in the opinion of the writer, is to spend a few days in prospecting or "pioneering," selecting with discrimination the buyers that seem promising, and then calling to his aid the assistance of a really first-class man to help him "close." By a careful observance of the man's manner of presenting his arguments and his methods of work, the beginner obtains in a few days a practical knowledge of the little details of the canvassing art that are so impossible to describe, yet so essential to success. He receives a series of object lessons in that combination of finesse and tact that practically constitutes skill in soliciting orders for one's house. The writer has been convinced so firmly that the help of an experienced salesman at the outset of a beginner's career is indispensable to his early and pronounced success that, were he limited to a single suggestion, all others would be sacrificed to this one idea.

One would think, from the jokers' references, that the new man was generally

A GIGANTIC FAILURE

on his first trip; but the truth is that many of our most successful salesmen speak of their first trip as one of the very best they ever had. The new man looks back and acknowledges the truth of the old saying: "Where ignorance is bliss, 'tis folly to be wise." In the blissful ignorance of his inexperience he called on men whom older travelers looked upon as order proof. The very audacity of the thing pleased the tough customers whom old travelers avoided, and he conquered.

The new man is not half so much an object of sympathy on his first trip as on his

second. He sells everybody the first time around and he sells good bills; but when he calls again he is met with: "We bought too many goods of you on the other trip; will not need any more for some time." It is then he wishes his first trip had not been quite such a good one, and that he had something for the next.

THE BUSY BUYER

is an extremely busy man. He is first to arrive and last to leave and from the moment he pushes up the top of his desk and calls his stenographer until he slams it down and starts out he is hard at work. Indeed, his absorption and the way in which he sinks his personality out of sight and puts on a buyer's inscrutability have earned for him the title of "the Sphinx" among the other men in the house. By the time he has finished his morning dictation there is usually someone waiting to see him and occasionally two or three men are lined up watching for a chance to get at him. I have seen him spend the entire forenoon with travelers, working them through as quickly as possible and doing his work well, find others waiting for him when he returned from lunch, and finally have to turn men away with: "Come in the morning. I can't listen to you to-night," in order to get his mail signed in time to get it despatched. Buyers, as a rule, are busy men, and to such, a conversational bore becomes a thing of terror.

It is difficult to make

A GOOD ROAD SALESMAN OUT OF A WOMAN.

In a dry goods store in a retail way, where the goods are sold to the user, she does excellently, her tact, quickness of perception and deftness of touch making her valuable. She can even successfully manage a department in which the same faculties are employed on a larger scale, but the experience, training and method of thought necessary to a road salesman are entirely foreign to anything in her knowledge. Freight and time, equalization and exclusive territory, cash discounts and future datings, competitors' prices and the quality of their goods, the relative value of the trade of different houses and the judg-

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

ment as to when to grant the "extra five" and when to withhold it—these are Greek to her. Give her samples and uniform prices from which there is no deviation, let her quote her one price and praise the goods all she wishes, and if that were all she would do well; but it is not all.

The salesman is a natural expansionist. "We want orders," write the house, and he counts that day lost whose low descending sun sees no requisition for goods mailed in. With all his desire to

WORK FOR THE HOUSE'S BEST INTEREST and to do what he knows will please the men at home, he occasionally allows himself to be overpersuaded and falls back upon the plea of expediency in explaining to his house why he deviated from instructions.

The office man, on the contrary, is a born "detailist," if I may coin a word, whose life is spent in working out the sum of 2 multiplied by 2 makes 4, and who sees no sense nor reason in altering either the factors or the result. A loss through a bad account or any reduction from the maximum profit the order should yield, he feels as a personal reproach, and so he anxiously guards against any tendency toward looseness of method or a generosity that may diminish the total footings. While the salesman is an optimist working in a hail-fellow-well-met spirit of brotherly love, the ideal credit man is a cold blooded duffer with a diseased liver and a memory that refuses to take cognizance of any claims of love, kinship or friendship, expediency or large profit, that might change the footings of the ledgers to the firm's detriment.

The bookkeeper, as well as the office manager, comes in for a share of the average salesman's ill-regard, for he holds him accountable for many of the troubles with customers that arise from disputes over payments.

A TRIFLING DISCREPANCY,

or a series of them, that amount to very little in dollars and cents will disturb his balance and cause a lengthening column of figures on the ledger without the red line across it which it seems the bookkeeper's passion to draw. It causes him trouble and extra work in his statements and trial balances, and as it is usually left to him in the office to keep all tag ends straightened out, or, at least, to see that they are not forgotten, it is small wonder if they form a constant source of irritation and are magnified into undue proportion. It is very easy for him to call the attention of the office manager to irregularities in such a manner as will put them in their worst light, and by his prompting infuse a tone into the correspondence that will work more harm than the loss of many times the amount involved.

S.-W.P. INCREASES

are substantial.

To the dealer who appreciates the power of good quality, S.-W.P. will make better gains than almost anything else he handles. It will pay a better profit in money and reputation.

A hardware dealer, agent for S.-W.P., wrote us recently the following letter:

"We have just been looking over our account with you for the season, and find we have done a largely increased trade in your goods. If all our departments showed the same improvements as S.-W.P., it would indeed be a bonanza year and most satisfactory."

There are thousands of dealers who can show large increases in S.-W.P. every year.



THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

Canadian Division:
21 St. Antoine St.,
Montreal.

CLEVELAND. BOSTON.
CHICAGO. TORONTO.
NEW YORK. SAN FRANCISCO.
MONTREAL. KANSAS CITY.

I am very sure I am not alone in the trade in looking upon the young man with kindly feelings when he opens the door and wishing him success in his work. He is

THE MERCHANT OF THE FUTURE.

Out of his ranks came the men who are at the helm of affairs to-day, and he and his successful companions will take our places in the not distant future. We have made many improvements on the ways of our predecessors; he will be a distinct improvement upon us older men. All the advice on methods of work will be thrown away unless the young drummer realizes and puts into practice the idea that success cannot come to him without the constant exercise of hard work, perseverance and never-failing courage. Throw your personality and your perfect enthusiasm into your efforts; use your brain as well as your tongue; value your time, and take advantage of your opportunities. — Michigan Tradesman.

WHO MAKES COWBOY SADDLES?

A subscriber of *HARDWARE AND METAL* writes: "Could you give me the names of a few firms who manufacture cowboy saddles as used in the Northwest?"

[Remark: Can any of our readers furnish us with the desired information.—THE EDITOR.]

IVER JOHNSON'S FLOODED.

The Iver Johnson's Arms and Cycle Works, of Fitchburg, Mass., were compelled to suspend operations during part of last week, on account of the flooded condition of part of their factory.

Their plant is situated quite near the Nashua river—a usually quiet stream—but which, during the past week, has been a raging torrent, owing to heavy and continued rains, which caused it to overflow its banks and considerable damage was done to the factories along its course.

The Iver Johnson people suffered some loss, owing to damaged machinery and stock, but report their main loss to be three days' time at a period when they are extremely busy getting out the new models of the Iver Johnson cycles.

ORE MOVEMENT ON THE LAKES.

A Cleveland, O., despatch says: "Contracts have already been made for vessels to carry 18,500,000 tons of iron ore down the lakes this year. This total exceeds, by 2,500,000 tons, the largest movement of ore in any previous year, including 'wild' tonnage. The 'wild' boats this year will carry 1,500,000 tons, which will make the grand total 20,000,000, something heretofore undreamed of. The freight rates this year are double what they were last year,"

IS ELECTRICITY A SUBSTANCE?

THE controversy over the dutiability of electricity has already been alluded to in these columns. Apparently the question may turn upon another. Is electricity a substance or not? This is a good old question, and is still unsolved. It is largely a matter of definition, for the two words "electricity" and "substance" are still used in various ways. The engineer often means "electrical energy" when he says "electricity" while the physicist usually postulates the existence of something that is the vehicle of this energy. Now, if something analogous to a substance is introduced into this country from Canada, it may be dutiable, while if only energy or "power" is brought in, it may not. The whole subject is elusive, and it will be interesting to see how the patent office will deal with it. The Electrical Review, in a leading editorial, seems to take the view that the electricity cannot be made to pay duty because it passes continuously around a circuit and hence is exported as fast as it is imported. It says:

"The electricity—whatever that may be—could be justly considered to travel along the line into the United States, and at once to travel back to Canada.

"Suppose two pulleys, one on each side of the Niagara river, with a rope or belt connecting them. This arrangement would transmit power if one of the pulleys was turned. Similarly, while it was running there would be a more or less rapid importation of the belt, and an exactly similar exportation. And it could not be said with truth that such an arrangement constitutes an importation of power, for the power, in its applicable form, does not exist in transit, but only at the driven pulley. Now this arrangement is an exact analog of an electrical power transmission.

"If those who are anxious to prevent Canadian importation would only turn their attention to certain unenumerated, unmanufactured products of that country, now entering duty free, such as blizzards, north winds, hunting and fishing stories, etc., they would do a good work."

Immediately following this editorial is another in which the ground is taken that electricity is not a substance at all. It appears that The Commercial Tribune, Cincinnati, Ohio, has suggested the possibility that electricity may be not only a substance, but an exhaustible substance, and "views with alarm" the possibility that the world's supply of it may give out. To this the writer in The Review rejoins, that our supply cannot be exhausted, for electricity is not a substance at all, but a mere condition. He says:

"To define this condition of matter and

ether, that is commonly called "electricity," is not yet perfectly possible, though the true nature of electricity is far better understood than that of so simple and everyday a phenomenon as gravity. We know enough about it to say that electricity is certainly not a substance, and, for the present, perhaps it is safer to let our definite assertions stop with the statement that it is a state into which a body and its surroundings may be brought by suitable work done upon it. That is all. Hence we are in no particular danger of seeing our stations crumbling into picturesque decay, and our telephones on the scrap heap. Indeed, if all the electricity were gone, we wouldn't see anything, because there would be no more light."

This whole discussion is very interesting, as showing how a subject may leap fully armed from the regions of metaphysics into the "strenuous" arena of commerce.—Literary Digest.

CANADIAN PRODUCTS WANTED.

THE following were among the inquiries relating to Canadian trade recently received at the Canadian Government offices in London:

A firm of bullion melters, refiners and assayers, who have a completely-equipped plant for experimental work are desirous of communicating with Canadian firms wishing to have small trials carried out on parcels of gold and other ores.

Inquiry is made for Canadian importers of glass tubes for water gauges by a firm desirous of establishing an agency for these goods in the Dominion.

HARDWARE AND METAL can supply the addresses of the above applicants on request being made to the editor.

The following inquiries were received by Mr. Harrison Watson, curator of the Cana-

dian section of the Imperial Institute, London:

A Welsh firm desire immediate quotations for 150,000 spruce or whitewood boxes: two tops and bottoms, 18 x 11 x 7-16; two sides, 18 x 9 x 7-16; two ends, 10 x 9 x 7 16. To be bundled as desired and bound with wire. Delivered cost, freight and insurance, London, before May 31 next.

A Glasgow firm of importers points out a possible opening for Canadian nuts and bolts (American makes on coming into this market), and asks for names of Canadian manufacturers prepared to take up the matter.

A London firm of merchants asks for names of Canadian shippers of spruce and poplar pulpwood, for which they have orders for several cargoes for shipment during the coming summer.

A Midlands manufacturer of anchors and chains is prepared to appoint a capable Canadian resident agent.

An Irish firm are open to contract for up to 50,000 sets of spruce box boards, cut to dimensions, for the manufacture of a patent butter box.

A London firm possessing a considerable continental connection, is prepared to act as agents for Canadian shippers of lard.

A South of England firm of manufacturers and builders' merchants asks to be placed in communication with Canadian makers of pedestal closet seats, and desires catalogues with quotations.

A Scotch house asks for names of Canadian makers of window blind rollers who can fill orders promptly.

CAPE BRETON COAL OUTPUT.

The Dominion Coal Co.'s output of coal for the month of January aggregated 130,289 tons. Of this amount 100,119 tons were shipped, as against 37,300 in January, 1899, of which 58,750 tons were sent to the United States, against 8,465 tons for the same period last year. In fact, the shipments to the United States last month were within 1,000 tons of the shipments for the first five months of last year. A few years ago it would be considered a good output for a busy summer month. — Island Reporter, Sydney, C.B.

IVER
JOHNSON
BICYCLES

NOT
CONTROLLED
BY THE
TRUST

HONEST
CYCLES
at...
HONEST
PRICES

BUY A BICYCLE AND SAVE
\$15.
AN...
IVER JOHNSON BICYCLE

is the equal of any machine made, at any price. It sells for
\$35, while others list at \$50.

SAVE YOUR MONEY

Honest, well-made, and popular.

Fully guaranteed by good people.

Medium Grade Models,	\$25.
Highest " "	35.
Racer " "	45.
Cushion Frame " "	50.
Chainless " "	60.

Send for Catalogue.

Iver Johnson's Arms & Cycle Works

BRANCHES—
NEW YORK—99 Chambers St.
BOSTON—408 Washington St.
WORCESTER—304 Main St.

**FITCHBURG,
MASS.**

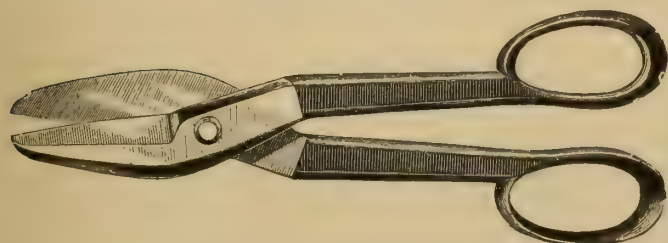
H. S. HOWLAND, SONS & CO.

HARDWARE
MERCHANTS,
WHOLESALE
ONLY.

37-39 Front Street West, **Toronto.**

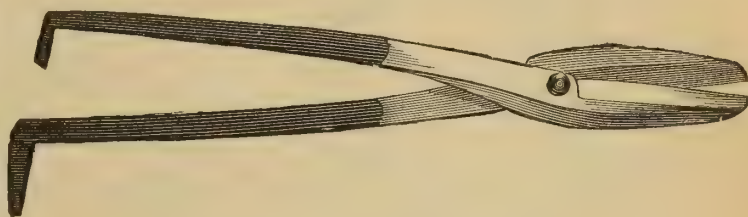
ONLY
WHOLESALE.

TINNERS' SNIPS.



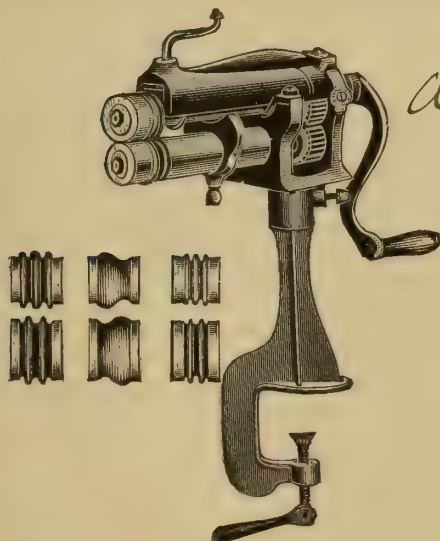
2½, 3, 3½, 4-inch Cut.

BENCH SHEARS.



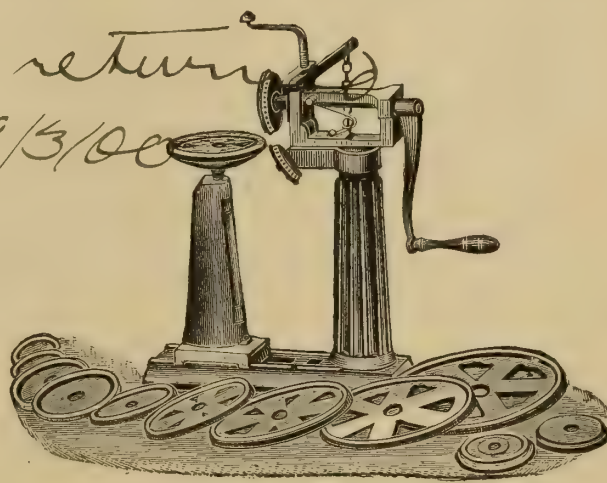
6, 7, 8, 9, 10, 12-inch Cut.

BEADING MACHINES.



Beading Machine—Direct Acting.

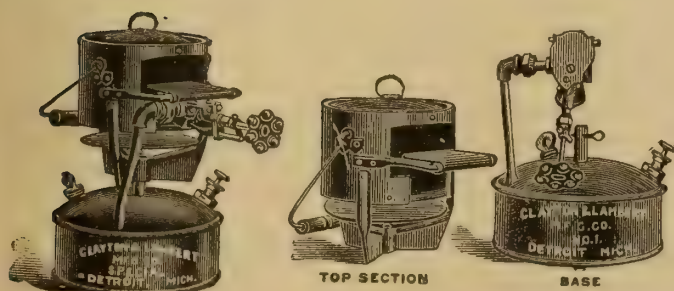
DOUBLE SEAMING MACHINES.



Double Seaming and Setting-Down Machine.

FIRE POTS

For Plumbers and Tinnners.



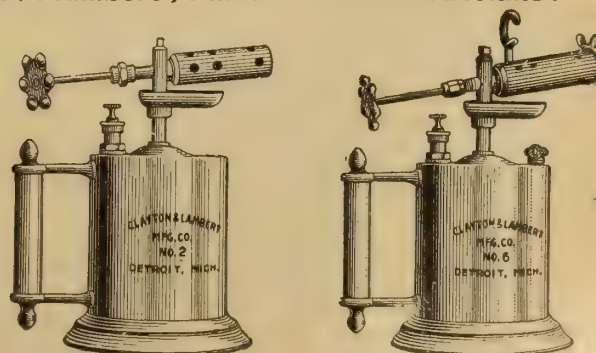
Complete.

Top Section.

Base.

TORCHES

Tinnners', Plumbers', Painters' and Electricians'.



"All Right" Torch.

Combination Torch.

H. S. HOWLAND, SONS & CO., Toronto.

WRITE FOR
PRICES.

Graham Wire and Cut Nails are the Best.

OUR PRICES ARE
RIGHT.

SOLICITING ORDERS.

AGENTLEMAN, under the nom de plume of "A. W.," having had some years' experience in soliciting orders, gives, in Ironmonger, the result of his efforts for the benefit of those who have not yet adopted the plan :

"Ironmongers, as a rule, wait for customers to come or send to them, whilst drapers and grocers go their weekly rounds. One effect of this is that many of the latter now supply their customers with hardware. I do not advise ironmongers to retaliate by introducing groceries, but to imitate their competitors by diligently working their districts for orders. Undoubtedly there are many things wanted by the inhabitants of villages and hamlets which are not ordered or bought, for the simple reason that no one can be spared to go out and do the shopping.

"I recommend any ironmonger who wishes to increase his returns to try this plan. But to carry it out successfully it is necessary to employ an experienced man who must possess a good address and ability for giving advice on all sorts of matters. In addition to soliciting orders accounts can be collected and much useful knowledge picked up with regard to customers' financial standing. By calling at their houses I have often secured customers, who, in the absence of such visiting, would probably have gone elsewhere. On such occasions I have ascertained, for instance, in what families weddings were about to take place, and have managed by the exercise of a little tact to secure the custom of the new establishment. Of course the work is troublesome at times, but it can be made to pay handsomely.

"I began on the first Monday in the month of January taking the village of A, where a few old outstanding accounts required collecting. In some cases I got the cash, and in others a promise to pay on my next visit on the first Monday in February. The rest of the time I occupied by introducing the name of my firm, and leaving circulars and price-lists.

"On the next day I journeyed in another direction, visiting village B, where the same process was gone through, and so for each day of the month a plan of campaign was mapped out, the result being that after a few months I became so well and favorably known that my calls were looked forward to with pleasure. I am therefore able to say that the system pays. Before I adopted this plan the returns from the same area amounted only to £200 a year, but after two years' working I was bringing home cash amounting to £600 a year. By calling regularly my customers got into the habit of knowing exactly the day I was due, and would reserve cash and orders for me, and

if they went out would oftentimes leave instructions with their neighbor. I found an excellent plan was to procure a neat calendar and leave it at the houses of customers or probable customers, and, having a complete plan, would mark each calendar with a cross or some other distinct mark to indicate the day of my visit, and in this way valuable orders would be reserved for me. Finally, an agent or representative must be steady, sober, and obliging, and free from objectionable personal habits, otherwise he may give great offence and quite fail in his efforts."

AN EASY LESSON.

The Sun has received so many evidences of confused minds regarding the beginning of the 20th century, that it will present a proof that the 20th century begins after the year 1900 is ended, in the shape of a little conversation :

Question—What is a year?

Answer—Three hundred and sixty-five days.

What is a century?

One hundred years.

When did the year No. 1 end?

December 31 of the year 1.

When did the year No. 2 begin?

January 1 of the year 2.

When did the year 99 end?

December 31, A.D. 99.

Did that complete a century?

No.

When was the century completed?

At the close of the year following 99, or at the close of the year 100.

When did the 2nd century begin?

January 1 of the year 1 of the 2nd century, that is, January 1, A.D. 101.

When did the 19th century end?

At the close of the nineteen hundredth year, or at the close of 1900.

When does the 20th century begin?

It begins on day No. 1 of year No. 1 of the twentieth hundred years—that is, on January 1, A.D. 1901.—New York Sun.

PERSONAL MENTION.

Mr. Ed. Newby, the leading hardware merchant of Holland, was in the city recently, a guest at the Winnipeg hotel, on his way to England. Mr. Newby has been suffering in health for some few months and is taking a holiday in the hope that a change of climate may have a beneficial effect. He will probably return to Manitoba by the beginning of April.—Telegram, Winnipeg.

The imports into Nelson, B.C., during January, 1900, amounted to \$66,275, against \$27,406 in January, 1899.

BUSY SHEFFIELD.

THERE are no signs of falling-off in the heavy industries of the city. As orders are completed others come to hand, and there is as much work on the books now as at any time last year. The demand for all kinds of steel is stated to be larger than has ever been known, there being a market for all that can be made. The difficulty of obtaining supplies of the best qualities of Swedish material has in no way diminished. The makers of them are well sold up to the end of the quarter, and now only a few of the commoner brands are to be had. As showing how values have been increased, it might be stated that best Swedish Lancashire irons, and particularly rough bar iron, are now more than £4 per ton dearer than they were at this period last year. Local users of these materials have been quite unable to secure any commensurate improvement in their terms. There is apprehension that the demand this year will exceed the supply, and that much economy in the use of Swedish material will have to be exercised.

The principal firms engaged in the manufacture of railways tires, axles, buffers, springs, and so on, as well as of finished rolling-stock, have more orders on their books than they can grapple with conveniently. They have made advances in their quotations with a view to checking orders, but they continue to be placed. The local firms who manufacture shot, shell, bayonets, and other munitions of war are working these departments to the utmost extent. Some of them have instructions to forward all they can make. Another firm has good orders on hand for steel for the manufacture in Germany of a quick-firing magazine rifle. Houses which supply the cutlery trade with machine-made blades, scales, and other parts, started the quarter with a fair amount of work in hand; but, so far, orders have come in sparingly. This is partly on account of the quiet state of the home market. For some time there has been a large demand for machine-made blades by cutlery manufacturers who supply the South-American markets, and, although there is not quite as much pressure now, a very fair amount of trade is being done. Australia and Canada are good customers for cutlery; but with America and South Africa little is doing.—Hardwareman.

CYCLES FOR JUVENILES.

In addition to their complete line of cycles, Iver Johnson's Arms & Cycle Works, of Fitchburg, Mass., are able to furnish their agents with a juvenile line, known as the "Rollstone" cycles. Prices and discounts will be gladly furnished on application.

The . . .

Watson, Foster Co.

LIMITED

Every grade of
Wall Papers

VASTER AND BETTER EQUIPPED WALL PAPER
FACTORY "THAN HAS BEEN."

MONTREAL, QUE.



AN IMPORTANT ? FOR 1900.

Have you seen our **NEW WALL PAPERS** for Spring Trade? If not, ask for our Special Circulating Sample Books by Post or Express (prepaid).

CONTENTS OF . . .

Book No. 1	Ungrounded Papers and Flats
Nos. 2 & 3	Flats (cheap)
No. 4	Flats and Gills (cheap)
No. 5	Plain and Embossed Gills
No. 6	Plain Gills and Flats
No. 7	Better Plain and Embossed Gills.
No. 8	Wide Flats
No. 9	Wide Gills
No. 10	Ingrains (in combinations)

N.B.—These books cost you nothing, but are invaluable for selecting or sorting up your stock.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, February 23, 1900.

HARDWARE.

THERE is a satisfactory degree of activity to note in general hardware circles. No changes of importance are to note in values this week, but the firm tendency conspicuous for a long period is as pronounced as ever. Orders for forward shipment for all kinds of material keep up in large volume, and jobbers' books are now so full that a very large spring turn-over is assured, and at present the demand on this account has not slackened appreciably.

BARBED WIRE—Trade is quiet, but prices are firm and unchanged at \$3.72½.

SMOOTH STEEL WIRE—Business is moderate for prompt shipment, but for forward delivery orders keep up well. The base price is unchanged at \$3.45.

GALVANIZED WIRE—Orders for future delivery are noted. We quote as follows: Nos. 6, 7 and 8 gauge, \$4.37½; No. 9, \$3.47½; No. 10, \$4.52½; No. 11, \$4.57½; No. 12, \$3.62½; No. 13, \$3.72½; No. 14,

\$5.12½; No. 15, \$5.42½; and No. 16, \$5.62½.

FINE STEEL WIRE—Discounts are steady, at 12½ per cent.

BRASS AND COPPER WIRE—Unchanged. Discounts are 50 and 7½ per cent. on brass, and 50 and 2½ per cent. on copper wire.

FENCE STAPLES—Forward orders are coming in. We quote: \$3.75 for bright and \$4.35 for galvanized.

FINE STAPLES—In fair request. Discounts are: Coopers' staples, 35 per cent.; poultry netting, 35 per cent., and electrical, etc., 35 per cent. off list.

WIRE NAILS—There is a fairly good trade in these, and the firm feeling is maintained at \$3.45 for jobbing and \$3.35 for carlots.

CUT NAILS—Unchanged, with a quiet trade at \$2.85 f.o.b. Montreal for jobbing, and \$2.75 for carlots.

HORSE NAILS—A fair movement is reported at 50 per cent. discount on Standard, and 50 and 10 on Acadian.

HORSESHOES—Trade keeps up well. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.90; No. 1 and smaller,

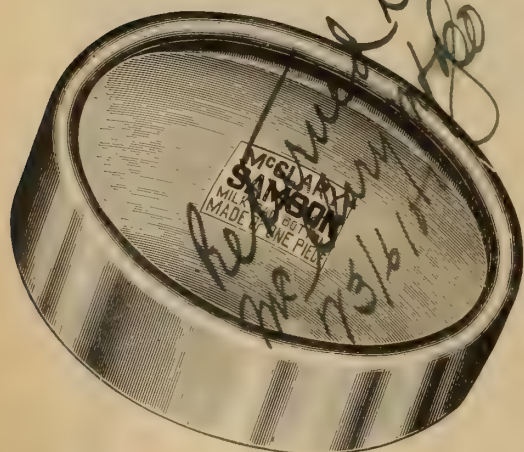
\$4.15; snow shoes, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; X L steel shoes all sizes, 1 to 5, No. 2 and larger, \$4.20; No. 1 and smaller, \$4.45; feather-weight, all sizes, \$5.45; toe weight steel shoes, all sizes, \$6.55 f.o.b. Montreal.

SCREWS—Business is fair and prices are firm. We quote as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS—There is a fairly good trade in stove and tire bolts. Discounts are as follows: Tire bolts, 60 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 52½ per cent.; nuts, square, 3½c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

The "SAMSON" Seamless Milk Can Bottom

Makes the STRONGEST. CHEAPEST and CLEANEST Milk Can.
EASIEST TO MOVE.



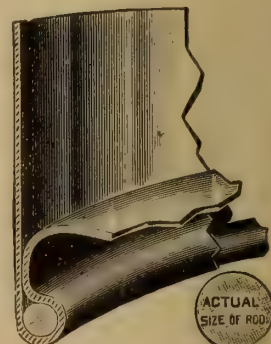
Patent Applied For.

STRONGEST because it is made of one piece of metal **without rivets or hoops** to tear off or break away.

CHEAPEST because the cup, as shown in sectional cut, accommodates the body tin evenly and securely so that it can be sweated in with half the solder and labor of an ordinary bottom.

CLEANEST because all sharp corners are removed, and no place is left for dirt or soured milk to lodge.

It is **EASIEST TO MOVE** because there are no sharp corners on bottom to tear the flooring thus allowing can to slide readily.



Patent Applied For.

All sizes of MILK CAN AND CHEESE VAT TIN always on hand.

THE McCLARY MFG. CO.

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER

"Prompt Shipment" is "Our Motto."

Apollo galvanized iron is
soft—great thing to be soft
—for the worker. There's
money in it.

Apollo Iron and Steel Company
26 St Sulpice Street
Montreal

Cements { **PORTLAND
ROMAN
KEENE'S**

Bricks . . { **FIRE
BUILDING
PAYING**

Sand . . . { **SILICA FIRE
MOULDING
BUILDING**

F. HYDE & CO.

31 Wellington street, MONTREAL

English Castor Oil

GUARANTEED PURE.

Pharmaceutical, Tasteless, Cold Drawn
First Pressure
Second Pressure

In cases of 2 tins and in barrels. Stocked
by all Hardware, Oil and Color men.

The Hull Oil Manufacturing Co.

LIMITED

B. & S.H. THOMPSON & CO.

Agents for Canada

MONTREAL

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable
Castings, Boiler Tubes, Engine Cylinders, Hy-
draulic and other Machinery where great strength
is required; Strong, High Silicon Iron, for Foundry
Purposes.

RIVETS—A steady movement is in pro-
gress. Discounts are: Carriage section,
wagon box, rivets, etc. (steel), 60 per cent.
off the list; ditto (Norway iron), 60 per cent.;
black M rivets (steel), 55 per cent.; ditto
(Norway iron), 45 per cent.; iron burrs, 40
per cent.; copper rivets, 35 per cent.; bifur-
cated, with box, \$1.25; coppered iron rivets
and burrs, in 5-lb. carton boxes, 30c. per lb.

WRINGERS—Business in these is light,
but prices are steady.

CORDAGE—Trade is moderate, but
values are very firm. We quote as fol-
lows: Manila, 7-16 and up, 15½ to
16c.; ¾, 16½c., and ¼ and 5 16, 17c.
Sisal, 7-16 and up, 13 to 13½c.; ¾, 14c.;
¼ and 5-16, 14½c.

BUILDING PAPER—Continues steady, with
a good inquiry.

SHOVELS—Orders for future shipment are
increasing. Discounts 40 and 5 per cent.

CUTLERY—Orders for small lots are quite
numerous.

SPORTING GOODS—Without special
feature.

FIREBRICKS—Unchanged at \$19 to \$24
per 1,000, as to brand.

CEMENT—The market is firm, and im-
port business will be on a high basis this
spring. We quote as follows: Belgian,
\$2.10 to \$2.40; English, \$2.45 to \$2.60;
German, \$2.60 to \$2.80.

METALS.

The firm tendency is maintained on all
metals and heavy iron.

PIG IRON—While business is quiet, prices
are firmly held at \$27.50 to \$28 ex store for
Scotch pig.

BAR IRON—A brisk demand is noted by
makers who are up to their eyes in new
orders. We quote \$2.40 to \$2.50.

BLACK SHEETS—Prices are firmly held,
and, as fresh supplies cannot be laid
down for less money, will continue so.
We quote as follows: 8 to 15, \$3.10;
18 to 20, \$2.90; 22 and 24, \$2.95; 26,
\$3.10, and 28, \$3.15.

GALVANIZED IRON—There is no change
in this line. We quote as follows: No.
28 Queen's Head, \$4.75 to \$5.00, and No.
26, \$4.50 to \$4.75; Comet, No. 28, \$4.45
to \$4.70, and No. 26, \$4.15 to \$4.45.

INGOT COPPER—Without new feature, at
17½c.

INGOT TIN—Small lots of tin have sold as
high as 36c. this week, but lots are obtain-
able at 34 to 35c.

LEAD—Prices are firmly held at the rise,
\$4.60 to \$4.75, as to quantity.

LEAD PIPE—Unchanged, with business
moderate. We quote: 7c. for ordinary and
7½c. for composition waste, with 15 per
cent. off.

IRON PIPE—There is a good inquiry for
this material. We quote: Black pipe, ¼,

**"DEAN"
TERNE PLATES.**

**"Allaways" and "Lydbrook"
TIN PLATES.**

A. C. LESLIE & CO.

MONTREAL.

Sole Agents for Canada.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can
supply your wants with
—quality the best and
prices right. Catalogues
and full information for a
request.

THE R. McDOUGALL CO., Limited

Manufacturers, Galt, Canada.

ADAM HOPE & CO.

30 JOHN STREET N.

Hamilton, Ont.

GALVANIZED SHEETS

"QUEEN'S HEAD"
"COMET"
"APOLLO B B"
"JUNIATA"

STEEL SHEETS

20 to 28 Gauge

**TIN PLATES
CANADA PLATES
SHEET ZINC
RUSSIA IRON**

NOVA SCOTIA STEEL Co.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

We are Offering

Window Glass, Paints, Oils,
Cordage, Builders' Hardware, Wire, Wire
Nails, Lawn Mowers, Harvest Tools,
Spades and Shovels at closest prices.

OUR MOTTO:

PROMPT SHIPMENT, RIGHT PRICES.

JOHN BOWMAN
HARDWARE & COAL CO.,
....London, Ont.

The ..
**WAGGONER
EXTENSION
LADDER.**



The strongest, lightest and most convenient ladder in the market. The only really satisfactory extension ladder made. Pulls up with a rope. Made in all lengths. Also extension and other step ladders, sawhorses, ironing boards, painters' tressels, etc. All first-class goods. Write for quotations to

The Wagoner Ladder Company, Limited, London, Ont.

\$3.40; $\frac{3}{8}$ to $\frac{1}{2}$, \$3.60; $\frac{3}{4}$, \$4; 1, \$6; $1\frac{1}{4}$, \$7.60; $1\frac{1}{2}$, \$9.75, and 2-in., \$13.35.

TINPLATES—The movement from store has been active, and for spring importation prices are strongly held. We quote: Coke \$4.50, and charcoal \$4.75.

CANADA PLATE—The same remarks apply in regard to these. We quote: 52s, \$3.25; 60's, \$3.35; 75's, \$3.45; full polished, \$3.60; and galvanized, \$4.85.

TERNE PLATE—Unchanged at the rise \$8.75.

SWEDISH IRON—Firmly held at \$3.75.

COIL CHAIN—Business has been brisk. We quote: No. 6, 12 $\frac{1}{2}$ c.; No. 5, 11c.; No. 4, 10 $\frac{1}{2}$ c.; No. 3, 10c.; $\frac{1}{4}$ -inch, 8 $\frac{1}{2}$ c.; 5-16, \$6.00; $\frac{3}{8}$, \$5.40; 7-16, \$5.15; $\frac{1}{2}$, \$5.00; 9-16, \$4.85; $\frac{5}{8}$, \$4.80; $\frac{3}{4}$, \$4.75; $\frac{7}{8}$, \$4.75, and 1 inch, \$4.75.

SHEET ZINC—Quiet but firm, at 6 $\frac{1}{2}$ to 7c.

ANTIMONY—Continues as last noted at 10 $\frac{1}{4}$ to 10 $\frac{1}{2}$ c.

SPELTER—Firm and unchanged, at \$5.50.

GLASS.

The strength outside continues and values after the opening of navigation are expected to rule practically the same as they now stand, on goods from stock. We quote as follows: First break \$2.00; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PAINTS AND OILS.

Orders on spring account are increasing, and a large spring business is practically assured. Values all around continue firm, with seal oil higher. We quote:

WHITE LEAD—Best brands, Government standard, \$6.75; No. 1, \$6.37 $\frac{1}{2}$; No. 2, \$6; No. 3, \$5.62 $\frac{1}{2}$, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

DRY WHITE LEAD—\$5.75 in casks; kegs, \$6.

RED LEAD—Firm; casks, \$5.10; in kegs, \$5.35.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6 $\frac{1}{2}$ c.; in oil, pure, 9c.; No. 1, 7 $\frac{1}{2}$ c.

PUTTY—We quote: Bulk, \$1.75; blad-

ders, in bbls., \$1.90; bladders, in cases, \$2.05; in tins, \$2.15 to \$2.40.

LINSEED OIL—Raw, 66c.; boiled, 69c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 83c.; two to four barrels, 82c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—Firm; \$1.20 to \$1.40 per gallon.

CASTOR OIL—Firm; 7 $\frac{1}{2}$ to 8c.

SEAL OIL—42 to 45c.

COD OIL—32 $\frac{1}{2}$ to 35c.

PARIS GREEN—Firmly held at the rise: 1-lb. packets, 19 $\frac{1}{2}$ c., and drums, 18 $\frac{1}{2}$ c.

NAVAL STORES—Fair demand for all lines, and prices show no change: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4 $\frac{1}{2}$ to 5 $\frac{1}{2}$ c. for colored, and 6 to 7 $\frac{1}{2}$ c. for white; oakum, 5 $\frac{1}{2}$ to 6 $\frac{1}{2}$ c., and cotton oakum, 10 to 11c.

WILL IT PAY?

Every business transaction is weighed by one standard.

"Will It Pay?"

To the Merchant who is considering the purchase of a



BOWSER

**3 MEASURE
SELF-
MEASURING**

OIL TANK

PUMP ON STORE FLOOR.

LET US PROPOUND A FEW QUESTIONS.

IS IT WORTH 10 CENTS A DAY to you to handle your oil without waste?

IS IT WORTH 10 CENTS A DAY to you to sell oil with no discomfort and with practically no labor?

IS IT WORTH 10 CENTS A DAY to you to be able to sell oil from the store floor and thus save perhaps many dollars you may otherwise lose by "Filterings"?

IS IT WORTH 10 CENTS A DAY to handle oil without washing your hands after every sale, and to have no mess or smell of oil in your salesroom?

IS IT WORTH 10 CENTS A DAY to have no leaky, smelly measures and funnels setting around?

IS IT WORTH 10 CENTS A DAY to have your oil snugly stored away in the basement, safe from careless smokers and match "fiends"?

We might propound a hundred questions equally as pertinent. We ask you to answer these questions to yourself honestly and without prejudice. If any one of these is worth 10 cents a day to you, is not the combination of all worth many times that? Bear in mind that a **BOWSER BASEMENT OIL TANK** will give you all these advantages and more, and that 10 cents a day will pay the bill. Let us send you our catalogue.

S. F. BOWSER & CO., P. O. Box 564,
TORONTO, ONT.
Factory: Fort Wayne, Ind.

PETROLEUM.

Values are firm at the rise: "Acme," 18½c.; "Perfection" and "Silver Star," 17½c.; Canadian refined, 17½c., and Pratt's Astral, 22½c.

HIDES.

Prices are steady: Lambskins, 90c. to \$1; beef hides, No. 1, 9c.; No. 2, 8c., and No. 3, 7c.

COAL.

Unchanged. We quote: Stove, \$6; chestnut, \$6; egg, \$5.75; Scotch grate, \$6.25; Scotch steam, \$4.25 to \$4.75; Tower ports steam, \$3.75 to \$4.

ONTARIO MARKETS.

TORONTO, February 23, 1900.

HARDWARE.

BUSINESS has been quiet during the past week, and it is by no means being confined to the wholesale hardware trade. Although the volume of business appears to be, on the whole, about equal to that of February, 1899, that for January was so much in excess of the trade of the corresponding month last year that wholesalers are somewhat disappointed with the present condition of affairs. But February is usually a quiet month, and the weather of late has been decidedly unfavorable for brisk business. There have been but few changes in prices during the week; in fact, the only one worthy of note is in American loaded shells, which have been advanced 10 per cent. A fair quantity of wire nails is going out, and in fence wire of different kinds some business is being done for future delivery, but very little for prompt delivery. Some deliveries are being made in wringers, churns and washers. A little sorting-up is being done in cutlery. A little hay-baling wire is going out. Payments are scarcely as good as they were in January.

BARBED WIRE—A little business is still being done for forward delivery, but little or nothing for prompt shipment. Prices are unchanged at \$3.72½ Toronto for ordinary lots and \$3.47½, f.o.b. Cleveland for carlots.

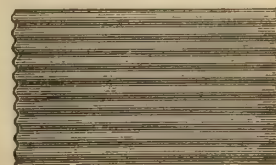
SMOOTH STEEL WIRE—Some orders for oiled and annealed wire have been booked for future delivery during the past week, but little or none for present shipment. A little hay-baling wire is going out from stock, however. Base price is unchanged at \$3.45 per 100 lb.

GALVANIZED WIRE—A few orders are coming to hand for forward delivery. Prices at Toronto are: Nos. 6, 7, 8 gauge, \$4.40; No. 9, \$3.47½; No. 10, \$4.55; No. 11, \$4.60; No. 12, \$3.62½; No. 13, \$3.77½; No. 14, \$5.15; No. 15, \$5.45; No. 16, \$5.65.

WIRE NAILS—Trade is fairly good with both the manufacturers and jobbers. Quo-

NO SCALE, PIN HOLES, OR OTHER DEFECTS ARE EVER FOUND
IN OUR

CORRUGATED IRON . . .



[Galvanized or Painted.]

[Straight or Curved.]

We use only Apollo or English Sheets—the best made.

We press the corrugations one at a time instead of rolling—they are absolutely uniform, and the sheets fit perfectly, without waste.

We use Sherwin-Williams best quality paint for the painted sheets, and coat both sides of the galvanized with all the galvanizing material that will adhere.

We furnish any size or gauge desired.

Send us your specifications and be sure of durable, economical satisfaction.

THE METALLIC ROOFING CO., Limited

1179 King St. W., TORONTO.

tations are unchanged, the base price still being \$3.40 for carlots and \$3.50 for smaller quantities, f.o.b. Toronto, Hamilton and London.

CUT NAILS—These are still without improvement as to demand. Base price, \$2.85 f.o.b. Toronto, Hamilton and London.

HORSE NAILS—There are a few going out, although not a great many. Discount 50 per cent. on standard oval head, and 50 and 10 on Acadian.

HORSESHOES—Trade is reported slow in this line. We quote f.o.b. Toronto, Hamilton, London and Guelph as follows: No. 2 and larger, light, medium and heavy iron shoes, \$4.05; snow shoes, \$4.30; light steel shoes, \$4.35; featherweight shoes, all sizes, \$5.60. No. 1 and smaller, light, medium and heavy iron shoes, \$4.30 per keg; iron snow shoes, \$4.55; light steel shoes, \$4.60; featherweight steel shoes, all sizes, \$5.60.

SCREWS—Business continues fairly good. We quote as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS—In stove and tire bolts trade keeps fair and prices steady and unchanged. We quote: Norway bolts, full, square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 62½ per cent.; nuts, square, 3½c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts,

60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

RIVETS AND BURRS—There is the usual steady trade being done. We quote: Carriage section, wagon box, rivets, etc. (steel), 60 per cent. off the list; ditto (Norway iron), 60 per cent.; black M rivets (steel), 55 per cent.; ditto (Norway iron), 45 per cent.; iron burrs, 40 per cent.; copper rivets, 35 per cent.; bifurcated, with box, \$1.25; coppered iron rivets and burrs, in 5 lb. carton boxes, 30c. per lb.

WRINGERS AND WASHING MACHINES—Some shipments are being made. The forwarding of washers has been delayed, owing to the difficulty of getting supplies from the factories. Wringers are quoted as follows: "Leader," \$60 per doz.; "Royal Canadian," \$58; "Royal American," \$50. Prices are all f.o.b. Toronto, Hamilton, Brockville, and Montreal. Discount, 45 per cent. Terms, four months, or 3 per cent. 30 days.

CHURNS—A few of these are also being shipped. Discount on revolving churns 58 per cent. from factory and 56 per cent. from Montreal.

BUILDING PAPER—Trade keeps fairly good.

ROPE—There is very little doing. The base price of manila is unchanged at 15½c. per lb., and of sisal at 12½c. per lb. The hemp market is quiet and steady.

HARVEST TOOLS—The conditions are much about the same as they have been for the past few weeks, not much business being done. Discount, 50 and 10 to 50, 10 and 5 per cent.

SPADES AND SHOVELS—Little or nothing

is being done outside a few orders for future delivery. Discount, 40 and 5 per cent.

SPORTING GOODS—The most interesting feature in this line is an advance of 10 per cent. in the price of American loaded shells. A little business is being done in sporting goods for future delivery, but only an occasional order is being received for prompt shipment.

CUTLERY—Nearly every order sent in by the travelers contains an order for cutlery, but the volume of business is not large.

SCREEN DOORS AND WINDOWS—Orders are still being booked for these.

GREEN WIRE CLOTH—Orders continue to be booked for future delivery. We still quote \$2 per 100 square feet.

SAP SPOUTS—A reduction of 50c. per dozen is announced in the price of bronzed iron sap spouts with hooks; the price to the retail trade now being \$9.50 per dozen.

WARE—Trade is quiet in both enameled and tin ware.

CEMENT—A small movement is reported. Prices are steady. We quote nominally in barrel lots: Canadian Portland, \$2.65 to \$2.90; Belgian, \$3 to \$3.10; English do., \$3.25; Canadian hydraulic cements, \$1 to \$1.10; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

The metal market rules steady and firm, and a moderate business is being done.

PIG IRON—A steady trade is being done at steady prices. We quote as follows: No. 1 Hamilton, \$24 to \$25 per ton at the furnace; No. 1 Tonawanda, \$25.40 in bond, Toronto, and No. 2, \$24.40; No. 1 Southern, \$24 in bond, Toronto.

BAR IRON—Business is not as brisk as it was. Prices are steady at \$2.45 to \$2.50 base per 100 lb.

PIG TIN—The outside markets have, on the whole, ruled firm. Business is practically confined to small lots, the high prices ruling not offering inducements to large buyers. Advices received from New York by local jobbers state that the figure for 5 and 10 ton lots there is \$31.40 per 100 lb. To this, of course, freight, duty and other incidental changes have to be added. The ruling quotations on the local market are 35 to 36c. per lb.

TIN PLATES—A fairly good business is being done for fall delivery. The market is firm with an upward tendency. Local quotations are steady and unchanged.

TINNED SHEETS—Quite a number of inquiries are reported, but the actual business resulting therefrom has been small.

TERNE PLATES—Trade is still quiet and featureless.

BLACK SHEETS—A fair trade without any special feature is to be noted. Base price is unchanged at \$3.50.

CANADA PLATES—Very little is being done from stock, but quite a nice business is being done in an import way. Some houses which had been holding off from accepting orders for fall delivery are now booking orders. We quote as follows: All-dull, \$3.25 to \$3.50; half-polished, \$3.35 to \$3.60; all-bright, \$3.85 to \$4.

GALVANIZED IRON—Shipments from stock are only small, but quite a business is being done for importation. American galvanized iron has been advanced 5 per cent. during the past week, and there is an expectation that "Queen's Head" brand will be marked up 25c. per case at the beginning of March. Local quotations are unchanged at \$5.10 for "Queen's Head" and \$4.75 for American, with 15c. additional for less than case lots.

BRASS—The price of roll and sheet brass, 14 to 30 gauge, is lower, the discount now being 15 per cent. The decline is in sympathy with a reduction in prices made by the mills in the United States. Quite a little business is being done locally both in small and large lots.

COPPER—A little movement has been experienced in ingot copper during the week and a good business in sheets. We quote: Ingot, 19 to 20c. per lb., and sheet, 23 to 23½c. per lb.

SPELTER—The volume of business is small, with quotations unchanged at 7 to 7½c. The market is weak in both London and New York.

ZINC SHEET—Trade is quiet, with prices firm. We quote: 7 to 7½c. for cask lots, and 7½ to 7¾c. for part casks.

LEAD—Trade is fair and prices unchanged. Prices in the outside markets are reported very steady. We quote 4¾ to 5c. locally.

SOLDER—The demand is good. We quote as follows: Half-and-half, 19 to 20½c.; refined, 19½ to 20c., and wiping, 19 to 19½c.

LEAD PIPE—Business is moderate. We quote: Ordinary pipe, 7c., and waste, 7½c. per lb. Discount, 15 per cent.

IRON PIPE—Trade is not as brisk as it was, although it is still fair. We quote: Black pipe, ¼ to ¾ inch, \$3.60, ½ inch, \$3.70; ¾ inch, \$4.20; 1 inch, \$5.90; 1¼ inch, \$7.85; 1½ inch, \$9.75; 2 inch, \$13; 2½ inch, discount off to 6 in the list 45 per cent. Galvanized pipe is quoted as follows: ½ inch, \$6.50; ¾ inch, \$8; 1 inch, \$11.50; 1¼ inch, \$16; 1½ inch, \$20; 2 inch, \$28.50.

RANGE BOILERS—Trade is still just moderate. We quote: Galvanized, 30 gals., \$8; 35 gal., \$9; 40 gal., \$10; 150-lb. test boilers, 50c. less than above. Copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 15 per cent.

Oakey's 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England.

Agent:


JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.
West Troy, N.Y.
DERBY SNAP.
With Plated Rust Proof and Guarded Spring.
"THE LATEST AND BEST."
For Sale by all Jobbers at Manufacturers' Prices.



PRIEST'S CLIPPERS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., USA



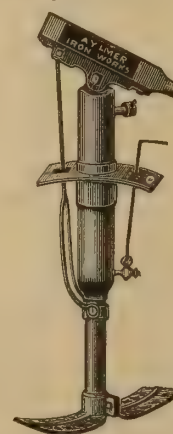
COATES' CLIPPERS
HAND AND POWER, easiest running made. Manufactured in every style and variety. Our power machines will meet every requirement. Our flexible shafts are tempered steel, and will not heat. 1899 catalogue ready.
Coates Clipper Mfg. Co. WORCESTER, MASS

SEND for specimen copy of Phillips' Monthly Machinery Register, containing over 5,000 entries of new and second-hand machinery of every description. The oldest established and most successful medium in the world. Established 25 years for the purpose of introducing those who have machinery for sale, to those who wish to buy, has a circulation of about 50,000 copies per annum, all over the world, and is used for continual reference by a large number of firms. It is consequently a most valuable advertising medium for all engineers and manufacturers. Subscription, 6s. per annum, price per copy, 6d. Sole Proprietor, CHAS. D. PHILLIPS, M.I.M.E., Newport, Mon. England. Telegraphic address "Machinery, Newport, Mon."

Do you handle the...

Aylmer Spray Pumps?

IF NOT,
Why not do so?



THE AYLMER is universally acknowledged by the fruit-growing community to be the best Pump in the market to-day, and during the past two years has taken first place at every contest wherever shown, taking the Jubilee award at Toronto Industrial Exhibition, also first place at St. Petersburg, Russia, at Manchester, Eng., and at Ottawa, Ont.

THE AYLMER is to-day the most powerful, easiest-working and most durable Pump in the market. If our travellers have

not called on you write us for terms. Liberal discounts to the trade. **EVERY PUMP WARRANTED.**

AYLMER IRON WORKS.

ANTIMONY—Is still quiet and unchanged at 11 to 11½c. per lb. for Cookson's.

PAINTS AND OILS.

Some deliveries of spring goods have been made this week, the unusually early movement being at the request of dealers whose stocks had run short. Travelers are still sending in large orders. The demand is general, the upward tendency of nearly all supplies causing retailers to buy freely. English manufacturers of paris green are submitting prices to the jobbing trade, and there are some who claim that importations will be made. Prices of all materials are unchanged. We quote:

WHITE LEAD—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½; No. 3, \$5.75; No. 4, \$5; dry white lead in casks, \$5.75.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE AND ORANGE MINERAL—Litharge, 6 to 6½c.; orange mineral, 8 to 8½c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22½c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$1.90; bladders, in 100 lb. kegs, \$2.05; bulk, in bbls., \$1.75; bulk, in less quantities, \$1.90.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PARIS GREEN—Petroleum, bbls., 18c.; arsenic, kegs, 18¼c.; drums, 50 and 100 lb. 18¾c.; drums, 25 lb., 19¼c.; tins, 1 lb., 20¾c.; tins, ½ lb. 22¾c.; packages, 1 lb., 19¾c.; packages, ½ lb., 21¾c.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

SEAL OIL—54c. per gallon, and yellow seal at 45c.

CASTOR OIL—East India, in cases, 9 to 9½c. per lb. and 9½ to 10c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 65c.; boiled, 68c.; 5 to 9 barrels, raw, 64c.; boiled, 67c.; 10 to 19 barrels, raw, 63c.; boiled, 66c. To outside points, 2c. more is charged.

TURPENTINE—Single barrels, 81c.; two to four barrels, 80c., freight allowed; in less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged. To outside points 2c. more.

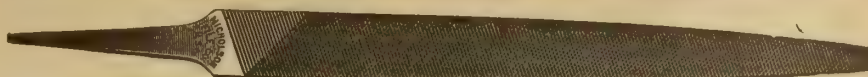
GLASS.

The market keeps stiff, both in Belgium

84,000 Daily Production.
5 Factories. 5 Brands.

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20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.
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BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass**. Also of a durable, highly-polished material called "**MARBLETTE**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street London, E.C.—128 Hope Street, Glasgow. 12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No 68 St. Helens.

and here, but no change in prices is noted. We quote as follows: Star, first break in 50-foot boxes, \$2.15, and in 100-foot boxes, \$4; double diamond under 25 united inches, \$6, Toronto Hamilton and London; terms 4 months or 3 per cent, 30 days.

OLD MATERIAL.

The deliveries have been larger than usual at this season. The demand is good, however, and readily absorbs all offering. We quote jobbers' prices as follows: Agricultural scrap, 70c. per cwt.; machinery cast, 70c. per cwt.; stove cast scrap, 45c.; No. 1 wrought scrap, 65c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 10½c.; heavy copper, 14c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, 11c.; scrap lead, 2¾c.; zinc, 3c.; scrap rubber, 6c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES—There is little doing. Prices are steady. We quote as follows: Cow-hides, No. 1, 9½c.; No. 2, 8½c.; No. 3, 7½c. Steer hides are worth ½c. more. Cured hides are quoted at 9¾c.

SKINS—Conditions are unchanged. We quote: No. 1 veal, 8-lb. and up, 11c. per lb.; No. 2, 9c.; dekins, from 40 to 45c.; culls, 20 to 25c. Sheep and lambskins are selling at \$1.10 to \$1.15.

WOOL—A dull market is manifested. Stocks are well cleaned up. We quote: Combing fleece, and clothing wool, at 19 to 20c. and unwashed at 12c.

SEEDS.

The red clover market is easier, and the top quotation this week is 15c. below that of last week, the range now being \$5.25 to \$5.85, the top figure only being paid for fancy qualities. Alsike is quiet but unchanged at \$4.50 to \$6.50. Much inferior timothy is still offering, but first-class stock is sought. For good stock, sellers could get \$1 to \$1.25 aboard cars outside for good to choice machine-threshed, and \$1.50 to \$2 for bright, unhulled, flail-threshed seed.

PETROLEUM.

A good business keeps up. Prices are steady. We quote: Pratt's Astral, 20c. in bulk (barrels, \$1 extra); American water white, 20c. in barrels; Photogene, 19c.; Sarnia water white, 18½c. in barrels; Sarnia prime white, 17c. in barrels.

COAL.

There is a good movement, as the demand keeps up and better transportation facilities are available. We quote anthracite at Buffalo and bridges for immediate delivery as follows: Nut, \$5 per gross ton, or \$4.46 per net ton; egg and stove, \$4.75 per gross ton, or \$4.24 per net ton; grate, \$4.50 per gross ton, or \$4.01 per net ton.

MARKET NOTES.

American loaded shells are 10 per cent. higher.

Bronzed iron sap spouts, with hooks, are 50c. per dozen cheaper.

HANDLE ALL KINDS OF MACHINERY.

All millowners, manufacturers, or others who intend purchasing new machinery of any description, might find it to their advantage, before placing their orders, to secure quotations from The American Machinery and Trading Co., Bowling Green Building, New York.

This firm has agencies in the principal trade centres of Europe as well as in many of the principal cities of the United States and Canada, and so are thus enabled to keep in touch with the latest machines made for various kinds of work. To any party sending them plans and specifications of the class of machinery desired, this firm will furnish the closest prices they can quote on the machinery inquired about.

BENNETT'S HARDWARE BOXES.

J. S. Bennett has received orders for his patent shelf box from A. A. Hunt, Wabigoon; H. Spackman, Blenheim; Thomson & Newton, Yarmouth; W. C. McFarland, Toronto, and J. B. Crawford, Dutton.

PERSONAL MENTION.

Mr. A. O. Campbell, president and manager of the Vancouver Hardware Co., Limited, Vancouver and Nelson, B.C., is making one of his periodical business trips to Toronto and Montreal.

MANITOBA MARKETS.

WINNIPEG, February 19, 1900.

TRADE is good and prices are being strictly maintained. Implement men are getting ready for spring business, and report orders in advance of last season at the same date. There is a general advance of about 5 per cent. on all lines of implements.

In general hardware, the only change to report is a sharp advance on coil chain, which amounts to \$3 on 3-16 inch, and on other sizes in proportion. Machinery and toe-calk steel and spring steel have advanced 25c. Hardwaremen say that they do not expect any reduction in price for possibly another year, and perhaps longer, and are buying accordingly. Price list for the week :

Barbed wire, 100 lb.	\$4 00
Plain twist	4 00
Staples	4 50
Oiled annealed wire.	10 4 12
"	11 4 19
"	12 4 25
"	13 4 40
"	14 4 52
"	15 4 65
Wire nails, 30 to 60 dy, keg.	4 00
" 16 and 20	4 05
" 10	4 10
" 8	4 15
" 6	4 30
" 4	4 35
" 3	4 40
Cut nails, 30 to 60 dy.	3 40
" 20 to 40	3 45
" 10 to 16	3 50
" 8	3 55
" 6	3 60
" 4	3 90
" 3	4 15
Horsenails, 45 per cent. discount.	
Horse shoes, iron, No. 0 to No. 1.	4 90
No. 2 and larger	4 65
Snow shoes, No. 0 to No. 1.	5 15
No. 2 and larger	4 90
Steel, No. 0 to No. 1	5 20
No. 2 and larger	4 95
Bar iron, \$3.10 basis	
Swedish iron, \$5 basis.	
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	4 25
18 to 22 gauge	4 50
24 gauge	4 75
26 gauge	5 00
28 gauge	5 25
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, 1C charcoal, 20 x 28, box	11 00
IX	13 00
IXX	15 00
Ingot tin.	36
Canada plate, 18 x 21 and 18 x 24	4 00
Sheet zinc, cask lots, 100 lb.	9 00
Broken lots	9 50
Pig lead, 100 lb.	4 50
Wrought pipe, black up to 2 inch.	50 and 10 p.c.
Over 2 inch.	45 p.c.
Rope, sisal, 7-16 and larger.	13 50
" 3/4	14 00
" 1/4 and 5-16	14 50
Manila, 7-16 and larger	16 00
" 3/4	16 50
" 1/4 and 5-16	17 00
Solder	23
Cotton rope, all sizes, lb.	16
Axes, chopping	\$ 7 00 to 12 00
" double bits.	12 00 to 18 00
Screws, flat head, iron, bright.	75 and 10 p.c.
Round	70 p.c.
Flat " brass	70 p.c.
Round " "	60 and 5 p.c.
Ceach	57 1/2 p.c.

Bolts, carriage 5-16 and smaller.	42 1/2 p.c.
3/4 and larger.	37 1/2 p.c.
Machine	45 p.c.
Tire	55 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron.	37 1/2 p.c.
Copper, No. 8, lb.	33 1/2 c.
Spades and shovels.	40 p.c.
Harvest tools.	50, 10 and 5 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1.	1 50
No. 2.	1 25
Octagon extra.	1 65
No. 1.	1 25
Linseed oil, raw, per gal.	70
boiled	73
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol.	30 p.c.
" military.	15 p.c.
American R.F.	40 p.c.
C.F. pistol.	10 p.c.
C.F. military.	Net.
Loaded shells, Robin Hood, M	\$20 00
Eley's soft, 12 gauge.	16 50
chilled, 12 gauge	18 00
soft, 10 gauge.	21 00
chilled, 10 gauge.	23 00
American, M.	16 25
Shot, Ordinary, per 100 lb.	6 25
Chilled.	6 75
Powder, F.E., keg.	4 75
F.F.G.	5 00
Robin Hood	10 00
Tinware, pressed, retinned.	75 and 2 1/2 p.c.
plain.	70 and 15 p.c.
Graniteware, according to quality.	50 p.c.
Turpentine, by barrel.	84c.
Less than barrel.	89c.

NOTES.

Quite a number of hardwaremen from country points are in town. Among these were noted: J. B. Curran, manager for The James Robertson Co., Brandon; W. Chalmers, of Chalmers Bros. & Ellis, Manitoba, and Mr. Greenshaw, Hamiota.

CATALOGUES, BOOKLETS, ETC.

HANDY REFERENCES.

A valuable card is being issued to the metal and hardware trades by A. C. Leslie & Co., Board of Trade, Montreal. On the front, handsomely printed, is the trade mark of the famous "Queen's Head" galvanized iron, of which John Lysaght, Limited, Bristol, are the makers. The reverse portion bears a lot of valuable reference tables showing the weights, etc., of the different gauges.

Another item of most useful trade literature that is being sent to the trade by A. C. Leslie & Co., is a neat little volume bound in green morrocco of 54 pages of valuable information to any hardwareman. With this little volume in one's pocket, the weight, maximum area, etc., of all staple lines of iron material can be learned at a glance. It is sure to be found invaluable to everyone in the trade.

NEW FIRMS STARTING.

D. C. Shaw has commenced as bicycle dealer in Yarmouth, N.S.

McDonald & McCreary are opening a hardware store in Florence, Ont.

Wm. A. Mills is starting as hardware merchant in St. Stephen, N.B.

The Aylmer Manufacturing Co., Limited, are starting as stove manufacturers in Aylmer, Ont.

THE CANADA PAINT COMPANY LIMITED

ARE BY FAR
The most extensive
Manufacturers in the Dominion.

PURE COLORS, Dry and in Oil.

CARRIAGE PAINTS, in Varnish and Japan.

HOUSE PAINTS, ready for use.

ROOF, BRIDGE and FLOOR PAINTS,
Best Brands.

VARNISHES, Japans and Lacquers.

WOOD STAINS, in Oil and Varnish.

HOUSEHOLD ENAMELS.

BICYCLE ENAMELS.

TRIPLE STRENGTH TINTS,
for Pure White Lead.

MAGNETIC IRON OXIDES,
from Canadian Deposits.

DIAMOND GRAPHITE PAINTS
and Specialties.

ARTISTS' TUBE COLORS, Highest Grade.

WATER COLORS IN PASTE,
for Wall Paper Manufacturers.

WOOD FILLERS and PRIMERS.

PARIS GREEN and SPRAYING POWDER.

ACETIC ACID, etc., etc.

New Catalogue
Sent upon Application.

THE CANADA PAINT COMPANY LIMITED

Montreal and Toronto

SPECIALTIES



HORSESHOES TO CONSUMERS.

Editor **HARDWARE AND METAL**,—I notice an article in your issue of February 10 regarding some friction between dealers and manufacturers of horseshoes. I think this matter can be arranged by the manufacturers, and I would suggest that they make a price for the consumer and one for the dealer, and, as the jobber secures a certain rebate according to quantity he handles, let part of the rebate be payable at such times as the manufacturers may decide, and then only on receipt of a sworn affidavit that the prices, as laid down by the makers, have been maintained. I think if this is carried out it would settle all difficulties.

FAIR PLAY.

Moncton, N.B., Feb. 14, 1900.

THE BLACKSMITH'S SIDE OF THE HORSESHOE MATTER.

Editor **HARDWARE AND METAL**,—In regard to an article published in **HARDWARE AND METAL**, of February 17, by "A Manufacturer," entitled "Horseshoes to Consumers," the blacksmith (consumer?) has a grievance as well as the retailer. In a great majority of cases, it is the fault of the retailer that the blacksmith buys his stock from the jobber. The retailer will sell one set of shoes, 1 lb. of horsenails or a bar or part of a bar of iron to any man in the country at the same price at which he sells to the blacksmith, who, in the course of a year or two, may pay him several hundreds of dollars. The retailer holds out no inducements for the blacksmith to buy beyond his present needs, and the latter cannot afford to carry a stock on which he is unable to realize a profit.

I was in the blacksmith business for 25 years, and know something about the relations existing between the hardware retailer and the blacksmith. I was alongside of a hardware dealer for 10 years, and, although I bought my shoes in lots of 500 lb. and upwards, and always had on hand from half a ton to a ton or more of iron to supply my customers, yet they could buy any quantity they needed at the same price that I paid, buying in much larger quantity. So you see I was obliged to protect myself by buying from the jobber, so that I could make a profit on the money invested. My experience has been the experience of a countless number of blacksmiths all over the country.

I do not think the blacksmith is a consumer, as "Manufacturer" puts it. He

buys raw material and manufactures it into the finished article for the consumer. He buys his shoes and nails because he can do so much cheaper than he can make them; he is the finishing manufacturer who puts the finishing touches on to the article before the consumer can use it. He neither consumes or wears it out, he only wears out his tools finishing the article for the consumer, just the same as the larger manufacturer wears out machinery making horseshoes, or anything else for the blacksmith to finish, and, I think, he deserves a little consideration and protection.

The retailer can see the mote in the jobber's eye but cannot see the beam in his own eye. If he would make some distinction between the blacksmith and the man who wears out the article manufactured by the blacksmith, he would soon have less cause to complain of the jobber, for the blacksmith would not then go to the jobber, but would buy from his nearest retailer and the jobbers' travelers would soon stop calling on the blacksmith.

A BLACKSMITH.

St. Stephen, N.B., February 20, 1900.

THE MAN WHO DOES NOT ADVERTISE.

The man who does not advertise, says *The Ashland, O., Gazette*, simply because his grandfather did not, ought to wear knee breeches and a queue.

The man who does not advertise because it costs money should quit paying rent for the same reason.

The man who does not advertise because he tried it and failed, should throw away his cigar because the light went out.

The man who does not advertise because he doesn't know how himself, ought to stop eating because he can't cook.

The man who doesn't advertise because somebody said it did not pay, ought not to believe that the world is round because the ancients said it was flat.

DO IT NOW.

Have you decided to make some changes in your store, when you get an opportunity? Have you decided to institute some change in your method of doing business—to adopt the cash system for instance? Have you determined to be more businesslike in your treatment of travelers, customers and others? Then, start now. Never yet was a good deed done that was left till tomorrow.

Julius Chantler, of Chantler Bros., general merchants and sawmillers, Chantler Station, Ont., is dead.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

FOR SALE.

FOR SALE—1 "HOWE" SOLDERING MACHINE, 6-ft. long. Apply to The Thos. Davidson Mfg. Co., Limited, Montreal, Que.

FOR SALE

In the flourishing town of Seaforth, Ontario, that old-established **HARDWARE AND STOVE BUSINESS** of Johnson Bros., lately conducted by Mr. D. W. Johnson, deceased. This affords a rare opportunity for anyone wishing to engage in this line of business. Stock is largely staple and amounts to about \$14,000. Full particulars will be furnished upon application to

J. C. SMITH,
Box. 453, SEAFORTH.

CHARLES E. TALBOT

19 Castle St., Liverpool.

General Merchant and Agent.

Agencies undertaken for Canadian manufacturers and produce.
British goods of all kinds supplied.
Correspondence solicited.



Pullman Sash Balance Co.

Makers of the

"Pullman"
Hardware
Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

"All Dunlop Tires in 1900."

The wheel fitted with Dunlop Tires gives no trouble to the dealer after its sale.

That is one reason why dealers favor Dunlop-tired wheels. They know that Dunlop Tires are the outward sign of inward worth in the building of a bicycle.



"The only to do."

The Dunlop Tire Co., Limited,
Toronto,
Montreal, Winnipeg, St. John

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

T. W. VAN TUYL, manufacturer of bicycles, etc., Petrolea, Ont., has assigned to Chas. Egan.

Isidore Rosenstein, general merchant, Grand River, Que., has assigned.

V. E. Pepin, general merchant, etc., St. Pierre and Miquelon, N.S., has assigned.

Kerr & Co., general merchants, Grand Valley, Ont., has called a meeting of creditors.

G. A. Vallee, general merchant, St. Anne de Bellevue, Que., has assigned to Kent & Turcotte.

E. T. Fournier & Co., departmental merchants, Ottawa, Ont., have compromised at 45c. on the dollar.

A compromise of 25c. on the dollar is offered by the estate of Seidon Wolfe, general merchant, Rigaud, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

Anderson Bros., general merchants, Niagara Falls, Ont., have dissolved.

Simard & Frere have registered partnership as painters in Quebec.

Miller & Co., bicycle dealers, Vancouver, have dissolved partnership.

Crown & Scott, hardware dealers, etc., Hilton, Man., have dissolved.

Vandusen & McDonald, hardware dealers, Tara, Ont., have dissolved. James A. McDonald continues.

H. and A. W. Dagenais have registered partnership under the style of A. W. Dagenais & Co., general agents, Montreal.

Wm. B. T. McDonald and Peter Largie have registered partnership under the style of the Granby Enamel Ware Works, Granby, Que.

Alexis and Marcelin Laganier, have registered partnership under the style of Laganier & Cie., general merchants, St. Alban, Que.

George W. Dunlap and James F. Henderson, have registered partnership under the style of Geo. W. Dunlap & Co., wholesale hardware dealers, etc., Vancouver.

A. McGregor & Sons, hardware dealers, Victoria, have dissolved, Wm. H. McGregor retiring. The business is continued by Archibald and Adolphus G. McGregor under the style of A. McGregor & Son.

SALES MADE AND PENDING.

J. S. McLean, general merchant, North Brookfield, N.S., has sold out.

The assets of Luc Girard, general merchant, Grand Mere, Que., have been sold.

A. J. Chatterson, blacksmith, Brighton, Ont., is advertising his business for sale.

The stock of J. E. Legare, general merchant, Lyster, Que., has been sold at 68c. on the dollar.

Campbell & Nixon, general merchants,

Hartland, N.B., are selling out, with intention of retiring.

The stock, etc., of the estate of J. H. Ratcliffe & Co., general merchants, Stouffville, Ont., have been sold by auction.

CHANGES.

R. Sharp, general merchant, Lobo, Ont., has sold out to George Dean.

J. B. Wilson, blacksmith, Dutton, Ont., is removing to St. Thomas, Ont.

Edward Boyce has registered as proprietor of the Boyce Carriage Co., Winnipeg.

C. H. Whitworth, hardware dealer, Westport, Ont., has sold out to J. A. Scott.

Stevenson & Johnson, tinsmiths, etc., Petrolea, Ont., are removing to Sarnia.

Moses Kestle, harness dealer, Zurich, Ont., has sold out to A. Appel & Zeller.

Michael N. Vasilatos, general merchant, Victoria, has sold out to Vageli Vasilatos.

Duffy & Appleby, coal dealers, Woodstock, Ont., have sold out to W. P. Eyre.

J. L. Studholme, harness dealer, Roland, Man., has sold out to Swain & Emerson.

J. R. Hambly, hardware dealer, Thamesville, Ont., has sold out to E. S. Hubbel.

Walter Bristow, hardware dealer, Rodney, Ont., has sold out to Mistele & Schmidt.

Susan A. Richards, general merchant, Caledonia, Ont., has sold out to — Hill.

K. A. McLeod, planing miller, Edmonton, N.W.T., has sold out to W. H. Cushing.

E. C. Warner, general merchant, White-wood, Man., is removing to Wawanesa, Man.

Aldo Legare has registered as proprietor of J. B. D. Legare & Co., general merchants, etc., Quebec.

Geo. H. Hees, Son & Co., manufacturers of window shades, Toronto, have registered partnership in Montreal.

The business of the estate of Irwin & Calcott, manufacturers of brass goods, London, is to be wound up.

Chase, Baker & Co., wholesale hardware merchants, St. Stephen, N.B., have sold out to W. A. Mills for \$5,000.

Telephore Brunelle has registered as proprietor of P. J. Heroux & Co., general merchants, St. Boniface Que.

Robert Bell, jr., sawmill, foundryman, etc., Hensall, Ont., has been succeeded in his sawmill business by Thomas Welsh.

Dame Caroline Guertin, wife of A. J. Prefontaine, has registered as proprietress of A. J. Prefontaine & Cie., general merchants, etc., Beloeil, Que.

FIRES.

Justus Roedler, tanner, Milton, Ont., has suffered loss by fire.

DEATHS.

N. W. Brooks, blacksmith, Weymouth, N.S., is dead.

Edwin Jones, president of The Chinc Hardware Co., Quebec, is dead.

About Trade Marks

The origin of the trade mark dates back to the 16th Century.

At that time a dealer would place outside of his shop door an illustration of what he had to sell inside—a loaf of bread for instance would indicate the baker.

These symbols in the course of time became evolved from these rude beginnings to more elaborated forms, and were recognized as a means of identifying the goods of a dealer by the sign or trade mark adopted.

To-day, the manufacturer has the privilege of registering any particular design as his trade mark, and thereby secures the protection of the laws of Canada so that he may enjoy the exclusive right to same.

We first registered the gothic letter "C" (the first letter of Canada) as our trade mark August 30, 1867, and have again registered it January 25, 1900, which secures our right to same for the next 25 years, and subjects any person infringing our rights by either marking, or using this trade mark or any part of same to a fine of not exceeding one hundred dollars and not less than twenty dollars, which fines shall be paid to the proprietor of said trade mark.

We have therefore used this trade mark "C" for our horse nails for the past thirty-two years, and it has always stood for a sign that the best goods made were contained in every box having it on.

Please order the "C" brand made by the

**Canada Horse Nail
Company.**

MONTREAL.

THE SUCCESS

Of our new

IMPERIAL OXFORD RANGE

ever since we put it on the market, has been enormous.

Its splendid construction and new patented features give it precedence over all others.

**ITS FRONT DRAW-OUT GRATE
DIFFUSIVE FLUE CONSTRUCTION
DRAW-OUT OVEN RACK**

And other improvements need only to be seen to be appreciated by your customers.

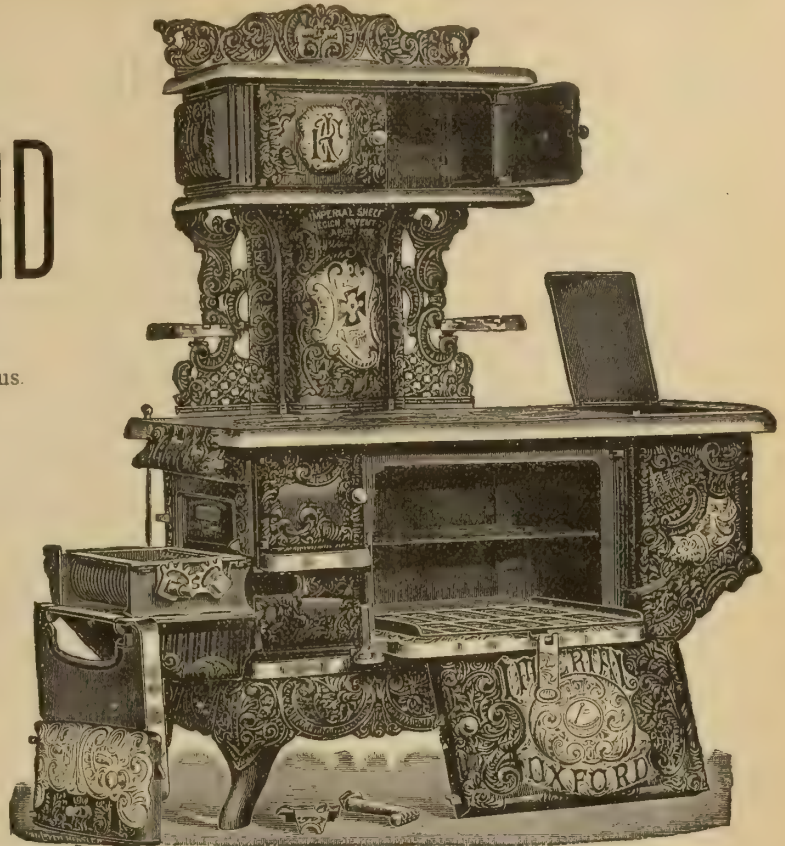
If you haven't them in stock, better write for full information and price list.

The Gurney Foundry Co., Limited, Toronto

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

WINNIPEG AGENTS: 155 and 157 Lombard St.

VANCOUVER AGENT: C. A. GODSON, 151 Hastings St.



PLYMOUTH TWINE

IT PAYS TO BUY
THE BEST.



This Trade Mark is
on every Tag.

is liked by dealers and farmers because it is evenly constructed, made of the very best hemp, and it will work on any binder without snarling or breaking.

You have only to try "Plymouth" to find that all the good things said of it are true.

PRUDENT PEOPLE PREFER "PLYMOUTH."

DISTRIBUTORS:

Plymouth Binder Twine Agency,

54 BAY STREET, TORONTO.

HEATING AND PLUMBING

SOME BUILDING NOTES.

EDWARD & WAGNER, architects, Toronto, are preparing plans for two offices and several other buildings, which will cost about \$90,000.

A new town hall is likely to be erected in Ridgetown, Ont.

Fordwich, Ont., is erecting a one-storey school building to cost \$2,500.

Gorrie, Ont., is erecting a fine two-storey school at an estimated cost of \$3,000.

It is understood that The Raymond Manufacturing Co., Guelph, Ont., intend enlarging.

Coulthard & Scott, Oshawa, Ont., intend erecting a large brush warehouse in the rear of their factory next spring.

H. T. Irvin, Killarney, Man., is asking tenders for the erection of a Methodist church, 56 x 60 feet, in that place.

Rev. J. McInnis, Thamesville, Ont., is inviting tenders for the erection of a new Presbyterian church in Thamesville.

A new post office will be erected in Buckingham, Que., by the Dominion Government as soon as the weather permits.

The Canadian General Electric Co., Limited, it is reported, intend erecting a 300 x 100 ft. addition to their Peterboro' or their Toronto works.

A despatch from Sydney, N.S., says that General-Manager Moxham, of The Dominion Iron and Steel Co., Limited, will erect a \$30,000 residence in Sydney.

Wingham, Ont., is about to erect another new furniture factory, for the manufacture of tables. The new factory will employ from 30 to 35 hands, and will cost \$10,000.

It is stated that Mr. Hilliard, proprietor of the Hilliard House in Rat Portage, Ont., contemplates making changes in his hotel next spring, which will make it larger and more up-to-date in every respect.

T. Tompkins, C.P.R. contractor, is in Vancouver, and will commence operations on the big addition to the C.P.R. hotel there. Mr. Tompkins announces that the erection of the Winnipeg station will commence at once. The station will be 600 feet long, and the hotel adjoining 180 feet.

TORONTO PLUMBING IN 1899.

Though the report of the Toronto Plumbing Inspectors' Department has not yet been presented to the Board of Control, an official of the department told a representative of this paper that the number of permits

issued for plumbing, drainage, etc., and the value of the work done in 1899 exceeded that of 1898 by over 40 per cent. As the totals of 1898 were the largest in Toronto's history, it may be recognized what a good year 1899 proved.

PLUMBING AND HEATING NOTES.

The Plessisville, Que., Electric Co., are applying for incorporation.

C. Lafond, contractor, Montreal, is offering 20c. cash on the dollar.

Partnership has been registered by Laurence & Benoit, contractors, Montreal.

R. B. Anderson, plumber, etc., Cumberland, B.C., is selling out to P. White & Co.

Hermenegilde Roy, plumber, Montreal, has assigned, and a meeting of his creditors will be held on March 1.

The rush of work in factories and mills throughout Canada has caused great activity among Canadian companies manufacturing electric lighting and power machinery. One concern has orders for \$800,000 stock on their books.

CHARGED WITH BLACKMAIL.

ASERIOUS charge was preferred against James Sherlock, plumber, 72 Dundas street, Toronto, this week, by Joseph Wright, of The Bennett & Wright Co., Limited, who have the contract for the plumbing in Toronto's new city hall.

It is charged that on February 2, Mr. Sherlock went to Mr. Wright, and stated that he was in possession of papers to prove that the latter's firm and Architect Lennox had entered into a conspiracy to defraud the city in connection with the plumbing work, and that he demanded \$3,000 from Mr. Wright to destroy them. Mr. Wright told him that he thought it was a "hold up," but asked him to come back on February 12 for his money. Mr. Wright then notified Crown Attorney Curry, who advised him to delay proceedings until Monday, to see if Mr. Sherlock would come for the money. Instead of going for the cash, Mr. Sherlock told Ald. Denison of the matter, and secured an order from the Board of Control appointing himself to inspect the plans of the work and the work as finished in the building.

When, however, this order was brought up in council, that body struck Mr. Sherlock's name out, as being an unsuitable person to make the examination.

Mr. Wright states that the plumbing is fully up to specifications, any alterations

being made at the suggestion of Architect Lennox. He especially denies that the work is in any way defective.

It is generally believed by the plumbing trade of the city that the investigation which has been ordered by the council will clear The Bennett & Wright Co., Limited, of any attempt to defraud the city.

The trial of the blackmail case is set for Monday, February 26.

PLUMBING AND HEATING CONTRACTS.

Tenders were received at Montreal last week for plumbing and heating of a new hotel which R. G. Reid is erecting in New-foundland. Since then there has been a reconsideration of some of the items, and new tenders will probably be called for. E. Moxwell, architect, Montreal, has the work in charge.

Purdy, Mansell & Co., Toronto, have contracts for plumbing and heating a residence for R. J. Hemmick, Port Hope, Ont., and for hot-water heating in the Ingersoll, Ont., post office.

C. P. R. TELEGRAPH BUILDING.

E. Maxwell, architect, Montreal, has been charged with the supervision of the magnificent telegraph block which the Canadian Pacific will erect this season at the corner of St. Francois Xavier and Hospital streets.

The new building will measure 65 feet on Hospital street and 45 feet on St. Francois Xavier street. The height has not been fully decided on, but it is probable that the new block will be a good deal higher than the one it will replace. Mr. Maxwell is hard at work on the plans.

TRAVELER OWES EMPLOYERS.

Judge Monk held a jury sitting of the First Division Court this morning. The docket contained but one case, that of Farmer vs. Dalley. The plaintiff, C. F. Farmer, sued on a claim against F. F. Dalley & Co. for \$100 for wages for 11 weeks' services as traveler. The defendants alleged that Farmer was engaged on commission, and they put in a counter claim for \$114 for money advanced for expenses, which they alleged Farmer's allowance for commissions failed to cover.

The jury dismissed Farmer's action and returned a verdict in favor of the defendants for the full amount of the counter claim. A. M. Lewis appeared for the plaintiff, and S. F. Washington, Q.C., for the defendants.—Times, Hamilton, February 15.

Toronto Foundry Co.

Manufacturers of **SOIL PIPE, FITTINGS,
SINKS, BOILER STANDS.**

Nos. 146-148-150 Niagara Street, TORONTO

The only Exclusive Manufacturers of
Soil Pipe and Soil Pipe Fittings in
Canada.

All goods stamped T. F. Co. are warranted



Ontario Nut Works, Paris
BROWN & CO.

Manufacturers of
All sizes of Hot Pressed
Nuts, Square and Hexagon

GEORGE TUCK & CO.

.. Importers of ..

Asbestos and Tuck's Packings

Pipe and Boiler Coverings, Cotton Waste, Oils,
Oakum, etc., and General Engineers' Supplies.

No. 7 ST. PETER STREET, - - MONTREAL



Revolution Counter

An accurate
record
always
"in sight."

Should you desire to auto-
matically keep a numerical re-
cord of any goods you may be
turning out attach one of our
Box Pattern Counters.

Price \$9.00.

ENGINEERS' SUPPLIES

The James Morrison Brass Mfg. Co., Limited.
TORONTO.



Leader Churns are supplied with Angle Steel
or Wood Frames, as may be desired. All have
Bicycle Ball Bearings of a superior kind—four
different styles—with double levers or cranks.
Patent Internal Breakers with all Lever Churns.

Practical tests by experts demonstrate that Internal
Breakers bring results, both as to quality and
quantity, not otherwise obtainable, and also reduce
the time required for the operation almost one-half.

Sold at the same price as other makes.

**THE DOWSWELL MANUFACTURING
CO., Limited, HAMILTON.**

Eastern Agents:

**W. L. HALDIMAND & SON,
Montreal, Que.**

The "DAISY" Barrel Churn

SPECIAL FEATURES FOR SEASON OF 1900.



Angle Steel Stand, with extra patented
centre brace.

Patented Double Levers or Bow.

Wheels on the feet.

Hardened and Polished Steel Ball-Bearings.

Patent cover and drip tube.

SIZES—Nos. 0, 1, 2, 3, 4 and 5.

The Barrels are made of the best imported
White Oak Staves, and will last many years.

Manufactured only by

**The WORTMAN & WARD
MFG. CO., Limited**

Head Office:
LONDON, ONT.

Eastern Branch:
**60 McGill St.,
MONTREAL.**

FULL STOCK

DIAMOND BRAND



WIND GUARDS,
CHIMNEY TOPS,
FLUE LININGS,

CULVERT PIPES,
SEWER PIPES,
INVERT BLOCKS.

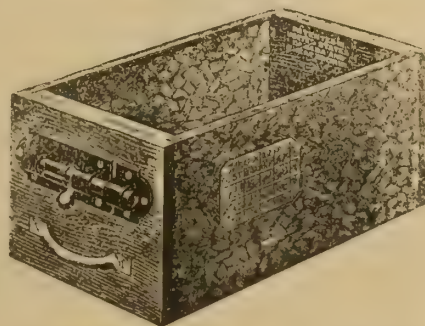
Manufactured by the

HAMILTON AND TORONTO SEWER PIPE CO.

Hamilton, Ontario.

Limited

**THE HARDWAREMAN OF DUNDALK
HAS PUT IN 592**



BENNETT'S SHELF BOXES

and endorses them thus:

Dundalk, Ont., Feb. 13, 1900.

To J. S. Bennett.

Dear Sir,—Boxes to hand and all in place. Fit like a
glove. They are all you claim them to be and much
more. They are handy, clean and neat, and have an
elegant appearance. Enclosed find cheque for same.

Yours, J. GARDINER.

Boxes made to fit your present shelving. Full parti-
culars from

J. S. BENNETT, 20 Sheridan Ave., Toronto.

KNOX HENRY,

Heavy Hardware
and Metal Broker

Room 220½ Board of Trade, MONTREAL.

**SPECIALTIES—C Brand Horse Nails—Canada
Horse Nail Co.**

**BOLTS—Tire and Stove Rivets of all kinds—Chal-
craft Screw Co.**

**BRASS GOODS—Gunn Castor Co., Limited, Bir-
mingham, Eng.**

BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication
with British manufacturers or merchants, or who
wish to buy British goods on the best possible
terms, or who are willing to become agents for
British manufacturers, are invited to send particu-
lars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor
"SELL'S COMMERCIAL INTELLIGENCE,"
168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over
the United Kingdom amongst the best firms. Firms
communicating should give reference as to bona
fides.

N.B.—A free specimen copy will be sent on re-
ceipt of a post card.



"BUILD TO-DAY THEN,
STRONG AND SURE.
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

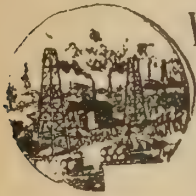
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WISH THUS TO BUILD
an
advertisement
in the
CONTRACT-
RECORD.
TORONTO
will bring you
tenders from the
best contractors.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
22 St. John Street, Montreal.

Representing British and American manufacturers of
Tinplates, Tinned Sheets, Terne Plates, Canada Plates Gal-
vanized Sheets, Imitation Russia Sheets Black Sheets—Iron
and Steel—Hoops and Bands, Proved Coil Chain, Brass and
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.



VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for . .

Oil and Artesian Well
Pumps, Casing, Tubing
Fittings, Drilling
Tools, Tables, etc.

R. C. LEVESCONTE

Barrister, Solicitor, Notary, Etc.

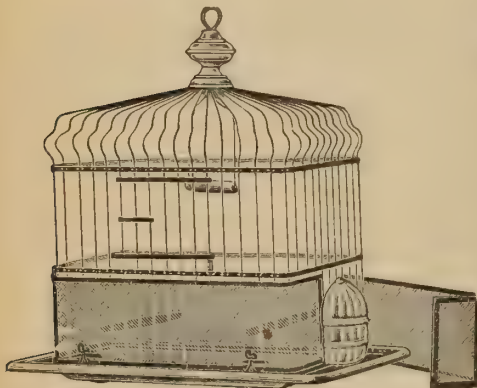
THE MCKINNON BUILDING
Cor. Jordan and Melinda Streets

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E. T. WRIGHT & CO.,

Mfrs., Hamilton, Ont.



See Our Improved Detach-
able Wire Guard.



"JARDINE"

**TIRE UPSETTERS
WILL UPSET TIRES**

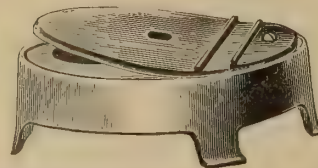
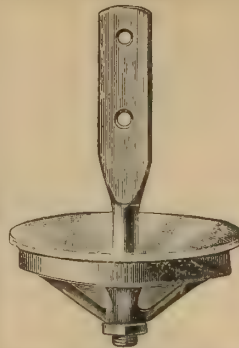
Some machines sold as Upsetters will not.
Perhaps you make as much money on the
sale of a useless Upsetter as on a good
one, but your customer does not. He
don't want a machine because it is called
an Upsetter; he wants a machine to upset
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

**A. B. JARDINE & CO.
HESPELER, ONT.**

Valves and Plungers.

Only the very best leather and rubber are used
in these goods, and all are carefully and evenly
fitted, making them the best of their kind.



**Berger Bros.
Co.**

PHILADELPHIA, U.S.A.

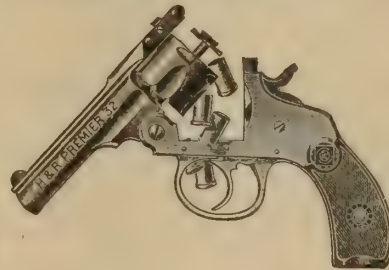
HARRINGTON & RICHARDSON ARMS CO.

WORCESTER, MASS., U. S. A.

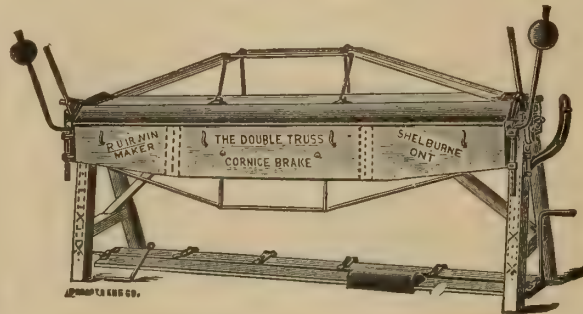
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High Grade REVOLVERS

SEND FOR COMPLETE CATALOGUE.



For sale by Sporting Goods and
Hardware Stores almost everywhere.



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$50

Very handy header attachment, \$10 extra
if required.

Send for circulars and testimonials to

**The Double Truss Cornice
Brake Co. SHELBURNE, ONT.**

STEVENS RIFLES

THE FAVORITE

is made in three calibres

22, 25 and 32 Rim Fire

and is the best low-priced rifle made. Highest quality of work
Accuracy guaranteed. Weight, 4½ lbs.

No. 17, Plain Sights— List \$ 8.00

No. 18, Target Sights— " 11.50

No. 19, Lyman Sights— " 12.00

Send for our complete catalogue.

J. STEVENS ARMS & TOOL CO.

For Sale by All Leading Canadian Jobbers
At Trade Discounts.

P.O. Box 215, CHICOPEE FALLS,
MASS., U.S.A.

HUTCHISON, SHURLY & DERRETT

**DOVERCOURT
TWINE MILLS.**

**1078 BLOOR STREET WEST
TORONTO.**

Having equipped our Factory with entirely new machinery, we are prepared
to furnish the best made goods in the market at closest prices and make
prompt shipments.

**Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.**

CANADA IRON FURNACE CO., Manufacturers of CHARCOAL Pig IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que.
Lac a lac Tortue.Three Rivers.
Grand Piles.

Geo. E. Drummond,

Managing-Director and Treasurer

WARNOCK'S TOOLS

have been Canada's Standard for 55 years---
since 1844. Every article bearing our name
is fully guaranteed. Always specify
"Warnock's."

James Warnock & Co.,

- Galt, Ont.

CURRENT MARKET QUOTATIONS

Feb. 23, 1930.

These prices are for such quantities and
quantities as are usually ordered by retail
dealers on the usual terms of credit, the
lowest figures being for larger quantities and
prompt pay. Large cash buyers can fre-
quently make purchases at better prices. The
Editor is anxious to be informed at once of
any apparent errors in this list, as the desire
is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 35	0 36
Straits	0 35	0 36

Tinplates.

Charcoal Plates—Bright.		
M.L.S., equal to Bradley.	Per box	
I.C., usual sizes	\$7 00	
I.X., "	8 50	
I.X.X., "	10 00	
Famous—		
I.C., "	6 50	
I.X., "	8 00	
I.X.X., "	9 00	
Raven & Vulture Grades—		
I.C., usual sizes	5 25	
I.X., "	6 25	
I.X.X., "	7 25	
I.X.X.X., "	8 25	
D.C., 12½x17	4 75	
D.X., "	5 50	
D.X.X., "	7 50	

Coke Plates—Bright.

I.C., usual sizes	4 61	
I.C., special sizes, base.	4 75	
20x28, "	9 25	
Charcoal Plates—Terne.		
Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	8 50	
I.X., Terne Tin	10 50	

Charcoal Tin Boiler Plates.

Cookley Grade—		
X.X., 14x56, 50 sheet bxs	0 07	0 07½
" 14x60		
" 14x65, "		
Tinned Sheets.		
72x30 up to 24 gauge	0 08	0 08½
" 26 "	0 08½	0 09
" 28 "	0 09	0 09½

Iron and Steel.

Common Bar, per 100 lbs	2 45	2 55
Refined	2 85	2 95
Horse Shoe Iron	2 70	2 80
Hoop steel, 1½ to 3 in. base,		
extra for smaller sizes	3 25	
Swedish	4 25	
Steel Shoe Steel " base	4 00	
Tire Steel.	2 85	
Machinery	3 25	
Cast Steel, per lb	0 10	0 14
Too Calk Steel	3 50	
Thos. Firth & Sons' Cast Steel	0 12	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	3 00	3 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1½ inch	0 11	
2 "	0 12	
2½ "	0 14	

Steel Boiler Plate.

¼ inch	3 25	
3-16 inch	3 40	
½ inch and thicker	3 25	

Black Sheets.

18 gauge	3 10	
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20 gauge	3 10	
22 to 24 "	3 20	
26 "	3 30	
28 "	3 50	

Canada Plates.

All dull, 52 sheets	3 25	3 50
Half polished	3 35	3 60
All bright	3 75	4 00

Iron Pipe.

Wrought pipe, per 100 feet, ¼ to ¾ inch.		
\$3 61; ½ inch, \$3.10; ¾ inch, \$4.20; 1 inch, \$5.91; 1½ inch, \$7.85; 2 inch, \$9.75; 2½ inch, \$13.00. 2½ to 6 inch, discount 45 p.c.		
Galvanized, ½ inch, \$6.50; ¾ inch, \$8.00; 1 inch, \$11.50; 1½ inch, \$16.00; 2 inch, \$20.00; 2½ inch, \$28.50.		

Galvanized Iron.

G.C. Comet. Amer. Head.		
16 gauge	4 50	4 35
18 to 24 gauge	4 50	4 60
26 "	4 75	4 10
28 "	5 00	4 35
Less than case lots, 25c. per 100 lb. additional		
28 gauge American equals 26 gauge English.		

Chain.

Proof Coil, 3-16 in., per 100 lb.	8 50	
" ¼ "	6 00	
" 5-16 "	5 45	
" ¾ "	5 15	
" 1 "	5 00	
" 1½ "	4 80	
" 2 "	4 75	

Halter, kennel and post chains, 40 and 50 p.c.		
Cow ties	40 p.c.	
Stall fixtures	35 p.c.	
Trace chain	25 and 5 p.c.	
Jack chain, iron, single and double, discount 35 p.c.		
Jack chain, brass, single and double, discount 40 p.c.		

Copper.

Ingots		
English B. S., ton lots	0 19	0 20
Lake Superior		
½ or Bar.		
Cut lengths, round, ½ to ¾ in.	0 23½	0 25
round and square		
1 to 2 inches	0 23½	0 25
Sheet.		
Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 23	0 23½
oz., irregular sizes	0 23	0 23½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.		
Tinned copper sheets	0 26	
Planished	0 32	

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 25½	
" 35 to 45 "	0 24½	
" 50-lb. and above, "	0 23½	
Boiler and T. K. Pitts.		
Plain Tinned, per lb	0 28	
Spun, per lb.	0 32	

Brass.

R. and Sheet, 14 to 30 gauge, 15 per cent.		
Sheets, hard-rolled, 2x4	0 24	0 25
Tubing, base, per lb.	0 24	0 25

Zinc Spelter

Foreign, per lb	0 07	0 07½
Domestic		

Zinc Sheet.

5 cwt. casks	0 07½	
Part casks	0 07¾	

Lead.

Imported Pig, per lb	0 04½	0 05
Domestic, per lb		
Bar, 1 lb.	05	
Sheets, 2½ lbs. sq. ft., by roll.	0 05½	05½

Sheets, 3 to 6 lbs., per sq. ft.,	0 05	0 05½
by roll.		
NOTE.—Cut sheets ½ cent per lb. extra		
Pipe, by the roll, usual weights per yard, lists		
at 7 cents per lb. and 15 per cent. discount		
f.o.b. Toron o.		

NOTE.—Cut lengths, net price, waste pipe
8-ft. lengths, lists at 7½ cents.

Shot.

Ordinary, drop, \$5.25 per 100 lb.; chilled		
\$5.50 per 100 lb. F.O.B. Toronto; terms 3		
per cent. cash, freights equalized on Montreal		

Soil Pipe and Fittings.

Discount, 50 per cent. on medium and extra		
heavy, and 45 per cent. on light.		

Solder.

Bar half-and-half	Per lb.	Per lb.
Refined	0 20	0 20½
Wiping	0 19½	0 19
NOTE.—Prices of this graded according to		
quantity. The prices of other qualities of		
solder in the market indicated by private		
brand vary according to composition.		

Antimony.

Cookson's, per lb	0 11	0 11½
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White Lead.

Pure, Assoc. guarantee, ground in oil.	Per cwt.	
25 lb. irons	6 87½	
No. 1 do	6 50	
No. 2 do	6 12½	
No. 3 do	5 75	
No. 4 do	5 37½	
Robertson's Chemically Pure	6 87½	
Munro's Select Flake White	7 12½	
Elephant and Decorators' Pure	6 87½	

Red Lead.

Genuine, 560 lb. casks, per cwt. \$....	\$5 50	
Genuine, 100 lb. kegs, per cwt.	5 75	
No. 1, 560 lb. casks, per cwt.	5 25	
No. 1, 100 lb. kegs, per cwt.	5 00	

White Zinc Paint.

Elephant Snow White	0 08	0 09
Pure White Zinc	0 08	0 09
No. 1	0 06	0 07½
No. 2	0 05	0 06½

Dry White Lead.

Pure, casks	5 75	
Pure, kegs	6 25	
No. 1, casks	5 50	
No. 1, kegs	6 00	

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)		
Pure, per gallon	1 20	
Second qualities, per gallon	1 00	
Barn (in bbls.)	0 75	0 85
The Sherwin-Williams Paints	1 30	
Canada Paint Co's Pure	1 20	
Robertson's Pure	1 20	
Sanderson Pearey's Pure	1 20	
Toronto Lead and Color Co's		
Pure	1 20	

Colors in Oil.

(25 lb. tins, Standard Quality.)		
Venetian Red, per lb	0 05	
Chrome Yellow	0 11	
Golden Ochre	0 06	
French	0 05	
Marine Black	0 09	
Green	0 09	
Chrome	0 08	
French Imperial Green	0 19	

Colors, Dry.

Yellow Ochre (J.C.) bbls	1 35	1 40
Yellow Ochre (J.F.L.S.) bbls	2 75	
Yellow Ochre (Royal)	1 10	1 15
Brussels Ochre	2 00	
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt.	3 00	3 25
American Oxides, per cwt.	1 75	2 00
Canadian Oxides, per cwt.	1 75	2 00
Super Magnetic Oxides, 93 p.c.	2 00	2 25

Burnt Sienna, pure, per lb.	0 10	
" Umber, "	0 10	
do Raw	0 09	
Drop Black, pure	0 09	
Chrome Yellows, pure	0 18	
Chrome Greens, pure, per lb.	0 12	
Golden Ochre	0 03½	
Ultramarine Blue in 28-lb		
boxes, per lb.	0 08	0 24
Fire Proof Mineral, per 100 lb.		1 00
Genuine Eng. Litharge, per lb		0 07
Mortar Color, per 100 lb.		1 25
James' Gen. Red Lead, 100 lb		0 05
Pure Indian Red, No. 45, lb.		0 08
Whiting, per 100 lb.		0 55

Sulphate of Copper.

Casks, for spraying, per lb.	0 07	
100-lb. lots, do. per lb.	0 08	

Putty.

Bladders in bbls.	1 90	
Bladders in 100 or 200 lb. kegs or bxs	2 65	
Bulk in bbls., per 100	1 75	
Bulk in less quantities	1 90	
25-lb. tins, 4 in case	2 15	
12½-lb. tins, 8 in case	2 40	

Varnishes.

(In 5-gal. lots.)		
Carriage, No. 1	1 45	1 65
" body	4 00	4 50
" rubbing	2 00	2 50
Gold Size, Japan	1 50	1 70
Brown Japan	1 20	1 40
Elastic Oak	1 45	1 65
Furniture, extra	1 20	1 40
" No. 1	0 80	1 00
Hard Oil Finish	1 35	1 55
Light Oil Finish	1 60	1 80
Demar.	1 65	1 85
Shellac, white	2 20	2 40
" orange	2 00	2 20
Furniture Brown Japan	0 80	1 00
Black Japan	1 20	1 40
" No. 1	0 80	1 00

Linseed Oil.

Raw		Boiled.
1 to 4 bbls.	\$0 67	delivered \$0 70
5 to 9 bbls	66	" 65
10 to 19 bbls	63	f.o.b. pointship 69
20 to 49 bbls	61	" 64
1 to 9 bbls, Toronto, Hamilton, London,		
Guelph, 2c. less; Montreal, Ottawa, Kingston		
and Quebec, 1c. less.		

Turpentine.

Single barrels	0 83	
2 to 4 barrels	0 82	
Freight allowed. Toronto, Hamilton Lon-		
don, Guelph.		

Castor Oil.

East India, in cases, per lb.	0 09	0 09½
" small lots	0 09½	0 10

Cod Oil, Etc.

Cod Oil, per gal.	0 50	0 55
Pure Olive	1 20	
" Neatsfoot	90	

Glue.

Common	08½	0 09
French Medal	0 14	0 14½
Cabinet, sheet	0 12	0 13
White, extra	0 18	0 20
Gelatine	0 22	0 30
Strip	0 18	0 20
Coopers	0 19	0 20
Huttner		0 18

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.		
Rim Fire Pistol, dis. 45 p. c. Amer.		
Rim Fire Cartridges, Dom., 50 and 5 p. c.		
Rim Fire, Military, net list, Amer.		
Central Fire Pistol and Rifle, 18 p.c. Amr		

THOS. GOLDSWORTHY & SONS

MANCHESTER, ENGLAND.

EMERY

Cloth
Corn
Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

JAMES HUTTON & CO., Wholesale Agents for Canada, **Montreal.**

Central Fire Cartridges, pistol sizes, Dom 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p.c.
Brass shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.

Best thick white felt wadding, in ¼-lb bags, 1 00
Best thick brown or grey felt wads, in ½-lb. bags, 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25
Thin card wads in boxes of 1,000 each, 8 gauge, 0 70
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 60
9 and 10 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.

Anvils.

Per lb. 10 0 12½
Anvil and Vise combined 4 50
Wilkinson & Co.'s Anvils, lb. 0 09 0 09½
Wilkinson & Co.'s Vices, lb. 0 09½ 0 10

Augers.

Gilmour's, discount 50 and 10 p.c. off list.

Axes.

Chopping Axes—
Single bit, per doz. 5 50 10 00
Double bit, " 12 00 18 00
Bench Axes, 40 and 15 p.c.
Broad Axes, 33½ per cent.
Hunters' Axes, 5 50 6 00
Boy's Axes, 5 75 6 75
Splitting Axes, 6 50 12 00
Handled Axes, 7 00 10 00

Bath Tubs.

Zinc, discount 40 and 10 p.c. off revised list 3 90 4 00
Copper, discount 40 and 10 p.c. off revised list 4 50
Steel clad, discount 20 per cent. Boxing extra.
Anti-Friction Metal.
Tandem " A. per lb. 0 23
" B. " 0 19
" C. " 0 11½
Magnolia Anti-Friction Metal, per lb. 0 25
F. O. B. New York or Chicago.

Bells.

Brass, 60 per cent.
Nickel, 55 per cent.
Door.
Gongs, Sargent's, 5 50 8 00
" Peterboro', discount 27½ per cent.

Cow.

American make, discount 66½ per cent.
Canadian, discount 45 and 50 per cent
Farm.
American, each, 1 25 3 00
House, 0 35 0 40

Bellows.

Hand, per doz. 3 35 4 75
Moulders, per doz. 7 75 10 00
Blacksmiths, discount 40 per cent.

Belting.

Extra, 50 per cent.
Standard, 50 and 10 to 50, 10 and 5 per cent.
Agricultural, 60 and 10 p.c.

Bits.

Auger.
Gilmour's, discount 50 and 10 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 40 per cent.
Gimlet. 0 65 0 90
Diamond, Shell, per doz. 1 00 1 50
Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.

All sizes, per lb. 0 07½ 0 12

Bolts and Nuts. Per cent.

Norway Bolts, full square, 50
Common Carriage Bolts, all sizes 50
Blank Bolts, 52½
Machine Bolts, all sizes, 52½
Coach Screws, 65
Sleigh Shoe Bolts, 70
Blank Bolts, 52½
Bolt Ends, 62½
Nuts, square, 3½c off
Nuts, hexagon, 4c. off
Tapping Nuts, 60
Tire Bolts, 60
Stove Bolts, 60 and 10
Store rods, per lb., 5½ to 6c.
Plough Bolts, 50

Boot Calks.

Small and medium, ball, per M. 4 25
Small heel, per M. 4 50

Bright Wire Goods.

Discount, 55 per cent.

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis. 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, 6 00
Henis, No. 9, 7 00
Queen City, 7 50 0 00

Butchers' Cleavers.

German, per doz. 6 00 11 00
American, per doz. 12 00 20 00

Building Paper, Etc.

Plain building, per roll, 0 30
Tarred lining, per roll, 0 40
Tarred roofing, per 100 lb., 1 60
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 80
Carpet felt, per ton, 4 10

Bull Rings.

Copper, \$2.00 for 2½ in. and \$1.90 for 2 in.

Butts.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, dis., 60 per cent.

Wrought Steel.

Fast Joint, dis. 60 and 10 per cent.

Loose Pin, dis. 60 and 10 per cent.

Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair 0 40 0 65

Cards.

Horse, per doz. 0 60 1 00

Carpet Sweepers.

Bissell, per doz. 22 50

World, " 21 75

Daisy, " 24 00

Star, " 18 00

Crown Jewel, per doz. 29 00

Grand Rapids, " 24 00 33 00

Carpet Stretchers.

American, per doz. 1 00 1 50

Bullard's, per doz. 6 50

Bed, new list, dis. 55 to 57½ per cent.

Plate, dis. 52½ to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross, 50 9 50

Cement.

Canadian Portland, 2 65 2 90

English, " 3 00

Belgian, " 2 70

Canadian hydraulic, 1 00 1 10

Figures are for barrel lots.

Chalk.

Carpenters, Colored, per gross, 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, " 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.

Socket, Framing and Firmer.
Broad's, dis. 60 and 5 per cent.
Warnock's, dis. 60 per cent.

Churns.

Revolving Churns, metal frames—No. 0, \$8—No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—No. 4, \$12.00—No. 5, \$16.00 each. Ditto, wood frames—20c. each less than above.
Discounts: Delivered from factories, 18 p.c.; from stock in Montreal, 56 p.c.
Terms, 4 months or 3 p.c. cash in 30 days.

Cinder Sifters.

Per doz. 1 25

Clips.

Axle dis. 65 per cent.

Closets.

Plain Ontario Syphon Jet, \$8 00
Emb. Ontario Syphon Jet, 8 50
Fittings, 1 00
Plain Teutonic Syphon Washout, 4 75
Emb. Teutonic Syphon Washout, 5 25
Fittings, 1 00
Plain Richelieu, 4 75
Emb. Richelieu, 5 00
Fittings, 1 25
Closet connection, 1 25
Basins, round, 14 in., 0 65
" oval, 17 x 14 in., 1 55
" 19 x 15 in., 2 30

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33½ per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair, 17½
" 5, " 22½
" 6, " 15
Boynton pattern, " 20

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. per cent.

Door Springs.

Torrey's Rod, per doz. (15 p.c.) 2 00
Coil, per doz. 0 88 1 60
English, per doz. 2 00 4 00

Draw Knives.

Broad's, dis. 60 to 60 and 7½ per cent.

Warnock's, dis. 60 to 60 and 7½ per cent.

Drills.

Hand and Breast.
Millar's Falls, per doz. net list.

DRILL BITS.

Morse, dis., 37½ to 40 per cent.

Standard, dis. 50 and 5 to 55 per cent.

ELBOWS. (Stovepipe.)

No. 1, per doz. 1 80

No. 2, per doz. 1 60

Bright, 20c. per doz. extra.

ESCUTCHEONS.

Discount, 27½ per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES.

Globe File Mfg. Co.'s dis., files, 60 and 10 to 70 per cent.

Black Diamond, 50 and 10 to 60 per cent.

Kearney & Foote, 60 and 10 per cent. to 60, 10, 10.

Nicholson File Co., 50 and 10 to 60 per cent.

Jowitt's, English list, 25 to 27½ per cent.

Mechanics' Star & File Mfg. Co. Discount 60 and 10 to 70 per cent.

FORKS.

Hay, manure, etc., dis., 50 and 10 per cent.

revised list.

FRUIT PRESSES.

Henis, per doz. 3 25 3 50

Shepard's Queen City, dis. 15 per cent.

GAUGES.

Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33, each, 1 65 2 40

GLASS—Window—Box Price.

Size United Inches.	Per 50 ft.	Per 100 ft.	D. Diamond Per 50 ft.	Per 100 ft.
Under 26.....	2 10	4 00	3 50	6 00
26 to 40.....	2 30	4 35	3 75	6 65
41 to 50.....	4 75	7 25		
51 to 60.....	5 00	8 50		
61 to 70.....	5 35	9 25		
71 to 80.....	5 75	10 50		
81 to 85.....	6 50	11 75		
86 to 90.....	7 25	14 00		
91 to 95.....		15 50		
96 to 100.....		18 00		
101 to 105.....		21 00		
106 to 110.....		24 00		
111 to 115.....		28 00		

16 x 16 10 per cent. off.

HALTERS.

Rope, ¾ per gross, 9 00
" ½ to ¾, 14 00
Leather, 1 in., per doz., 3 87½ 4 00
" 1½ in., 5 15 5 20
Web, — per doz., 1 87 2 45

HAMMERS.

Nail
Maydole's, dis. 5 to 10 per cent. Can. dis. 25 to 27½ per cent.

Tack.

Magnetic, per doz., 1 10 1 20

Sledge.

Canadian, per lb., 0 07½ 0 08½

Ball Peen.

English and Can., per lb., 0 22 0 25

HANDLES.

Axe, per doz., net, 1 50 2 00

Store door, per doz., 1 00 1 50

Chest, per doz. pair, 0 40 2 50

Fork.

C. & B., dis. 40 per cent. rev. list.

Hoe.

C. & B., dis. 40 per cent. rev. list.

Saw.

American, per doz., 1 00 1 25

Plane.

American, per gross, 3 15 3 75

Hammer and Hatchet.

Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair, 0 13½

HANGERS.

Steel barn door, 5 85 6 00

Stearns, 4 inch, 5 00

" 5 inch, 6 50

Lane's covered—

No. 11, 5-ft. run, 8 40

No. 11½, 10-ft. run, 10 80

No. 12, 10-ft. run, 12 60

No. 14, 15-ft. run, 21 00

Lane's O.N.T. track, per foot, 4½

HARVEST TOOLS.

Discount, 50 and 10 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent

Heavy T and strap, 4-in., per lb., 0 06

" 5-in., " 0 05½

" 6-in., " 0 05½

" 8-in., " 0 05½

" 10-in., " 0 05

Light T and strap, dis. 60 and 10 per cent.

Screw hook and hinge— 4 50
6 to 12 in., per 100 lbs., 3 50
14 in. up, per 100 lbs., Per gro. pair 12 00

HOES.

Garden, Mortar, etc., dis. 50 and 10 p.c.
Planter, per doz., 4 00 4 50

HOLLOW WARE.

Discount, 45 and 50 per cent

Standard Steel Toe Calks

Sizes of
Blunt :



WRITE
FOR
DISCOUNTS.



Sizes of
Sharp
Calks
below for
Spring, 1900:

No.	LENGTH.	SIZE.
0.....	1 1/2 inch.....	3/8 x 5/16
1.....	1 1/4 ".....	1/2 x 5/16
2.....	1 1/2 ".....	9/16 x 3/8
3.....	2 ".....	5/8 x 3/8

Price, \$1.50 per box of 25 lbs. in bulk.
Or 24 lbs. in 4-lb. packages.

No.	LENGTH.	SIZE.
4.....	2 1/4 inch.....	3/4 x 3/8
5.....	2 1/2 ".....	3/4 x 3/8
6.....	2 3/4 ".....	7/8 x 7/16
7.....	3 ".....	7/8 x 7/16

No.	LENGTH.	SIZE.
0.....	1 1/2 inch.....	9/16 x 3/8
1.....	1 1/4 ".....	9/16 x 3/8
2.....	1 1/2 ".....	11/16 x 7/16
3.....	2 1/4 ".....	3/4 x 1/2

Price, \$1.75 per box of 25 lbs. in bulk.
Or 24 lbs. in 4-lb. packages.

JAMES PENDER & CO., Limited, Sole Mfrs. **Saint John, N. B., Canada.**

HOOKS.		
Cast Iron.		
Bird Cage, per doz.....	0 50	1 10
Clothes Line, per doz.....	0 27	0 63
Harness, per doz.....	0 72	0 88
Hat and Coat, per gross.....	1 00	3 00
Chandelier, per doz.....	0 50	1 00

Wrought Iron.		
Wrought Hooks and Staples, Can., dis. 4 1/2 per cent.		

Wire.		
Hat and Coat, discount 45 per cent.		
Belt, per 1,000.....	0 60	0 70
Screw, bright, dis. 55 per cent.		

HORSE NAILS.		
"C" brand 50 p.c. dis.		
"M" brand 50 p.c.		
Acadian, countersunk head and oval top, 50 and 10 per cent.		

HORSESHOES.		
Iron Shoes.		

Light, medium, and heavy.....	4 05	4 30
Snow shoes.....	4 30	4 55
Steel Shoes.		
Light.....	4 35	4 60
Featherweight (all sizes).....	5 60	5 60
Toe weight steel shoes.....		6 70

JAPANNED WARE.		
Discount, 45 and 5 per cent. off list, June, 1899.		

ICE PICKS.		
Star, per doz.....	3 00	3 25

KETTLES.		
Brass spun, 7 1/2 p.c. dis. off new list.		
Copper, per lb.....	0 30	0 50
American, 60 and 10 to 65 and 5 p.c.		

KEYS.		
Lock, Can., dis., 27 1/2 p.c.		
Cabinet, trunk, and padlock, Am. per gross.....		60

KNOBS.		
Door, japanned and N.P., per doz.....	1 50	2 50
Bronze, Berlin, per doz.....	2 75	3 25
Bronze Genuine, per doz.....	6 00	9 00
Shutter, porcelain, F. & L. screw, per gross.....	1 30	4 00
White door knobs—per doz.		1 25

HAY KNIVES.		
Discount, 50 and 10 per cent.		

LANTERNS.		
Cold Blast, per doz.....	7 50	
No. 3 "Wright's" Ordinary, with O burner.....	8 50	
Dashboard, cold blast.....	4 25	
No. 0.....	9 50	
Japanning, 50c. per doz. extra.	6 00	

LAWN MOWERS.		
Woodyatt & Star, discount 40 p.c.		

LEMON SQUEEZERS.		
Porcelain lined.....	2 20	5 60
Galvanized.....	1 87	3 85
King, wood.....	2 75	2 90
King, glass.....	4 00	4 50
All glass.....	1 20	1 30

LINES.		
Fish, per gross.....	1 05	2 50
Chalk.....	1 90	7 40

LOCKS.		
Canadian, dis. 27 1/2 p.c.		
Russell & Erwin, per doz.....	3 05	3 25
Cabinet.		

PADLOCKS.		
English and Am., per doz.....	50	6 00
Scandinavian.....	1 00	2 40
Eagle, dis. 15 to 17 1/2 p.c.		

MACHINE SCREWS.		
Flat head, discount 25 p.c.		
Round Head, discount 20 p.c.		

MALLET.		
Tinsmiths', per doz.....	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.....	3 85	5 00
Caulking, each.....	60	2 00

MATTOCKS.		
Canadian, per doz.....	8 50	100

MEAT CUTTERS.		
American, dis. 25 to 30 p.c.		
German, 15 per cent.		

MILK CAN TRIMMINGS.		
Discount, 25 per cent.		

NAILS.		
Quotations are:	Cut.	Wire.
2d. and 3d.....	\$3 85	\$4 50
3d.....	3 50	4 15
4 and 5d.....	3 25	4 00
6 and 7d.....	3 15	3 85
8 and 9d.....	3 00	3 65
10 and 12d.....	2 95	3 60
16 and 20d.....	2 90	3 55
30, 40, 50 and 60d. (base).....	2 85	3 50
Steel Cut Nails 10c. extra.		

NAIL PULLERS.		
German and American.....	1 85	3 50

NAIL SETS.		
Square, round, and octagon, per gross.....	3 38	4 00
Diamond.....	12 00	15 00

NETTING.		
Poultry, 45 per cent. for McMullen's.		

Canada refined (Toronto).....	0 13 1/2	
Sarnia Water White.....	0 15	
Pratt's Astral.....	0 18	
Sarnia, Prime White.....	0 14	
American w. w.....	0 16 1/2	

OILERS.		
McClary's Model galvan. oil can, with pump, 5 gal., per doz.....	0 00	10 00
Zinc and tin, dis. 50, 50 and 10.		
Copper, per doz.....	1 25	3 50
Brass.....	1 50	3 50
Malleable, dis. 25 per cent.		

PAIS.		
Galvanized pails, discount 45 per cent.		
Galvanized flaring pails, discount 45 per cent.		
Galvanized washtubs, discount 45 per cent.		

PIECED WARE.		
Discount 40 per cent. off list, June, 1899.		

PICKS.		
Per doz.....	6 00	9 00

PICTURE NAILS.		
Porcelain head, per gross.....	1 50	3 00
Brass head.....	0 40	1 00

PLANES.		
Wood, bench, Canadian dis. 55 per cent.		
American dis. 55.		
Wood, fancy Canadian or American, 37 1/2 to 40 per cent.		
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.		
Miscellaneous, dis. 25 to 27 1/2 per cent.		
Bailey's Victor, 25 per cent.		

PLANE IRONS.		
English, per doz.....	2 00	5 00

PLIERS AND NIPPERS.		
Button's Genuine, per doz pairs, dis. 37 1/2 40 p.c.		
Button's Imitation, per doz.....	5 00	9 00
German, per doz.....	0 60	2 60

PRESSED SPIKES.		
Discount, 20 per cent.		

PULLEYS.		
Hothouse, per doz.....	0 55	1 00
Axle.....	0 22	0 33
Screw.....	0 27	1 00
Awning.....	0 35	2 50

PUMPS.		
Canadian cistern.....	1 40	2 25
Canadian pitcher spout.....	1 15	2 00

PUNCHES.		
Saddlers', per doz.....	1 00	1 85
Conductors'.....	9 00	15 00
Tinners' solid, per set.....	0 00	0 72
" hollow, per inch.....	0 00	1 00

RANGE BOILERS.		
Galvanized, 30 gallons.....	8 00	
" 35 ".....	9 00	
" 40 ".....	10 00	
Copper, 30 ".....	22 00	
" 35 ".....	26 00	
" 40 ".....	30 00	

RAKES.		
Discount off Copper Boilers 10 per cent.		

CAST STEEL AND MALLEABLE CANADIAN, LIST DIS.		
50 and 10 p.c. revised list.		
Wood, 25 per cent.		

RASPS AND HORSE RASPS.		
New Nicholson horse rasp, discount 60 p.c.		
Globe File Co.'s rasps, 60 and 10 to 70 p.c.		
Heller's Horse rasps, 50 to 50 and 5 p.c.		

RAZORS.		
per doz.		
Geo. Butler & Co.'s.....	8 00	18 00
Eoker's.....	7 50	11 00
Wade & Butcher's.....	3 60	10 00
Thiele & Quack's.....	7 00	12 00
Elliot's.....	4 00	18 00

REAPING HOOKS.		
Discount, 50 and 10 per cent.		

REGISTERS.		
Discount, 60 per cent.		

RIVETS AND BURRS.		
Carriage, Section, Wagon Box Rivets, etc.		

Black M. Rivets (Steel), 45 p.c.		
Black and Tinned Rivets, 45 p.c.		
Extras on Iron Rivets in 1-lb. cartons, 1/2c. per lb.		
Extras on Iron Rivets in 1/2-lb. cartons, 1c. per lb.		
Copper Rivets & Burrs, 35 p.c. dis., and cartons, 1c. per lb. extra, net.		
Extras on Tinned or Coppered Rivets in 1/2-lb. cartons, 1c. per lb.		
Burrs, iron or steel, 40 per cent.		
Terms, 4 mos. or 3 per cent. cash 30 days.		

RIVET SETS.		
Canadian, dis. 35 37 1/2 per cent.		

ROPE, ETC.		
7-16 in. and larger, per lb. 12 1/2	Sisal.	Manila.
3/4 in.....	13	16
1/2 and 5-16 in.	13 1/2	16 1/2
Cotton.....	14	18
Russia Deep Sea.....	15 1/2	8
Jute.....	10	10
Lath Yarn.....	9 1/2	
New Zealand Rope.....	10 1/2	

RULES.		
Boxwood, dis. 75 and 10 p.c.		
Ivory, dis. 37 1/2 to 40 p.c.		

SAD IRONS.		
Mrs. Potts, plain, polished.....	0 35	pe set.
" nickel-plated.....	1 05	

SAND AND EMERY PAPER.		
Dominion Flint Paper, 47 1/2 per cent.		
B & A. sand, 40 and 2 1/2 per cent.		
Emery, 40 per cent.		

SAWS.		
Hand, Diston's, dis. 12 1/2 p.c.		
S. & D., 40 per cent.		
Crosscut, Diston's, per ft.....	0 35	0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.		
Hack, complete, each.....	0 75	2 75
" frame only.....	0 75	

SASH WEIGHTS.		
Sectional, per 100 lbs.....	3 25	
Solid.....	1 50	

SASH CORD.		
Per lb.....	0 23	0 30

SAW SETS.		
" Lincoln," per doz.....		6 50

SCALES.		
Gurney Scales, 45 p.c.		
B. S. & M. Scales, 45 p.c.		
Champion, 55 per cent.		
Fairbanks Standard, 35 p.c.		
" Dominion, 55 p.c.		
Richelieu, 55 p.c.		
Chatillon Spring Balances, 10 p.c.		

SCREW DRIVERS.		
Sargent's, per doz.....	0 65	1 00

SCREWS.		
Wood, F. H., iron, and steel, 80 p.c.		
Wood R. H., dis. 75 p.c.		
" F. H., brass, dis. 75 p.c.		
Wood, R. H., dis. 67 1/2 p.c.		
" F. H., 62 1/2 p.c.		
Drive Screws, 80 per cent.		
Bench, wood, per doz.....	3 25	4 00
" iron.....	4 25	5 75

SOYTHES.		
Discount, per doz, net.....	9 00	15 00

SOYTHE SNATHS.		
Canadian, dis. 45 p.c.		

SHEARS.		
Seymour's, dis. 50 and 10 p.c.		
Heinisch, dis. 50 and 10 p.c.		
Seymour or Heinisch tailor shears. 15 p.c.		

SHOVELS AND SPADES.		
Canadian, dis. 40 and 5 per cent.		

SINKS.		
Steel and galvanized, discount 45 per cent.		

SNAPS.		
Harness, German, dis. 25 p.c.		
Lock, Andrews'.....	4 50	11 50

SOLDERING IRONS.		
1 1/2 lb., per lb.....		0 37
2 lb. or over, per lb.....		0 34

SQUARES.		
Iron, No. 493, per doz.....	2 40	2 55
" Mo. 494, ".....	3 25	3 40
Steel, dis. 50 and 5 to 50 and 10 p.c., rev. list.		
Try and bevel, dis. 50 to 52 1/2 p.c.		

STAMPED WARE.		
Plain, dis. 75 and 12 1/2 p.c. off revised list.		
Retinned, dis. 75 p.c. off revised list.		

STAPLES.		
Galvanized.....	4 00	4 25
Bright.....	0 00	4 00

STOCKS AND DIES.		
American dis. 25 p.c.		

Washita.....	0 28	0 60
Hindostan ..	0 06	0 07
" slip,	0 09	0 09
Labrador.....		0 13

Trunk nails, black	65
Trunk nails, tinned	65 and 5
Clout nails, blued and tinned	35
Chair nails	35
Cigar box nails	40
Patent brads	40
Fine finishing	40
Picture frame points	10
Lining tacks, in papers	10
" in bulk	15
" solid heads, in bulk	75
Saddle nails in papers	10
" in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	15
Zinc glazier's points	5
Double pointed tacks, dozens	85
" bulk	35

TAPE LINES.	
English, ass skin, per doz	2 75 5 00
English, Patent Leather	5 50 9 75
Chesterman's each	0 90 2 85
steel, each	0 80 8 00

THERMOMETERS
Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRANSOM LIFTERS.
Payson's per doz

TRAPS. (Steel.)
Game, Newhouse, dis. 2 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.	
Disston's, discount 10 per cent.	
German, per doz	4 75 6 00
Brade's	5 00 10 50
S. & D., discount 35 per cent.	
TWINES.	
Bag, Russian, per lb.	0 21
Wrapping, mottled, per pack	0 50 0 60
Wrapping, cotton, per lb	0 17 0 18
Mattress, per lb.	0 33 0 45
Staging, "	0 27 0 35
Broom, "	0 30 0 55

VICES.	
Hand, per doz	4 00 6 00
Bench, parallel, each	2 00 4 50
Coach, each	6 00 7 00
Peter Wright's, per lb.	0 12 0 13
Pipe, each	5 50 9 00
Saw, per doz	6 50 13 00

ENAMELLED WARE.
White, Princess, Turquoise, Blue and White
discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10
and 10 per cent.

WIRE.
Brass wire, 50 to 50 and 2½ per cent. off the
list.
Copper wire, 45 and 10 per cent. net cash 30
days, f.o.b. factory.
Smooth Steel Wire, base, \$3.45 per 100
lb. List of extras: Nos. 2 to 5, ad-

vance 7c. per 100 lb.—Nos. 6 to 9, base—
No. 10, advance 7c.—No. 11, 14c.—No. 12,
20c.—No. 13, 35c.—No. 14, 47c.—No. 15,
60c.—No. 16, 75c. Extras net per 100 lb.:
Coppered wire, 60c.—tinned wire, \$2—
oiling, 10c.—special hay-baling wire, 30c.
—spring wire, \$1—best steel wire, 75c.—
bright soft drawn, 15c.—in 50 and 100-lb.
bundles net, 10c.—in 25-lb. bundles net,
15c.—packed in casks or cases, 15c.—
bagging or papering, 10c.

Fine Steel Wire, dis. 12½ per cent.
List of extras: In 100-lb. lots: No.
17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20,
\$6.65—No. 21, \$7—No. 22, \$7.30—No. 23,
\$7.65—No. 24, \$8—No. 25, \$9—No. 26,
\$9.50—No. 27, \$10—No. 28, \$11—No. 29,
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15
No. 33, \$16—No. 34, \$17. Extras net—
tinned wire, Nos. 17-25, \$2—Nos. 26-31,
\$4—Nos. 32-34, \$6. Coppered, 5c.—oil-
ing, 11c.—in 25-lb. bundles, 15c.—in 5 and
10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—
in ¼-lb. hanks, 75c.—in ¼-lb. hanks, \$1—
packed in casks or cases, 15c.—bagging or
papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$4.40
No. 9, \$3.47½—No. 10, \$4.55—No. 11, \$4.60
No. 12, \$3.62½—No. 13, \$3.77½—No. 14,
\$5.15—No. 15, \$5.45—No. 16, \$5.65.

Clothes Line Wire, 19 gauge,
per 1,000 feet

WIRE FENCING	
Galvanized, 4 barb, 2½ and 5	F.O.B.
inches apart	Toronto
Galvanized, 2 barb, 4 and 6	3 72½
inches apart	3 72½
Galvanized, plain twist	3 72½
Terms 2 per cent. in 10 days.	
Ros's braid truss cable	4 50
Barb wire is \$3.47½ f.o.b. Cleveland.	

WIRE CLOTH.
Painted Screen, per 100 sq. ft., net. 2 60
Terms, 4 months, May 1, 3 p.c. off 30 days.

WRENCHES.	
Acme, 35 to 37½ per cent.	
Agricultural, 60 p.c.	
Coe's Genuine, dis. 70 to 25 p.c.	
Towers' Engineer, each	2 00 7 00
" S., per doz	5 80 6 00
G. & K's Pipe, per doz	3 40
Burrell's Pipe, each	3 00
Pocket, per doz	0 25 2 90

WRINGERS.
Leader

WROUGHT IRON WASHERS.
Canadian make, discount, 25 per cent.

CANADIAN ADVERTISING is best done by THE
E. DESBARATS ADVERTISING AGENCY.
MONTREAL.

One of the
LEADING WHOLESALE HARDWARE HOUSES
in Montreal to-day is

SEYBOLD, SON & CO.,

Established 30 years.

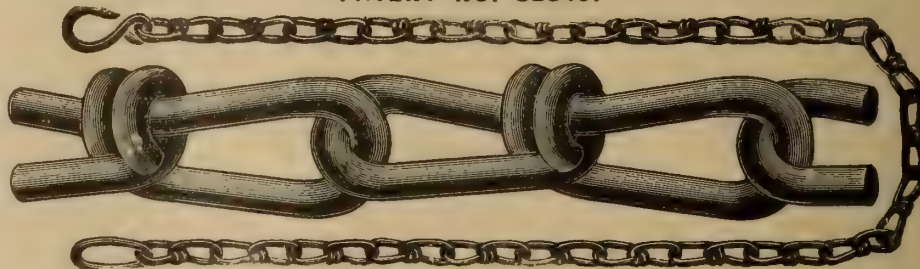
Carrying a complete assortment of HARDWARE,
from a Needle to an Anchor.

CHAMPION EVAPORATOR

For MAPLE SYRUP and SUGAR.
Catalogue Free.

THE G. H. GRIMM MFG. CO.,
84 Wellington St., Montreal.

BRWON'S PATENT STEEL WIRE CHAIN.
PATENT NO. 32840.



If you are interested in chains examine carefully the perfect mechanical construction of the Brown's. It is the most
perfect chain made. We make it in 13 sizes. We use it exclusively in all our Halter, Dog, Tie-out, Cattle, Trace
Chains, etc. You will make no mistake in handling our line exclusively.

THE B. GREENING WIRE CO. LIMITED
Hamilton and Montreal.

THE

Abbott-Mitchell Iron and Steel Company

OF ONTARIO, LIMITED.

Manufacturers of . . .

*Bar Iron and Steel
Nails, Spikes
Horse Shoes . .
Bolts, Washers, etc.*

**BELLEVILLE,
ONTARIO.**

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will be Carefully, Efficiently, and Promptly attended to, by

The Roberts Advertising Agency,
WINNIPEG, CANADA.

FOR SALE.

A NEW MARLIN RIFLE

Never been used. Just the Rifle for practice.
Price \$30. Will take \$20.

19 Board of Trade, Montreal

PERSONS addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

Buy the Best.



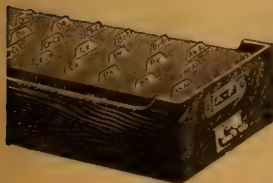
HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

Know Your Customers



Their addresses, buyers' names, ratings and references, how they pay, what they deal in, etc. No man can afford to clutter up his mind with the details of his business which could easily be preserved in a permanent form, which you can obtain by using one of Archbald's special outfits.

\$2.25

Shipped on approval. If not satisfactory, return it at my expense.

Consisting of 1 quarter-sawed oak desk drawer box, 9 inches long; 400 Record Cards, ruled; 1 set of Alphabetical Index Cards; 1 set of Daily Guides; 2 extra Dividers; Customers' and Blank Cards.

New 1900 Catalogue for the Asking.

CHAS. E. ARCHBALD,
Card Index Specialist,

45 Adelaide St., E., TORONTO.

Branches: Ottawa, Hamilton.

DIAMOND STOVE PIPE DAMPER AND CLIP.



U. S. Patent June 25th, 1895.
Canadian Pat. Dec. 13th, 1894.

Sold by Jobbers of - - -

HARDWARE
TINWARE
and STOVES,

for furnace pipe, to support
the sheet steel blade



Manufactured by

THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.
A. R. WOODYATT & CO., Guelph, Ontario.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

ESTABLISHED 1849.

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices throughout the civilized world.

Executive Offices: 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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THOS. C. IRVING, Gen.-Mgr., Western Canada, Toronto, Ont.

PERFECTION

AUTOMATIC REVOLVER.

NEW Automatic shell extracting,
double action, small frame.
Weights 12 oz. Rebounding lock. 32
caliber. 5 shot.

Made with shorter barrel for bicycle
use.

The most perfect small pistol made.



SEND FOR
CATALOGUE.

Forehand Arms Co.

Manufacturers of
the

Forehand Guns

Worcester,
Mass.

Dominion Pattern

Cow Tie AND Stall Fixture

The special features of the tie and stall fixture are well shown in the illustration. As will be noticed the chain is very short which prevents all danger of entanglement with the animal's foot. At the same time the form of the fixture is such that great freedom is allowed to the head. Because of the short chain this tie is much cheaper than the ordinary patterns.

The stall fixture is made from a tough quality of steel and is very strong. Also, owing to its circular cross-section, it is exceedingly rigid. Its simplicity, convenience, cheapness, and ease of attaching make it very popular with cow tie users.

This form of tie and stall fixture are sometimes called Niagara pattern.

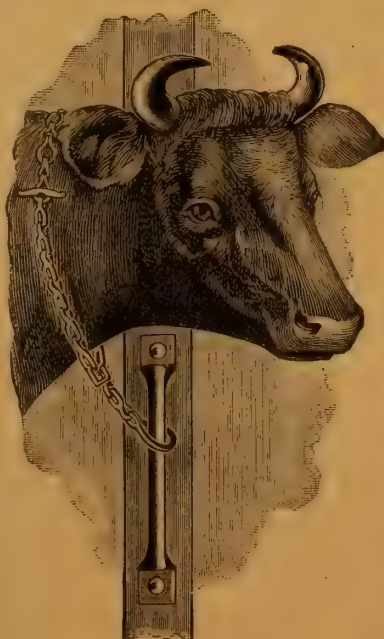
American or Flat Link Chain,

for years the standard cow tie chain in "the States," is now rapidly coming in favor in Canada. Its short link, handsome appearance and smooth surface—which cannot injure the animal's neck—make it superior to all other styles of chain for cow ties.

For sale by all Jobbers; manufactured by

ONEIDA COMMUNITY, Limited,

NIAGARA FALLS,
ONT.



Est. 1868

Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

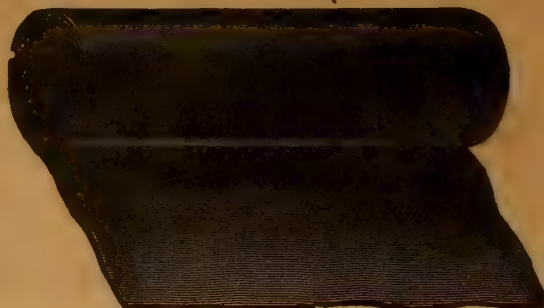
Medals

Awarded
By **JURORS** at
International Expositions
Special Prize

Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT ?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE CUTTA PERCHA AND RUBBER MFG. CO.

OF TORONTO, LIMITED.

61-63 FRONT ST. WEST, TORONTO.

ESTABLISHED 1860.

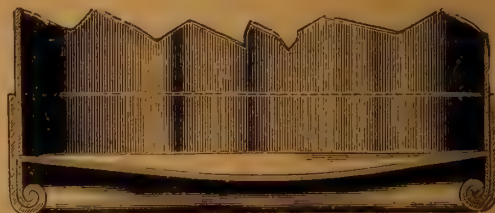
DAVIDSON'S

Patent Milk Can Bottoms.

Why you should buy

OUR

Milk Can Trimmings



*The above cut demonstrates more clearly than
words why everybody wants the*

DAVIDSON PATENT MILK CAN BOTTOMS.

BECAUSE

Our Patent BROAD HOOP bottom has all the advantages
of three piece bottom, but is practically one piece. The rim of Patent Bottom is turned in
over edge bottom proper, making smooth, uniform edge that will not tear floors of factories
or waggons.

Hoops are all made 14-gauge and joined LONG way, thereby avoiding any possibility
of splitting.

Sufficient space is left between bottom proper and rim to allow body of can to be in-
serted 1/4 of an inch, making permanent joint

Bottoms are thus sweated in with half the solder.

Bottoms are concave, draining to the centre, therefore are easier to wash out.

They will not corrode like those which drain to the side.

Top bands are "SHOULDERED" and have cut out at joint, making neater and cleaner
job in half time than with old style hoop.

All bands have retinned edges.

For durability, finish and economy in making up our Trimmings are unequalled.

PATENTED FEB. 9th, 1894

And has been growing in popularity ever since its introduction.



*All our Broad Hoop Milk Cans and Trimmings
are made with our*

PATENT BOTTOM.

THE THOS. DAVIDSON MFG. CO., Limited, MONTREAL.

Commercially Speaking
Legitimately Distributed
Langwell's Babbitt. Montreal.

CANADIAN

HARDWARE

AND METAL
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO, MARCH 3, 1900.

NO. 9



The name and trade mark appear on each box and bar, and besides this, the words "Manufactured in United States" and "Patented June 3, 1890" are stamped on the under side of each bar.

Magnolia Metal is still selling at the same price it has always sold at—no advance.

MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.
CHICAGO OFFICE—Fisher Building, 281

Dearborn Street.

CANADIAN OFFICE—524 Board of Trade Building, Montreal.

CLEVELAND OFFICE—15 South Water Street.

Owners and Sole Manufacturers,

266 and 267 West St., New York

Magnolia Metal

Best Anti-Friction Metal for all Machinery Bearings.

GENUINE MAGNOLIA METAL is made up in bars, of which this is a

FAC-SIMILE.



"Queen's Head" Galvanized Iron

CANADA'S FAVORITE ROOFING

JOHN LYSAGHT, LIMITED

BRISTOL, ENG.

MONTREAL

A. C. LESLIE & CO., Montreal, Canadian Sales Agents.

In One Minute

A minute is all it takes for the free circulation of hot water or steam in the Safford Patent Radiator—there is no waste of time or fuel. When you save time you save money, and, too, when you *save fuel* you save money. Double economy when you use the

Safford Radiators

For Hot Water and Steam Heating

Dealers who recommend the "Safford" will gain the good-will of their customers and that is worth having in business.

Without bolts, rods, or packing at a single pipe connection—absolutely unbreakable, because it has *screw-threaded nipple connections at the joints*.

SEND FOR ILLUSTRATED CATALOGUE.

—AGENCIES AT—

Montreal,	Quebec,	Winnipeg,
Vancouver,	London,	Glasgow,
Edinburgh,	Belfast,	Antwerp,
Berlin,	Christiana,	Auckland, N.Z.

The Dominion Radiator Company, Limited
Toronto, Ont.

HOSE

Write for Quotations.
We have a Large Consignment
and can give Exceptionally Low Prices.

COUPLINGS, WASHERS, NOZZLES,
HOSE REELS, Etc.

GARDEN
COTTON
HYDRANT
STEAM

HOSE

RICE LEWIS & SON
TORONTO.

... LIMITED

CORDAGE . .

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope	Tarred Hemp Rope	Lathyrn	Spunyarn
Sisal Rope	White Hemp Rope	Shingleyarn	Pulp Cord
Jute Rope	Bolt Rope	Bale Rope	Lobster Marlin
Russian Rope	Hide Rope	Lariat Rope	Paper Cord
Marline	Halyards	Hemp Packing	Cheese Cord
Houseline	Deep Sealine	Italian Packing	Hay Rope
Hambroline	Ratline	Jute Packing	Fish Cord
Clotheslines	Plow Lines	Drilling Cables and	Sand Lines

"FIRMUS" Transmission Rope from the finest quality Manila hemp obtainable.
Orders will not be accepted for second quality or "mixed" goods.

CONSUMERS CORDAGE COMPANY, Limited

Toronto Branch . 27 FRONT ST. WEST.

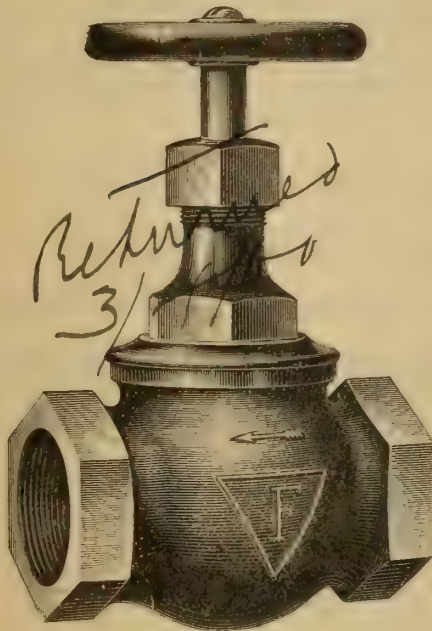
TEL. 94.

Wm. B. Stewart, Agent.

 Montreal, Que.

VALVES.

FAIRBANKS

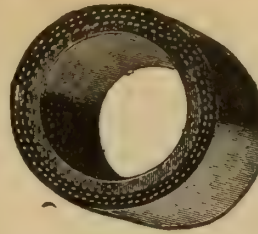


ASBESTOS DISK

WRITE FOR CATALOGUE.

The Fairbanks Co.

749 Craig Street, MONTREAL.



Hose made with Seamless Tube.
No seam to open.

A GARDEN HOSE TALK.

The public demand Garden Hose that will stand high pressures suddenly applied, and exposure to all weathers.

To satisfy these demands, strong duck well protected both inside and out is required.

Weights of duck differ with price of hose. The heavier the duck—all other things being equal—the stronger the hose. We aim to have our cheapest hose stand city pressure.

The inner tube of all qualities of our hose is made by our **PATENT SEAMLESS PROCESS**. With a seamless tube, drawn as is lead pipe, the entire inner circumference is equally strong. There is not a seam for the water to find its way through and thus reach the duck, and eventually cause a leak or leaks.

The cover of our Garden Hose is made to withstand the action of sun, wind, and water.

Our **PATENT SEAMLESS TUBE GARDEN HOSE** is strong and will withstand the action of water from within and weather from without, therefore it is reliable, and it will pay you to handle it. **No returns, No unpleasantness with customers.**



Hose with lapped or butted seam.
Liable to open where joined.

THE CANADIAN RUBBER CO.

MONTREAL. TORONTO. WINNIPEG.

"YANKEE" TOOLS

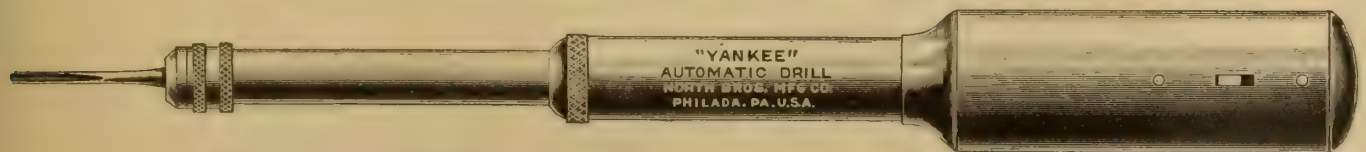
are sold by Leading Jobbers throughout the Dominion.



No. 10 RATCHET SCREW DRIVER, 2, 3, 4, 5, 6, 8, 10, 12 inch.



No. 30 SPIRAL-RATCHET SCREW DRIVER.



No 40 AUTOMATIC DRILL.

FREE

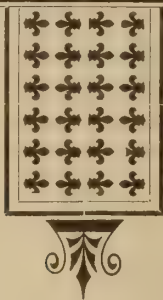
A handsome lithographed and embossed Sign in colors, on tin, to dealers handling these tools. Separate sign for each tool. Write at once which sign is wanted and it will be mailed post paid.

SEND FOR "YANKEE" TOOL BOOK.

North Bros. Mfg. Co.

Philadelphia, Pa., U.S.A.

THE SPRING TRADE



To secure thoroughly reliable goods send
your orders for

**Ready-Mixed House and Floor Paints,
Varnishes, Japans, Coach Colors,
White Lead, Colored Paints, Enamels,
Wood Stains, Wall Tints, Putty, etc.**

To **Henderson & Potts,**

NOVA SCOTIA PAINT AND
VARNISH WORKS,

HALIFAX, and 747 Craig St., MONTREAL.

Sole Agents for the
Dominion for

Brandram's Celebrated White Lead.

Galvanized Sheets

**"GORDON CROWN" and
"APOLLO."**

From stock or for import.

WRITE FOR PRICES.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

30 Front St. West TORONTO.

WOOD, VALLANCE & Co., Iron Merchants.



Importers of British
and Foreign

HARDWARE

HAMILTON, ONT.,
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Branch House: George D. Wood & Co., Winnipeg, Man.
Toronto Office: 88 York Street—H. T. Eager.



WOOD, VALLANCE & CO.,
HAMILTON, ONT.

GEO. D. WOOD & CO., Iron Merchants

Importers of British and Foreign

HARDWARE.

WINNIPEG, CANADA.

EDDY'S WRAPPING PAPERS

possess a peculiar toughness
adapting them for the HARD-
WARE TRADE.

The long fibre we make
them of is responsible for this.

SEND FOR A SAMPLE ORDER
PRINTED or UNPRINTED.

The E. B. EDDY CO., Limited

Hull, Montreal, Toronto, Quebec, Hamilton, Kingston, St. John,
Halifax, Winnipeg, Victoria, Vancouver, St. John's, Nfld.

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will be Carefully, Efficiently, and Promptly
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The Roberts Advertising Agency,
WINNIPEG, CANADA.

**THE OAKVILLE
BASKET CO.,**

Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE
BASKET CO.



Hardwood CHARCOAL in Bulk or Sacks.
WOOD ALCOHOL equalling Methylated Spirits as a solvent.

Manufactured only by...

THE STANDARD CHEMICAL CO., Limited

Factories { Fenelon Falls.
Deseronto.

Gooderham Building, **TORONTO**

75 YEARS.

ESTABLISHED 1825.

75 YEARS.

CELEBRATED

HEINISCH SHEARS.

Tailors' Shears,
Trimmers, Scissors,
Tinnern's Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 90 Chambers St.
NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA



Steel Frame Churn.

"MAXWELL FAVORITE CHURN"

PATENTED FEATURES: Improved Steel Stand,
Roller Bearings, and Foot and Hand Lever Drive.

LAWN MOWERS.

High and Low Wheels,
from 12-in. to 20-in.
widths. Cold Rolled
Steel Shafting, Cruci-
ble Steel Knives and Cutting Plate.

WHEELBARROWS.

In Four different sizes.

If your Wholesale House does not
offer you these articles

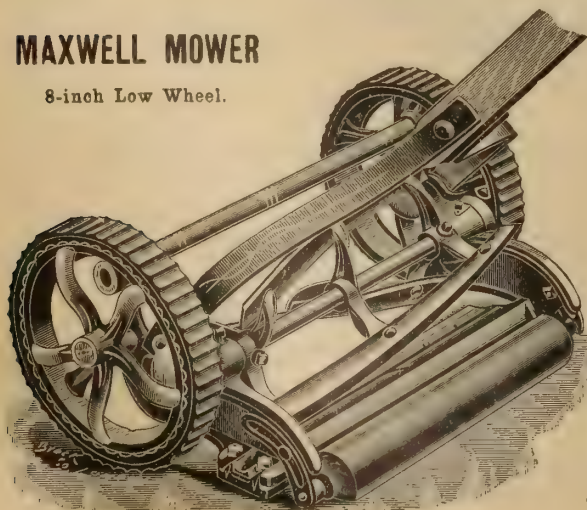
SEND DIRECT TO US.



Wood Frame Churn.

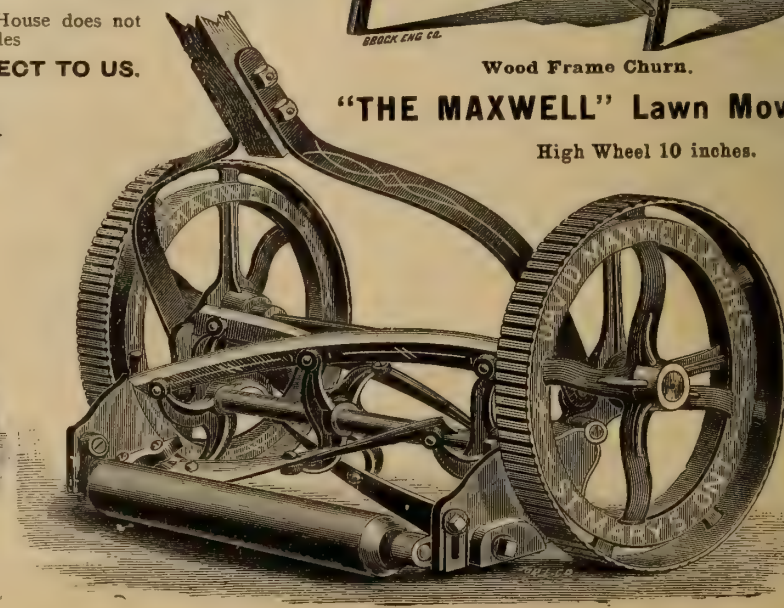
MAXWELL MOWER

8-inch Low Wheel.



"THE MAXWELL" Lawn Mower

High Wheel 10 inches.



McLaskill, Dougall & Co
Fine Varnish & Japan
Manufacturers
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Price Lists on application

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of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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Telephone Main 1255.

26 Front St. West, Toronto. Telephone 2148.



WE MANUFACTURE—

**Leader Churns,
 Leader Wringers,
 Leader Washers, and
 Leader Lawn Swings,**

but desire particularly to bring to your notice our latest style of churn, as above illustrated, embracing all desirable features found in other churns and many additional advantages. ALL LEADER CHURNS have INTERNAL BREAKERS, which experts say reduce length of operation almost one-half and improve results as to quality and yield. It pays to handle the best. Be fully informed regarding the merits of the Leader before stocking. Full particulars on application

THE DOWSWELL MANUFACTURING CO., Limited., HAMILTON.

Eastern Agents:

**W. L. HALDIMAND & SON,
 Montreal, Que.**

MANUFACTURERS

**Babbitt Metals . . .
 Tinnners' and Plumbers' Solder
 Ingot Brass, etc.**

IMPORTERS AND DEALERS

**Pig Tin, Pig Lead
 Ingot Copper . . .
 Antimony, etc.**

SYRACUSE SMELTING WORKS. Factories: MONTREAL, and SYRACUSE, N.Y.

To Help You

We are spending money liberally to advertise Church's Alabastine—for YOU. The more your customers know about it the quicker they'll want it and buy it—of YOU. And, too, we send you a larger amount of attractive advertising matter (some of it in colors) than you would ever expect to get for nothing.

Don't know what Alabastine is? You WILL shortly—so will your customers. It will pay you to be ready to supply the demand—WHEN FOLKS KNOW!

The only sanitary and absolutely permanent Water-Color Wall Coating known to science. Ready for use with cold water. Anyone can apply it. Won't rub off or scale. Hardens with age.

**Church's
 Alabastine.**

The Alabastine Co., Limited, Paris, Ont.

Trade in the North- } G. F. Stephens & Co., Winnipeg, Man.
 west supplied by } Vancouver Hardware Co., Vancouver, B.C.

Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works or from the principal Color Dealers in Canada.

The "DAISY" Barrel Churn

SPECIAL FEATURES FOR SEASON OF 1900.



Angle Steel Stand, with extra patented centre brace.
 Patented Double Levers or Bow.
 Wheels on the feet.
 Hardened and Polished Steel Ball-Bearings.
 Patent cover and drip tube.

SIZES—Nos. 0, 1, 2, 3, 4 and 5.

The Barrels are made of the best imported White Oak Staves, and will last many years.

Manufactured only by

**The WORTMAN & WARD
 MFG. CO., Limited**

Head Office:
LONDON, ONT.

Eastern Branch:
 60 McGill St.,
MONTREAL.

Dealers Doubled their Dollars

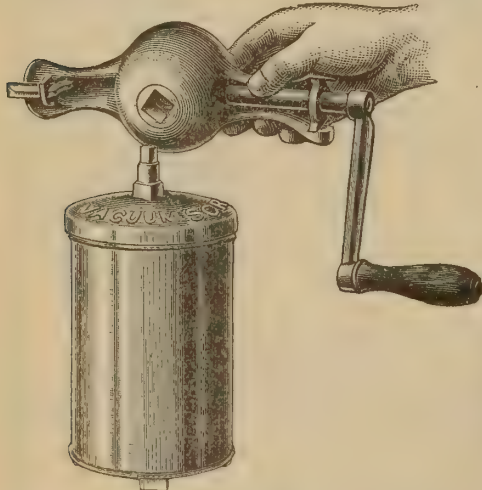
by adopting the proposition we made them last year. We approached them then with what we *thought* would win out. **This Year** we ask you to take advantage of what *has proved* itself a winner. We have letters from dealers saying it increased their freezer business last year 200 per cent. With the first order for 1 dozen Peerless Iceland Freezers we advertise them so as to send freezer customers to your store—they will buy other goods as well as freezers. Write us. The particulars will interest you.

Peerless Iceland Freezers

Sell Easily.

Ice Cream in 3 Minutes.

Satisfy Perfectly.



(We have a record of one minute and forty-five seconds, but above allowance is for inexperienced people).

No complicated machinery to get out of order.

Gearing enclosed both top and bottom.

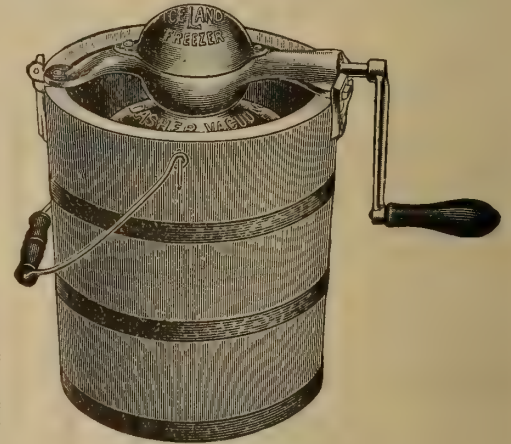
No cogs on can top to catch ice and salt.

Metal parts all coated with pure block tin.

The Freezing Freezer.

W. G. Putman had a big crowd all day yesterday, watching the man making ice cream in two and a half minutes. This was done with the Peerless Iceland Freezer, and the callers at the store were served with the cream during the day. The freezer is substantially built and is the best on the market. Just to show what it could do one batch of cream was frozen in one and three quarter minutes. It is absolutely salt water proof.—*Peoria Herald*.

all and one gus the was line bas on Ice as a had



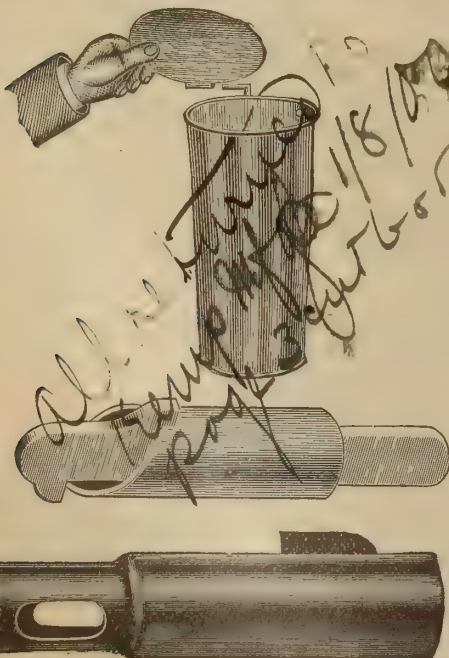
DANA & CO., Cincinnati, O., U. S. A.
Department "R."



The Peerless Ice Chipper

Made from one solid piece of steel heavily coated with tin. Chips ice properly and rapidly. Best tool made for the purpose. Saves time and ice.

SUGAR MAKERS' SUPPLIES.



SAP BUCKETS. Extra deep and straight. Three sizes. They possess many advantages over the ordinary flaring bucket, being small in diameter they do not catch the rain or snow, and as they are very deep, they hang perpendicularly and consequently will not overflow until full.

Covers supplied if required. They nest close for shipping or storing.

We can also supply the **ordinary flaring pattern**.

E. T. SAP SPOUTS. Made of Retinned Steel. Strong and durable. Only requires a $\frac{3}{8}$ -inch hole in tree. It does not cover the inside surface of the hole, consequently a larger amount of Sap is obtained.

MAPLE LEAF SAP SPOUTS. Made of Bronzed Steel. Requires a $\frac{1}{2}$ -inch hole in the tree. Has a shoulder which prevents it being driven in too far. The hole in tree is not exposed to wind and sun, consequently Sap will flow considerably longer.

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**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

**HOW HAVE PRICES AFFECTED
YOUR TRADE?**

DURING the recent convention of the Missouri Stove and Hardware Dealers' Association, a discussion took place as to the effect of high prices on trade.

One member declared that the high price of barbed wire and plain wire had curtailed his trade one-third, the farmers putting up rail, instead of wire, fences. The high prices had also kept back building operations. He confessed, however, that, while sales had been curtailed, the increased profits had more than made up for what had been lost in trade.

Another delegate was firm in the belief

that the high price of builders' hardware had prevented a great deal of improvement being done. He quite agreed that the additional profits had, to some extent, offset the loss of trade. "Yet," said he, "that does not come as much relief."

The effect of the high price of stoves was declared to have been to turn the attention of customers to the cheaper kind.

Still another delegate affirmed that the high prices had led to an increase in his business of \$500 a month. And the president of the association tendered corroborative evidence by stating that his firm had sold more goods in 1899 than ever before.

One pessimistically inclined member declared: "You will find a large part of the profits was due to the advance in goods on hand, but as a permanent matter it will make sales much smaller."

It will be noticed that opinions were pretty equally divided.

It would now be interesting to learn the opinions of retail hardwaremen in Canada in regard to the effect of high prices on trade in this country.

[Will you give us yours, either over your own name or a nom de plume?—ED.]

THE PRICE OF BOILER TUBES.

A great deal of difficulty is being experienced by jobbers in keeping stocks of boiler tubes in shape to supply the demand. Quotations are, in consequence, rather uncertain, being subject to the condition of stocks.

At the moment the ruling prices in Toronto are as follows: 1½-inch, 13 to 14c.; 2-inch, 15 to 16c.; 2½-inch, 18 to 19c.; 3-inch, 19 to 20c.

OTTAWA PLUMBING REGULATIONS.

OTTAWA has at last decided to adopt a standard system of regulations governing all plumbing work done in the city.

There are, in Ottawa, several first-class plumbing firms, but, because of the absence of proper regulations, there has been practically no restraint upon the work of inefficient plumbers. Consequently, a great deal of defective work has been done.

The local association of master plumbers, backed by the influence of the National Association, has been long contending for proper regulations and for the appointment of a plumbing inspector. Now the regulations are in sight, and when these are finally drafted, a plumbing inspector is to be appointed.

The city council recently appointed a board of plumbing examiners to carry out a plumbing by-law which was passed three years ago, but which has been in abeyance ever since. Under the provisions of this by-law all master plumbers will be compelled to take out an annual license, paying \$2 for the same, and, before securing a license, applicants will have to pass an examination before a board of examiners.

There is scarcely anyone more interested in good plumbing, and that means sanitary plumbing, than is the qualified master plumber, and the latter must be gratified at the turn affairs have taken at Ottawa.

RANGE BOILERS UNSETTLED.

Although a good trade is being done in range boilers a great deal of cutting is being done in prices, resulting in a lowering of quotations by \$1.25 per boiler.

Thirty gallon boilers, which before were quoted at \$8, are now quoted at \$6.75 and so on down the list.

INCONSISTENCY AMONG BUSINESS MEN.

INCONSISTENCY is not confined to politicians. It crops up occasionally in business circles.

Business men will meet in associations, guilds and boards of trade, and devise ways and means of remedying trade evils and improving business methods, and then a member here and there will return to his place of business and puzzle his brain to injure the member who, perhaps, sat at his elbow at the particular trade organization to which he belongs.

This is no suppositious situation. It is a fact, and **HARDWARE AND METAL** could adduce proofs if it were necessary.

There is nothing unusual about competition. On the contrary, it is moral, for in its essence it conduces to better and brighter business methods. Business begins to rust and decay if it has no competition. It must be pushed to be kept in good condition.

But competition can be made, in the hands of unprincipled men, to breed evil just as a hen can be made to hatch ducks. And competition is working evil when one merchant, by underhand and deceitful methods tries either to deprive a competitor of a customer or of the right to buy a certain line of goods because it is both salable and profitable.

Yet a merchant here and there is doing this very thing. Perhaps it would not be out of place to cite one instance by way of illustration.

The representative of a foreign house not long since waited upon a certain firm. The line of goods was considered desirable, and an order was given. Then the member of the firm who placed the order suggested that his house be given the exclusive right to handle the goods in question. He was told that this could not be done, as another firm in the same city had been for some time buying the goods, and at that very moment had them in stock. But the merchant still persisted in urging that he be given the exclusive right to sell the goods. Not being satisfied with the negative answer of the representative, he then wrote his principals, tried to belittle the other house and inflate the importance of his own. But even that did not succeed.

One thing, however, it did succeed in

doing, and that was, expose the trickery of the offending firm, for a copy of the letter was sent by the foreign house in question to the firm which it was the desire of the party of the first part to deprive of the right to handle the line of goods in question.

And yet, the members of the two firms sit at the same table in a certain trade organization, which has for its object the mutual benefit of its members.

You embrace me at the meeting, but you stab on the street.

LINSEED OIL 5c. HIGHER.

THERE have been two sharp advances in linseed oil within the last seven or eight days.

The first advance was 2c., and took place just after we went to press last week. The second was 3c. per gal., and went into effect on Wednesday, making the total appreciation in values 5c. per gal.

The cause of the advance is the scarcity of seed and the non-arrival of a cargo from South America. Linseed oil made in Canada is nearly altogether produced from domestic seed.

The prices as now fixed for linseed oil are for March and April delivery. For May and June delivery lower figures are almost certain to rule, on account of the opening of navigation.

THE NEW COMMODITY RATES.

The new commodity freight rates referred to last week went into effect on March 1, and quite a number of shipments are going forward this week in consequence.

The effect of these reduced rates will, it is expected, be beneficially reflected in business.

HEMP IS DECLINING.

The outlook in regard to cordage, according to the best authorities, is rather unsettled, owing to the situation of the hemp market.

This is due to advices from Manila stating that receipts of hemp had been increasing heavily lately, over 46,000 bales being received in one week recently.

As a consequence, hemp futures have taken a rather abrupt decline at London lately.

Last week, business for February and

March steamer shipment was cabled at £45 c.i.f. London. Since then offers of March and May shipment have been made at £37 10s. c.i.f. London, a decline of £7 10s.

Employes who work much for themselves and little for their employers never make much permanent headway.

CAUSES OF FAILURES IN 1899.

WE have received from Mr. T. C. Irving, the Canadian manager for Bradstreet's, an instructive statement of the number and causes of failures in Canada and Newfoundland during the past four years. This covers an interesting period. From 1896 to 1899 the commerce of Canada has been steadily improving, until now—1900—it has reached what may fairly be called high water mark.

Briefly summarized, Bradstreet's review of the situation amounts to this: the number of failures have been:

1896.	1897.	1898.	1899.
2,204	1,925	1,470	1,306

In the same time the liabilities have dropped from \$16,000,000 to \$11,000,000.

The causes of failure in 1899 are in the following "order of merit": 1. Lack of capital; 2. Incompetence; 3. Specific conditions; 4. Fraud; 5. Inexperience; 6. Neglect; 7. Competition; 8. Unwise credits; 9. Extravagance, failures of others and speculation.

There is food for reflection here. It seems that 74 per cent. of the failures are caused by lack of capital. It is a great mistake for our young men to go into business for themselves without the necessary supply of money. The chances are dead against them. If they fail they call it "overcompetition." In point of fact, they never had a fair chance from the first. Conditions were against them. A young man who has saved \$300 or \$400, is well thought of by the people who sell to his employer, possesses energy, health and the polite manner which brings trade, often thinks of setting up for himself. He should not be in too much of a hurry to embark on his own hook. Let him go on saving. If he does not like this advice, let him consider the above figures—three-quarters of the failures in Canada during 1899 caused by insufficient capital.

A MERCHANT'S SAD EXPERIENCE.

FOUNDED ON FACT.

BLANK SMITH & SON were general merchants in the village of C—— in September, 1898. The father had started the business 34 years previous, and, though it had never assumed proportions which could be styled great, it brought him an income which had been sufficient to give his three sons and two daughters good educations.

The two eldest boys had secured medical degrees, and were practising in distant towns. One daughter was married, the other, Anne, became housekeeper, her mother having died seven years before. Alex., the youngest son, had been taken into partnership, when he became of age, two years after the death of his mother.

One dark, rainy morning, early in October, 1898, Alex. received a letter from an old schoolmate, who told him of the rapid development of the district round the town of B——, where he had been living for some years. His letter concluded with a reference to the incurable illness of a merchant who was trying to sell out.

"I'm tired of this old place. I believe we would do twice the business we do here if we moved to B——," said Alex. to his father, when he showed him the letter.

The old man shook his head. Old associations had warmed his heart to the village. "It would be a hard fight to start over again," he replied, after some thought.

"But I am young, as you were when you started here. You could take things easier."

"We know our customers here, and they know us."

"Yes! the same ones year in and year out; we won't get a dozen new ones in the next year. There we can look for something."

The matter was discussed at length, and when Alex. went home to dinner he showed the letter to Anne, and told her the conversation. She was all enthusiasm to make the move he proposed. When later her father came in he found her full of the thought.

"Yes, father," she said to him, "while I am sorry to leave this place, for several reasons, I would far sooner live in a livelier place."

When the store was closed for the night, and the two partners, father and son, started home, the practical side of the matter was looked at. Here the son felt sure of his ground.

"In a growing place like B——," said

he, "we are bound to get our share of trade, and, as the place grows, the business will grow."

"But we know nothing of the competition there," returned the father.

"We know our business; we have enough capital to get a good start; why should we fear competition?"

"Truly, we would have no reason to fear competition here. But when we would start to compete with firms who have greater capital, who know the customers, and who are keen business men, we might find much greater difficulty. A bird in the hand is worth two in the bush."

The discussion continued all the way home, and lasted late into the night, and, in fact, for fully two weeks. By this time the young people's minds were set in the purpose. A letter had been sent to the merchant for particulars, which had been answered by his executors, he having died soon after Alex. had received the first letter. They stated that the stock was for sale by tender, and could be inspected at any time.

With much misgiving, as well as with sorrow at the thought of the breaking of old ties, the father at last consented to go to B—— if the stock could be bought at a reasonable figure.

When an examination was made the stock was thought satisfactory, and was soon purchased, and, by the middle of November, the firm name, Blank Smith & Son, was taken from the front of the store in C—— and put up in front of that in B——.

The business was opened energetically. A two-column "ad." in the local papers told of the advent of the new firm, which was offering many specials. The other merchants were not to be outdone, however. As the Christmas season was approaching their advertising space was enlarged, and the number of special bargains offered was increased. They did, too, a cash trade, and so were able to sell all goods at close figures.

The volume of business done by the new firm during the Christmas season was larger than they had ever done in C——. To this the son pointed to with confidence and pride. The old man merely shook his head.

Winter passed, summer passed, and winter came again. There was no doubt that the volume of trade was larger than it had been in the old home. But the father's face did not bear evidence of the placid

contentment that was its wont. The son, too, showed evidence of worry at frequent intervals, though he never permitted his sister to get an inkling of the truth that the firm was not making money—that the expenses were so much heavier and the margin of profit so close that the increased volume of trade did not compensate for the difference.

But such truth will out. Early this month, two creditors pressed so firmly for their money than an assignment was made. The creditors meet next week.

Truly, it is well to look before one leaps, and to look closely when the leap is long.

WINDOW GLASS DEARER.

THE European glass market continues to stiffen. The industrial activity in Belgium and England, the two glass-exporting countries, has enhanced the price of coal and the wages of workmen, and so has increased the cost of production. The industrial activity in consuming countries has so enlarged the demand that the glass producers are able to not only cover the increase in the cost of production, but also to market their goods at better margins. The increase in the charge European houses are making this year over that of last approximates close to 20 per cent.

For some time, in face of the steady advance in Europe, the Canadian price of window glass has remained stationary.

This week witnesses a general change. Star glass has advanced about 5 to 7 per cent. throughout, as will be seen from the following table:

Size.	United inches.	Per 50 ft.	Star. Per 100 ft.
Under 26	\$2 20	\$4 20
26 to 40	2 40	4 60
41 to 50		5 00
51 to 60		5 25
61 to 70		5 60
71 to 80		6 00
81 to 85		6 85
86 to 90		7 65

The price of double diamond has been definitely settled. While all small sizes are bound to bear an advance, it is likely that several of the large sizes will be reduced, as there is a growing opinion that the price now charged for them is above what it should be.

KNIVES AND FORKS IN THE ROUGH WANTED.

A subscriber wants to get the names of manufacturers, in Great Britain and the United States, of table knives and forks in the rough.

Can any of our readers or exchanges supply the desired information?

Civility is as capital to a man; incivility gives it wings.

EMPLOYERS SHOULD KNOW HOW CLERKS SPEND THEIR EVENINGS.

BY RICHARD MALCOLM STRONG.

"HELLO, Courtwright, sit down by me here and give an account of yourself. Business picking up with you as it is with everybody else? Seems a little more like living, doesn't it, to have the sales promising expenses once more?"

Chance had thrown the two merchants together on their ride down town.

"Yes, that's comforting, but I'm having my life bothered out of me with this everlasting question of clerks. The whole pack of them are nuisances. They quarrel and fight among themselves like so many cats and dogs, but the minute one of them clashes with the office they hang together like swarming bees, and you can't touch one of 'em without the whole swarm's settling down on you and stinging you to death. I don't hear of you having any such rumpuses with your clerks—how do you manage it?"

"I don't manage. It seems to take care of itself. Brinsmade seems to know how—that's how I happen to have him. We had some trouble for a while. When we put the matter into Brinsmade's hands, I said to him that I had two ideas that I thought lay at the bottom of the whole thing, and he might take his own way of carrying them out: I wouldn't have any clerks in the house who were not first-class salespeople, to begin with, and, after that, I wanted him to keep track of them closely enough to know how they spent their spare time after closing-up time. The women are better than the men, but it's a trying time for everybody in the office and out of it between supper time and midnight, and I told Brinsmade that if he couldn't manage that part of the day with the clerks under him, I hadn't any use for him. As I said, he knows how, and that's all there is to it."

"You don't pretend to tell me that you keep tab on that army of clerks so that you know where every one of 'em is, night and day?"

"Brinsmade does, or we wouldn't have him."

"That knocks me. It looks plausible enough after you get the thing started, but I should think there would be no end of kicking. I've a case on hand that worries me a good deal. The fellow is the son of an old schoolmate of mine, and he has come out here to build up his health a little and see something of the country. For a time things went on all right, but lately he seems to be developing more of the Old Harry than anybody would give him credit for, I

hate to send him home, but I can't have him in the store if he doesn't brace up. I'm feeling under great obligations to his father in a good many ways, and what in thunder to do with the boy, I don't know."

"How long has he been with you?"

"Six months, I should guess."

"Where does he live?"

"How should I know?"

"What's the trouble with him?"

"Oh, I guess it's just that sort of general loosening up which always comes to a boy when he gets away from the puritan training. The pendulum has to swing back, and when the hand of home lets go the law of gravity takes it at the first swing and sends it to a point equally distant on the other side of the centre."

"Has the young fellow reached that point yet?"

"I don't think he has; if he had I'd drop him."

"Then, why don't you stop him before he goes any farther, if he's worth stopping? Is he?"

"Why, yes. The fellow has good blood in him; but I don't feel as if I want to be responsible for every man, woman and child in the establishment."

"You may not want to be, but, as I look at it, the success of the business depends upon it, to say nothing about the moral obligation."

"Well now, what would you do if the clerk were in your employ to-day?"

"I've an idea I should take him home to dinner to start with. I believe I should find some good excuse for not having done it before, and let him infer that I'd liked him all along. There must be any number of things about the fellow's family that you are interested to know, and when you get him down into your den after dinner testing your best cigars you can find out where he's living and what he's doing with his spare time. I guess you don't even know what church he goes to, and I guess you haven't made any effort to see whether he's got into the social life that would find favor with the folks at home. If his father and you were schoolmates, from the way you speak of him I should judge your social positions are about the same. In that case, it wouldn't be a bad idea to engineer his way among the people of your own set. All he wants or needs is a start, and you are to blame if you haven't given it to him already. What kind of a looking chap is he?"

"Handsome as a picture. Dresses well

and talks well. I wouldn't be ashamed of him anywhere. He's all well enough; but I don't like the idea of playing old hen to a brood of young roosters just beginning to crow. Good morning."

For all that, when John Rogers left the car and entered the store, he found it convenient to go past the counter where young Kaiser was at work. The face was too pale and the eyes too dull to tell a pleasing story, and, in spite of himself, he could not help feeling that somehow he was responsible for both. His "Good morning, Carl," was full of hearty cheer; but the boy's evident surprise at being spoken to did not give comfort to his employer. If his boy had gone into Jerry Kaiser's store as Carl had come into his, and Jerry had shown as little interest as he had shown towards Carl, would he, John Rogers, be satisfied? Would he, now, would he? was the question that kept sounding in his ears whatever he tried to do, until he wished Kaiser and Courtwright, with his paragon, Brinsmade, had never been heard of.

Behind it all Courtwright's "responsible" idea troubled him. If it was practicable in one instance it could be made so in another, and as a mere matter of business it would pay to carry it through. Then an idea struck him—why couldn't Kaiser be made into a Brinsmade? He didn't believe the young fellow could be at heart bad. He knew of his ancestors for four generations; there wasn't a scamp among them, and if Carl had gone to the dogs since he had been out here, why he, John Rogers, was to blame for it.

He pushed the pile of unopened letters from him and went into the store. He went straight to Carl Kaiser's counter.

"When did you hear from home, Carl?"

"Yesterday."

"How are they all?"

"Very well, sir, thank you."

"Read the letter over once or twice and go home to dinner with me this evening—I want to hear about them. Can you do it?"

"Yes, sir; I have no engagement for this evening."

"I am glad of it. The team comes

WIRE NAILS TACKS WIRE

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down at 5.30 o'clock, and I'll tell Kinney to let you off."

"Thank you."

A few minutes later, the phone announced to Mrs. Rogers that she was to have a fine dinner and be in her best bib and tucker to entertain the son of an old schoolmate of his from his old home in the East, young Kaiser. There was a possibility of his taking a responsible place in the store, and she was to help find out if the young man was all right. She'd better look the paper over and see what was going on at the opera house; if there was a good play, get some tickets and they'd all go.

When John Rogers called for his clerk, at 5.30 o'clock, he hardly knew him. "Costly thy habit as thy purse can buy" was the rule young Kaiser had strictly and conscientiously followed. Heaven had taught him how to wear his clothes after he had bought them, and the employer was altogether pleased with his dinner guest. The dinner was a success, and the young lady whom Mrs. Rogers had invited as an offset to the old-folks element, otherwise predominating, added to the pleasure of the occasion.

After dinner the programme laid down for the den was faithfully carried out. The best cigars were made the most of, and before they were finished enough of Kaiser's night-life had been laid bare to show that he hadn't been a bad fellow after all. He liked good cigars and he liked the theatre. The only objection to the last was that it kept one awake too much. It made him hollow-eyed and good for nothing the next day, but what could a fellow do between supper and bedtime in a city like that—unless he got into something worse?—and that he told his mother he wouldn't do, and he hadn't broken his promise yet.

He rose to go; but Rogers wouldn't listen to such a thing. "Sit down—he wanted to tell him something." Then came the condition of things at Courtwright & Graham's and what Brinsmade was doing for the firm. There wasn't any reason why Rogers & Rice couldn't do the same. How would it do for him, Kaiser, to tackle that problem and solve it for them?

He did. It is solved to-day; and there isn't a more prosperous firm in the West than Rogers & Rice. There isn't a house anywhere freer from "kicks" on the part of its employes, and none where the firm are more thoroughly liked by them; and those same employes are not backward in saying that the good times began when Carl Kaiser was promoted to his present position. Carl Kaiser himself says that all he had to do was to employ only first-class clerks, to begin with, and give them to understand that the house did really care whether they

ON THE QUALITY

of the paint you sell depends directly the quantity of your paint trade. The better the paint the larger your trade.

Good paint is self-advertising.

Poor paint is self-destroying.

The reason **THE SHERWIN-WILLIAMS PAINT** keeps on increasing in sales and popularity is because it gives satisfaction and is its own best advertisement. It gives satisfaction because in every respect it is of the very best quality.

Satisfaction depends ultimately upon quality alone. If a paint spreads well, wears well, and looks well, as long as it lasts it satisfies. The price of the paint by the gallon is forgotten in the face of such a test.

Quality, not price, regulates your customer's satisfaction and measures the size of your trade.

S.-W. P. is as cheap as it can be made without reducing its quality and lessening the satisfaction it gives the consumer.



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MONTREAL. KANSAS CITY.

lived or died, and would hold them responsible for what they did between suppertime and bedtime.—Michigan Tradesman.

PRIZES FOR BICYCLE COUPON HOLDERS.

Washington's Birthday has long been a favorite time amongst cycle dealers for an opening. A time when new wheels are shown the rider and their various good points exploited. This year was no exception and the dealers report a good attendance and predict a good season, owing to the enthusiasm shown by their visitors.

S. B. Davega, one of New York's best-known retailers, with stores at 32 East 14th street, and 802 Third avenue, kept open house all day at his 14th-street store and entertained the visitors with an orchestra, which enlivened the proceedings with popular music. Added interest was caused by the awarding of prizes, coupons for which were given out at the Cycle Show at Madison Square Garden last month. The drawing resulted as follows: First prize, Iver Johnson high-grade \$50, cushion frame bicycle was drawn by H. C. Manheim, of 254 Cumberland street, Brooklyn, New York, who held ticket No. 6923. The second prize, an Iver Johnson, high-grade \$35 bicycle was allotted to Sarah Wood, of 116 West Jersey street, Elizabeth, New Jersey,

who held ticket No. 19602. The third prize, a graphophone, was awarded to G. Hackett, of 420 West 146th street, New York City, whose ticket was No. 11633.

In addition to the three principal prizes, 25 bicycle lamps were awarded to lucky coupon holders.

LAURIE'S NEW SALES MANAGER.

Mr. Alfred Rubbra, a very able and popular machinery man, very well known in Toronto as a reliable authority on all matters pertaining to general machinery of all kinds, and who for years has held responsible positions as manager of the largest machinery houses in Toronto, has accepted a position with The Laurie Engine Co., of Montreal, as manager of their sales department and supplies depot, 321 St. James street, that city.

Mr. Rubbra will find a big field before him in Montreal and its tributary territory, and, with his wide knowledge of matters mechanical generally, and his untiring energy, coupled with his strong personality, **HARDWARE AND METAL** predicts for him, in his new quarters, a full measure of success, and it is confident that the power-users of Montreal and vicinity will soon realize in Mr. Rubbra a capable man, prepared to take care of a share of their requirements in a capable and satisfactory manner.

DEARER CYCLES IN ENGLAND.

Serious is the situation in the cycle trade that a meeting of the Coventry cycle manufacturers has been held to consider the advisability of united action. For everything the makers use they are paying higher prices, and for everything they sell they get less money, than they did a year ago. The latter fact is the natural outcome of the course followed during the fat years of the trade, and now that the lean years have come, the Pharaohs are in dire straits without a Joseph from whose granaries they can draw. That the coming season will be a dead one so far as the "class" trade is concerned is no longer denied. A correspondent, writing within the last few days, informs us that one agent in a fashionable South Coast resort has not seen a customer since November. It is quite possible that there is no exaggeration in this statement, and we believe that many retailers could relate similar experiences. And what of the outlook? It is bad, indeed! But the gloomy prospect need not keep back the projected increase in prices. Even if all cycles were raised in price by 20s. each, that fact would not deter a hundred purchasers in the entire country who had made up their minds to buy cycles from investing in mounts. But an extra sovereign per cycle, we take it, would suffice to make a dividend for the cycle company shareholders a possibility. It is becoming more and more apparent every day that the public no longer pay long prices for a transfer. People have learned that excellence and cheapness may be united, and the manufacturers who confine themselves to "high-grade" machines will, unless they begin to cater for the popular trade, be in a sorry plight by the close of the present season.—Ironmonger.

CAN QUOTE LOW PRICES ON MACHINERY.

The American Machinery and Trading Co. have established a main office in the Bowling Green building, New York City, with branch offices in the largest cities in the United States, also in all foreign countries with a large corps of traveling salesmen and correspondents, buyers of machinery, hardware, etc., throughout the world.

They solicit exclusive agencies and special prices from manufacturers of all kinds of machinery, with a view to handling the same to the best advantage on account of the unequal facilities that they have for placing orders.

Mill owners, contractors and purchasing agents of power and electric light plants, and anyone requiring machinery of any character whatever, are requested to cor-

respond with this company on account of the trade arrangements by which they are in a position to quote the lowest market prices on the highest grade of machinery manufactured.

James P. Excell, locksmith, etc., Brantford, Ont., is dead.

WHO MAKES METAL WAGON WHEELS?

A subscriber writes: "Can you give me the address of a manufacturer of all-metal wagon wheels?"

[Remark: Can any of our readers supply the desired information?—EDITOR]

IVER JOHNSON

BICYCLES
AND
FIRE-ARMS.

The kind that people want and
that dealers ought to sell.

Honest Goods
at
Honest Prices.

WRITE FOR PRICES, DISCOUNTS, ETC.

Iver Johnson Arms & Cycle Works

BRANCHES:—

NEW YORK—99 Chambers St.
BOSTON—408 Washington St.
WORCESTER—304 Main St.

FITCHBURG,
MASS.

Gilbertson's Galvanized Sheets

PATENT

COMET
BRAND

FLATTENED

are suitable for all kinds of Galvanized work demanding uniform quality; being made of superior Siemens Steel, they will double seam either way of grain, are smooth, soft, and well galvanized, every sheet being carefully selected; weight and count of sheets per case fully equal to the best known brands imported, and cost less.

GILBERTSON'S are the only galvanizers who not only roll all their Steel Sheets, but manufacture all their own Steel in their own Steel Works, thus enabling them to put a soft and regular quality of steel into their sheets, which is impossible for galvanizers who buy their steel in the open market.

GILBERTSON'S CORRUGATED GALVANIZED SHEETS—all sizes.

"GILBERTSON'S" SIEMENS-MARTIN TINPLATES

are soft, extra well coated, noted for deep stamping qualities, and for canners of fruits, meats, and fish have no equals. Cost no more than brands not nearly as well coated, or of equal quality.

BRANDS: "Gilbertson's," "Parsons," "Pontardawe,"
"Lincoln," "Comet," "Regina," "Gwyned."

GILBERTSON'S TERNEPLATES, "Regina" brand.

IMITATION RUSSIA SHEETS—will not crack or scale. Pickled, cold rolled and close annealed.

SIEMENS-MARTIN STEEL SHEETS, close annealed, close annealed and cold rolled (flat and free from buckles), also pickled.

BLACK CEILING PLATES, "Comet" brand. Pickled, cold rolled and close annealed.

BLACK TAGGER PLATES. Pickled and close annealed.

Supplies carried by all wholesale jobbers. In ordering please mention brands.

ALEXANDER GIBB

Agent _____

22 St. John Street, MONTREAL.

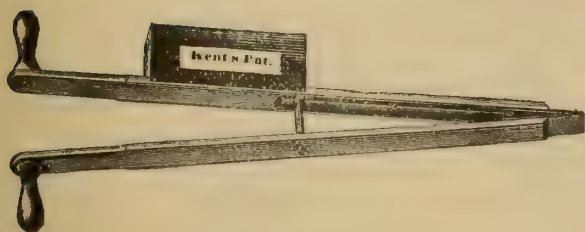
H. S. HOWLAND, SONS & CO.

WHOLESALE
ONLY.

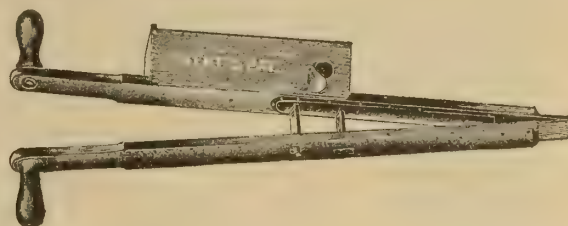
37-39 Front Street West, **Toronto.**

ONLY
WHOLESALE.

CORN PLANTERS

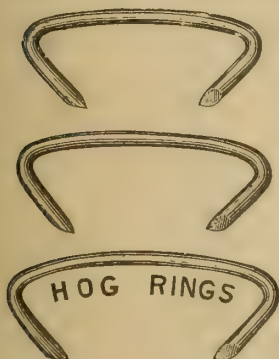


"Triumph,"



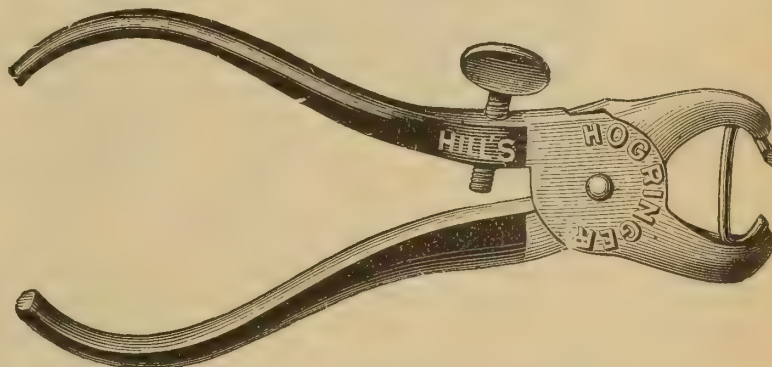
"Triumph" with Pumpkin Seed Attachment.
"Triumph" always gives satisfaction.

HOG RINGS



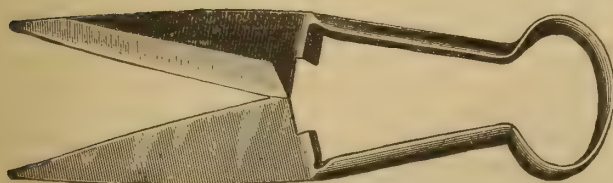
Nos. 1. 2, 3.

HOG RINGERS

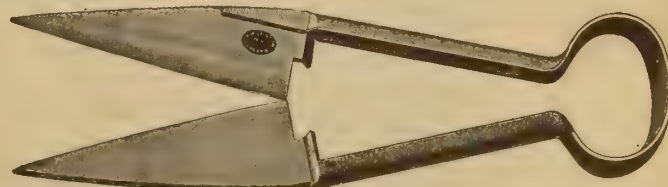


Cast and Malleable.

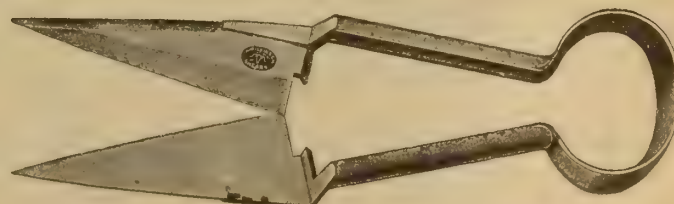
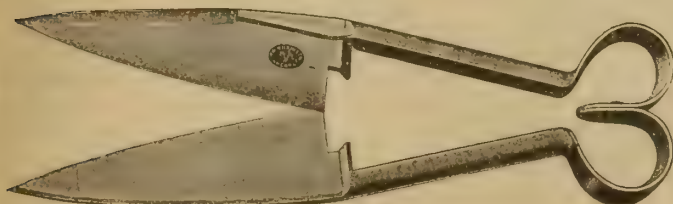
SHEEP SHEARS



Boker's.



Burdon & Wilkinson.



Write for prices. No better values on the market. Our prices are right.

H. S. HOWLAND, SONS & CO., Toronto.

WE APPRECIATE
LETTER ORDERS.

Graham Wire and Cut Nails are the Best.

WE SHIP
PROMPTLY.

THE FRICK-CARNEGIE TROUBLE.

THE full text of the bill in equity filed by Henry C. Frick against Andrew Carnegie gives a vast amount of detailed information about the old and new partnerships. In this connection the following table, showing the amounts of stock held by the various partners in the \$5,000,000 company of 1881, and also in the \$25,000,000 company of 1892, printed in a recent issue of The New York Journal of Commerce, may be of interest. The actual figures, in some cases, show some odd cents, which, for the sake of space, we omitted here :

Name.	Original.	Capital increase.	Total.
A. Carnegie....	\$2,766,666	\$11,066,666	\$13,833,333
H. Phipps, jr....	550,000	2,200,000	2,750,000
H. C. Frick....	550,000	2,200,000	2,750,000
George Lauder...	200,000	800,000	1,000,000
W. H. Singer...	100,000	400,000	500,000
H. M. Curry....	100,000	400,000	500,000
H. W. Borntrager	100,000	400,000	500,000
J. A. Leishman...	100,000	400,000	500,000
W. L. Abbot....	50,000	200,000	250,000
Otis H. Childs...	50,000	200,000	250,000
J. W. Vandervort	40,000	160,000	200,000
C. L. Strobel...	33,333	133,333	166,666
F. T. F. Lovejoy	33,333	133,333	166,666
P. R. Dillon....	25,000	100,000	125,000
W. W. Blackburn	16,666	66,666	83,333
W. P. Palmer...	16,666	66,666	83,333
L. C. Phipps....	16,666	66,666	83,333
A. R. Peacock...	16,666	66,666	83,333
J. O. Hoffman...	16,666	66,666	83,333
J. C. Fleming...	16,666	66,666	83,333
J. H. Simpson...	12,500	50,000	62,500
H. P. Bope....	5,555	22,222	27,777
F. T. F. Lovejoy, tr	183,611	734,444	918,055
Total.....	\$5,000,000	\$20,000,000	\$25,000,000

The list of shareholders on December 30, 1899, with the percentage held by each is given as follows :

Name—	Per-centage.
A. Carnegie.....	58½
H. Phipps, jr.	11
H. C. Frick.....	6
George Lauder	4
C. M. Schwab	3
H. M. Curry.....	2
W. H. Singer.....	2
L. C. Phipps	2
A. R. Peacock.....	2
F. T. F. Lovejoy	2-3
Thos. Morrison	2-3
Geo. H. Wightman	2-3
D. M. Clemson	2-3
James Gayley.....	11-18
A. M. Moreland.....	11-18
Chas. L. Taylor.....	½
A. R. Whitney.....	½
W. W. Blackburn.....	1-3
Jno. C. Fleming.....	1-3
J. O. Hoffman.....	1-3
M. Hunsiker.....	1-3
Geo. E. McCague.....	1-3
James Scott.....	1-3
H. P. Bope.....	1-9
W. E. Corey.....	1-3
J. E. Schwab.....	1-3
L. T. Brown.....	2-9
D. G. Kerr.....	1-9
H. J. Lindsay.....	1-9
E. F. Wood.....	1-9
H. E. Tener, jr.....	1-9
George Megrew.....	1-9
G. D. Packer.....	1-9
W. B. Dickson.....	1-9
A. C. Case.....	1-9
John McLeod.....	1-9
C. W. Baker.....	1-9
Undivided, F. T. F. Lovejoy, trustee.....	½
	\$25,000,000— 100

Changes since December 30, 1899 :

H. P. Bope	Bought	1-9
P. T. Berg.....	Bought	1-18
A. C. Dinkey	Bought	1-18
James Gayley	Bought	1-18
A. R. Hunt.....	Bought	1-18
Charles McCreery	Bought	1-18

Total..... 7-18

Held by F. T. F. Lovejoy, trustee, December 30, 1899, ½ per cent.; held by F. T. F. Lovejoy, trustee, January 1, 1900, 1 9 per cent.

The properties of the new company are given as follows :

The steel works and blast furnaces, known as The Edgar Thomson Steel Works, in Braddock township, Allegheny county, State of Pennsylvania.

The Homestead Steel Works, in Mifflin township, Allegheny county, State of Pennsylvania.

The Duquesne Steel Works, formerly known as the Allegheny Bessemer Steel Works, in the borough of Duquesne, county of Allegheny, State of Pennsylvania.

The Upper Union Mills, formerly known as the Union Iron Mills ; the Lower Union Mills, formerly known as Wilson, Walker & Co.'s Mills ; The Lucy Furnaces, and the Keystone Bridge Works, in the city of Pittsburg, county of Allegheny, State of Pennsylvania.

The Beaver Falls Mills, formerly known as the Hartman Steel Works, at Beaver Falls, in Beaver county, State of Pennsylvania.

The Scotia Ore Mines, in Patton township, Center county, State of Pennsylvania.

The Larimer Coke Works, in North Huntingdon township, Westmorland county, State of Pennsylvania.

The Youghiogheny Coke Works, in Elizabeth township, Allegheny county, State of Pennsylvania.

WANT A TURNOVER TAX.

A deputation from the Toronto Retail Merchants' Association, headed by President W. B. Rogers, waited on the property committee of the Toronto Council, asking that the council should support the association in a Bill to be introduced into the Ontario Legislature to amend the assessment tax, giving municipalities power to levy taxes on mercantile firms doing over \$50,000 business per year in proportion to their turnover.

The intention of this amendment to the Assessment Act is to make the departmental stores pay a larger proportion of taxes than they now pay.

HIS BUSINESS IS GROWING.

In the five years since James F. Kerr began business as hardware dealer in Sherbrooke, Que., his trade has steadily extended, until now his premises are not sufficiently large. He intends, therefore, to

move into larger premises about May 1 next. The new store, which is in the Whiting block, Sherbrooke, will be 100 feet deep by 25 feet wide, and includes an equally large basement.

As success is not gained without effort, Mr. Kerr must be putting into his business the right kind of energy and ability.

TORONTO CITY TRAVELERS MEET.

At the regular meeting of the Toronto City Travelers' Association, held on Friday evening, February 23, there was a good attendance, as several interesting discussions were expected.

M. A. Muldrew opened a discussion in favor of making a grant to the National Patriotic Fund, which resulted in a notice of motion to give \$25 to the fund.

Chas. Collins spoke on "The Benefits of Early Closing." Discussion brought out the fact that the travelers are in entire sympathy with the early closing movement which was brought to a favorable issue last week. A resolution was carried to the effect that the travelers would encourage early closing in every way.

The following officers were installed for 1900 :

President—Chas. Collins, with G. F. & J. Galt.
Vice-President—M. A. Muldrew, with H. P. Eckardt & Co.

2nd Vice-President—W. A. Anderson, with The Wilson, Lytle, Badgerow Co., Limited.

Secretary—Jerry Burns.

Chaplain—W. A. Mitchell, with F. W. Humphrey.

Treasurer—W. Mortimer, with The Christie, Brown Co., Limited.

Guard—T. Holman, with The Christie, Brown Co., Limited.

THE SMOKE NUISANCE IN TORONTO

Commissioner Coatsworth, of Toronto, has written the fire and light committee urging that measures be taken to abate the smoke nuisance in the city. He says : "The smoke and soot is becoming a very serious nuisance in the various parts of the city from factories, etc. We have no by-law to compel the abatement of the nuisance. I recommend that the city solicitor be instructed to prepare a by-law at once, compelling the putting on of smoke-consumers where necessary.

"A few years ago this matter was before your committee with the view of having a by-law passed dealing with the smoke nuisance. At that time, it was made apparent by interested parties that smoke-consumers were not a success. Since that time new appliances have been invented, and, as far as I am able to judge, 80 or 90 per cent. of the smoke can now be consumed."

W. J. Wilcox, general merchant, Virden, Man., has sold out to Joseph A. Merrick.

A TRADE TONIC GOOD GOODS

MAKE BUSINESS AND GIVE
SATISFACTION.

TIRES.

The soft edge G. & J. Detachable, Goodflex Single and Double Tubes, Goodrich and Hartford Single Tubes and Morgan & Wright Double Tubes.
TIRES THAT SATISFY.

SADDLES.

Our leaders—Wheeler, Regulation, Christie, Brown, Hunt, Garford and Gilliam.
CATALOGUE FULLY ILLUSTRATES.

FRAME SETS.

Fauber Crank Hangers, Thompson's sets complete, ready to craze, Chains, Pedals, Rims, Spokes, Grips, Tubing, Frame Connections.
CATALOGUE GIVES FULL DESCRIPTION.

Goodflex Sundries.

Cements that are sticky, Lubricants that lubricate, Toe Clips, Trouser Guards, Locks, Repair and Vulcanizing Supplies, Lamps, Bells, Wrenches, etc.

HANDLE BARS.

Kelly Adjustables, of course, giving 25 positions — Claus Reversible, and ordinary up and down turn.

ADVICE.

Sell good stock and gain reputation. The better goods you sell the more successful you'll be. Local reputation is so much capital.

Catalogue fully illustrated
mailed free

AMERICAN TIRE CO. LIMITED
TORONTO AND MONTREAL

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, March 2, 1900.

HARDWARE.

THE movement of business in hardware has been rather quieter during the past week, but the remark only applies to the case of actual business from stock, and not for future delivery. In the latter connection, neither the manufacturers' agents, commission men nor the wholesale houses complain of any dearth of demand, all agreeing that it is fully equal to that of last spring, and it must be borne in mind that business then was surprisingly good. All kinds of material share in the attention, so that no particular mention need be made of any.

BARBED WIRE—There is a little business doing for forward delivery and values are unchanged at \$3.72½.

SMOOTH STEEL WIRE—Orders for hay-baling from stock are noted to a small extent, while forward demand is experienced for oiled and annealed. Base is firm at \$3.45 per 100 lb.

GALVANIZED WIRE—There is a

moderate volume of orders on forward account. We quote as follows: Nos. 6, 7 and 8 gauge, \$4.37½; No. 9, \$3.47½; No. 10, \$4.52½; No. 11, \$4.57½; No. 12, \$3.62½; No. 13, \$3.72½; No. 14, \$5.12½; No. 15, \$5.42½; and No. 16, \$5.62½.

FINE STEEL WIRE—Unchanged with discounts 12½ per cent.

BRASS AND COPPER WIRE—Steady. Discounts are 50 and 7½ per cent. on brass, and 50 and 2½ per cent. on copper wire.

FENCE STAPLES—Still unchanged. We quote \$3.75 for bright and \$4.35 for galvanized.

FINE STAPLES—As last reported. Discounts are: Coopers' staples, 35 per cent.; poultry netting, 35 per cent., and electrical, etc., 35 per cent. off list.

WIRE NAILS—Both jobbers and wholesalers report a fairly good trade in these. We quote \$3.45 for jobbing and \$3.35 for carlots.

CUT NAILS—There is only a moderate inquiry for these. Base is unchanged at \$2.85 f.o.b. Montreal and \$2.75 for carlots.

HORSE NAILS—The movement of these is moderate at 50 per cent. discount on Standard, and 50 and 10 on Acadian.

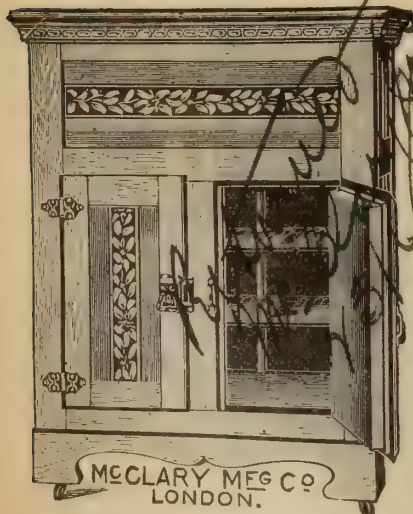
HORSESHOES—There is only a quiet trade to report. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow shoes, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; X L steel shoes all sizes, 1 to 5, No. 2 and larger, \$4.20; No. 1 and smaller, \$4.45; feather-weight, all sizes, \$5.45; toe weight steel shoes, all sizes, \$6.55 f.o.b. Montreal.

SCREWS—Demand is fairly good for these. Discounts are as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS—There is a steady trade doing. Discounts are: Tire bolts, 60 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.;

The "Model" Refrigerators

MADE IN SIX SIZES



Something New in
Refrigerators.

Cerite, a new composition and an improvement on . . . Charcoal Linings, is a Non-Heat Conductor and . . . Waterproof.

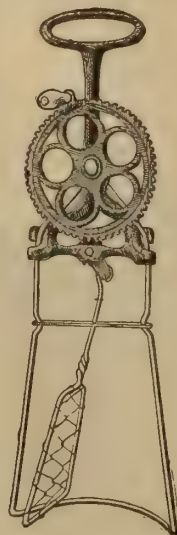
The Metal Linings prevent spilled liquids or moisture entering woodwork and thus avoiding the swelling of the joints and the souring of the woodwork.

A Great Accessory
to Cleanliness.

is the removable ice box which can be easily scoured,

Finished in Natural Wood with Solid Bronze
Locks and Hinges.

The "Lightning Express" an Egg Beater that Beats



Something New and
Something Good

THE

Surprise Egg Whip

Operated by a Gear instead of by
the Hand.

Does the work with greater Speed
and Better Results.

EASILY CLEANED.

See the samples our travellers are carrying.

FOR PROMPT SHIPMENT ORDER FROM "McCLARY'S."

THE McCLARY MFG. CO.

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER

No matter how busy we are, if you find a hard square-inch in Apollo galvanized iron, send to your jobber—we want to know it.

Apollo Iron and Steel Company
26 St Sulpice Street
Montreal

Cements { **PORTLAND
ROMAN
KEENE'S**

Bricks . . { **FIRE
BUILDING
PAVING**

Sand . . . { **SILICA FIRE
MOULDING
BUILDING**

F. HYDE & CO.

31 Wellington street, MONTREAL

English Castor Oil

GUARANTEED PURE.

Pharmaceutical, Tasteless, Cold Drawn
First Pressure
Second Pressure

In cases of 2 tins and in barrels. Stocked by all Hardware, Oil and Color men.

The Hull Oil Manufacturing Co.
LIMITED

B. & S.H. THOMPSON & CO.

Agents for Canada

MONTREAL

Deseronto Iron Co.
LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

bolt ends, 52 ½ per cent.; nuts, square, 3 ½ c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

RIVETS, ETC.—Business continues as noted last week. Discounts: Carriage section, wagon box, rivets, etc. (steel), 60 per cent. off the list; ditto (Norway iron), 60 per cent.; black M rivets (steel), 55 per cent.; ditto (Norway iron), 45 per cent.; iron burrs, 40 per cent.; copper rivets, 35 per cent.; bifurcated, with box, \$1.25; coppered iron rivets and burrs, in 5-lb. carton boxes, 30c. per lb.

WRINGERS—Stock is moderate and inquiry fair.

BUILDING PAPER—Remains moderately brisk.

CORDAGE—Business is light. We quote as follows: Manila, 7-16 and up, 15 ½ to 16c.; ¾, 16 ½ c., and ¼ and 5-16, 17c. Sisal, 7-16 and up, 13 to 13 ½ c.; ¾, 14c.; ¼ and 5-16, 14 ½ c.

HARVEST TOOLS—There is some inquiry being made for these.

SPADES AND SHOVELS—The demand is moderate for future account.

CUTLERY—Cables note further sharp advances in Great Britain. The current daily inquiry is increasing.

SPORTING GOODS—The demand for these is not remarkable.

FIREBRICKS—Firmly held, but quiet, at \$19 to \$24 per 1,000, as to brand.

CEMENT—The movement continues light. We quote as follows: Belgian, \$2.10 to \$2.40; English, \$2.45 to \$2.60; German, \$2.60 to \$2.80.

METALS.

There is nothing very special to report in heavy iron metals this week except that the firm feeling is maintained.

PIG IRON—This material continues firm and with no Scotch to offer on spot. Prices are nominal at \$28 to \$28.50. To arrive via Portland, we understand, that offers have been made at \$26.50.

BAR IRON—This line is held extremely stiff at \$2.40 to \$2.50.

BLACK SHEETS—In some inquiry and firm. We quote as follows: 8 to 15, \$3.10; 18 to 20, \$2.90; 22 and 24, \$2.95; 26, \$3.10, and 28, \$3.15.

GALVANIZED IRON—Import orders are increasing, but makers are still cautious buyers. We quote as follows: No. 28 Queen's Head, \$4.75 to \$5.00, and No. 26, \$4.50 to \$4.75; Comet, No. 28, \$4.45 to \$4.70, and No. 26, \$4.15 to \$4.45.

INGOT COPPER—There is some demand for this metal and values are firmer at 18c.

INGOT TIN—The advance noted last week is maintained here, the ruling price being 36c. on spot.

**"Alpha" Brand
LINSEED OIL.**

**"Dominion Crown"
All Polished Canada Plates.**

A. C. LESLIE & CO.

MONTREAL.

Canadian Sales Agents.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDUGALL CO., Limited

Manufacturers, Galt, Canada.

ADAM HOPE & CO.

30 JOHN STREET N.

Hamilton, Ont.

GALVANIZED SHEETS

"QUEEN'S HEAD"
"COMET"
"APOLLO B B"
"JUNIATA"

STEEL SHEETS

20 to 28 Gauge

**TIN PLATES
CANADA PLATES
SHEET ZINC
RUSSIA IRON**

NOVA SCOTIA STEEL Co.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

We are Offering

Window Glass, Paints, Oils, Cordage, Builders' Hardware, Wire, Wire Nails, Lawn Mowers, Harvest Tools, Spades and Shovels at closest prices.

OUR MOTTO:

PROMPT SHIPMENT, RIGHT PRICES.

JOHN BOWMAN
HARDWARE & COAL CO.,
....London, Ont.



THE LATEST
THE BEST

Banner Cold Blast Lanterns

(With Lead Globes)

RADIANT LIGHT
WIND PROOF

Sold only through the
jobbing trade.

Manufactured by

**The Ontario
Lantern Co.**

Hamilton, Ont.

LEAD — There is a fair inquiry at steady prices \$4.60 to \$4.75, as to quantity.

LEAD PIPE — A moderate price is noted. We quote as follows: 7c. for ordinary and 7½c. for composition waste, with 15 per cent. off.

IRON PIPE — There is a quiet, steady trade in this line. We quote: ¼, \$3.40; ½ to ¾, \$3.60; ¾, \$4; 1, \$6; 1¼, \$7.60; 1½, \$9.75, and 2-in., \$13.35.

TINPLATES — Cable advices continue firm on these, and prices here are strongly held at \$4.50 for coke and \$4.75 base for charcoal plate.

CANADA PLATE — Import orders are numerous, but there is some difficulty in getting all accepted. We quote: 52's, \$3.25; 60's, \$3.35; 75's, \$3.45; full polished, \$3.60; and galvanized, \$4.85.

TERNE PLATE — Trade is not brisk, but values are firm at \$8.75.

SWEDISH IRON — Quiet and unchanged at \$3.75.

COIL CHAIN — As last quoted: No. 6, 12½c.; No. 5, 11c.; No. 4, 10½c.; No. 3, 10c.; ¼-inch, 8½c.; 5-16, \$6.00; ¾, \$5.40; 7-16, \$5.15; ½, \$5.00; 9-16, \$4.85; ⅝, \$4.80; ¾, \$4.75; ⅞, \$4.75, and 1 inch, \$4.75.

SHEET ZINC — There is nothing to report and prices are steady at 6½ to 7c. as to quantity.

ANTIMONY — Values are steady with trade light at 10½c.

SPELTER — There is only a small trade doing at \$5.50.

PAINTS AND OILS.

Forward orders to makers steadily increase in volume, but the actual movement from warehouse is still of moderate dimensions. Values rule firm all around, the only change of importance being an advance in linseed oil of 2c. We quote:

WHITE LEAD — Best brands, Government standard, \$6.75; No. 1, \$6.37½; No. 2, \$6; No. 3, \$5.62½, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

DRY WHITE LEAD — \$5.75 in casks; kegs, \$6.

RED LEAD — Firm; casks, \$5.10; in kegs, \$5.35.

WHITE ZINC PAINT — Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

PUTTY — We quote: Bulk, \$1.75; bladders, in bbls., \$1.90; bladders, in cases, \$2.05; in tins, \$2.15 to \$2.40.

LINSEED OIL — Raw, 68c.; boiled, 71c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE — Single barrels, 83c.; two to

four barrels, 82c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS — Firm; \$1.20 to \$1.40 per gallon.

CASTOR OIL — Firm; 7½ to 8c.

SEAL OIL — 42 to 45c.

COD OIL — 32½ to 35c.

PARIS GREEN — Firmly held at the rise: 1-lb. packets, 19½c., and drums, 18½c.

NAVAL STORES — Fair demand for all lines, and prices show no change: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

GLASS.

Firm advices from primary markets continue, but there is no change here. We quote: First break, \$2.00; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PETROLEUM.

Unchanged. We quote: "Acme," 18½c.; "Perfection" and "Silver Star," 17½c.; Canadian refined, 17½c., and Pratt's Astral, 22½c.

HIDES.

Quiet and steady. We quote: Lambskins, 90c. to \$1; beef hides, No. 1, 9c.; No. 2, 8c., and No. 3, 7c.

COAL.

As last reported. We quote: Stove, \$6; chestnut, \$6; egg, \$5.75; Scotch grate, \$6.25; Scotch steam, \$4.25 to \$4.75; Tower ports steam, \$3.75 to \$4.

MONTREAL NOTES.

There has been an advance of 2c. in the price of linseed oil.

Remaining stocks of Scotch pig iron in Montreal are all contracted.

Cable advices to Jas. Hutton & Co. from Sheffield state that the price of Rodgers cutlery had been sharply advanced, the rise taking effect on February 23.

ONTARIO MARKETS.

TORONTO, March 2, 1900
HARDWARE.

THE most striking feature in connection with the wholesale hardware trade is the new commodity freight rates which went into force on Thursday, and the consequent shipment of goods which had been ordered some time ago. Quite a little wire, green wire cloth, harvest tools, poultry netting, etc., are going out in that way. Very few new orders are being received, and those coming in are for small quantities. Wire nails are still meeting with a fair demand. Some sporting goods are going out, and fairly good assorting orders of cutlery are being shipped. There have not been many changes in prices; in fact, the only ones worth noting are in a couple of lines of building paper, which are quoted higher. Although the volume of business during February was, on the whole, disappointing, at least some of the wholesale houses report that the volume was larger than for the corresponding month last year. Payments are rather slow, chiefly on account of the bad condition of the country roads.

BARBED WIRE—As far as can be ascertained, few, if any, orders have been received during the past week, either for present or future delivery. We quote \$3.72½ Toronto for ordinary lots and \$3.47½, f.o.b. Cleveland for carlots.

SMOOTH STEEL WIRE—Orders for forward delivery appear to be about all taken, and shipments will be freely made this week. A little hay-baling wire has gone out during the week. Base price is unchanged at \$3.45 per 100 lb.

GALVANIZED WIRE—A little is being done in the way of forward delivery. Prices at Toronto are: Nos. 6, 7, 8 gauge, \$4.40; No. 9, \$3.47½; No. 10, \$4.55; No. 11, \$4.60; No. 12, \$3.62½; No. 13, \$3.77½; No. 14, \$5.15; No. 15, \$5.45; No. 16, \$5.65.

WIRE NAILS—Some shipments are being made and a fair number of new orders are coming forward. Base price, \$3.40 for

carlots and \$3.50 for less than carlots, f.o.b. Toronto, Hamilton and London.

CUT NAILS—Only an ordinary demand is to be noted. Base price, \$2.85 f.o.b. Toronto, Hamilton and London.

HORSE NAILS—Trade is quiet. Discount 50 per cent. on standard oval head, and 50 and 10 on Acadian.

HORSESHOES—Business remains much about the same—namely, quiet. We quote f.o.b. Toronto, Hamilton, London and Guelph: No. 2 and larger, light, medium and heavy iron shoes, \$4.05; snow shoes, \$4.30; light steel shoes, \$4.35; featherweight shoes, all sizes, \$5.60. No. 1 and smaller, light, medium and heavy iron shoes, \$4.30 per keg; iron snow shoes, \$4.55; light steel shoes, \$4.60; featherweight steel shoes, all sizes, \$5.60.

SCREWS—The volume of business is being well maintained, and prices are steady and unchanged. We quote: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.;

round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS—Business in this line continues fairly good at unchanged prices. We quote as follows: Norway bolts, full, square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 62½ per cent.; nuts, square, 3½c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

RIVETS AND BURRS—A fair trade is to be noted in this line. We quote as follows: Carriage section, wagon box, rivets, etc. 45 per cent.; black M rivets, 45 per cent.; iron burrs, 40 per cent.; copper rivets, 35 per cent.; bifurcated, with box, \$1.25; coppered iron rivets and burrs, in 5-lb. carton boxes, 30c. per lb.



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WRINGERS AND WASHING MACHINES—

A few shipments are being made. Wringers are quoted as follows: "Leader," \$60 per doz.; "Royal Canadian," \$58; "Royal American," \$50. Prices are all f.o.b. Toronto, Hamilton, Brockville, and Montreal. Discount, 45 per cent. Terms, four months, or 3 per cent. 30 days.

CHURNS—Business is just moderate. Discount on revolving churns 58 per cent. from factory and 56 per cent. from Montreal.

BUILDING PAPER—The price of "O.K." and "I.X.L." has been advanced, the quotation now being 65c. per roll instead of 60c. as formerly.

ROPE—Trade is quiet with prices unchanged at 15½c. per lb., for manila and 12½c. per lb. for sisal.

HARVEST TOOLS—Shipments are being taken into the warehouses this week, and jobbers are now making delivery to their customers. Discount, 50 and 10 to 50, 10 and 5 per cent.

SPADES AND SHOVELS—Shipments of these are not yet being made, and not much business is being done. Discount is unchanged at 40 and 5 per cent.

SPORTING GOODS—Quite a few shipments of sporting goods are being made this week, and among these shipments are quite a few revolvers.

CUTLERY—Is meeting with a fair demand. Quite a few pocket knives and butchers' knives are in the orders which are coming to hand.

GREEN WIRE CLOTH—Delivery of this is now being made by the manufacturers to the jobbers, and the latter are in turn filling their customers' orders. The price is firm and unchanged at \$2 per 100 square feet.

POULTRY NETTING—Deliveries are now being made. They are, this year, being made rather later than usual. Discount, 45 per cent.

CEMENT—Trade has not yet opened up. Prices are steady and unchanged. We quote nominally in barrel lots: Canadian Portland, \$2.65 to \$2.90; Belgian, \$3 to \$3.10; English do., \$3.25; Canadian hydraulic cements, \$1 to \$1.10; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

The metal markets have been characterized by fewer features the past week than they have for some time. Locally, there are no changes in quotations to note.

PIG IRON—The market keeps steady, with demand fair. We quote as follows: No. 1 Hamilton, \$24 to \$25 per ton at the furnace; No. 1 Tonawanda, \$25.40 in bond, Toronto, and No. 2, \$24.40; No. 1 Southern, \$24 in bond, Toronto.

BAR IRON—There is not a great deal doing. Base price is steady and unchanged at \$2.45 to \$2.50 per 100 lb.

PIG TIN—There have been some fluctuations in the outside markets during the past week, and the latest cable advices to hand report prices weaker in London. In New York, there is a good buying, in a moderate way, for consumption, but scarcely anything in a speculative way. On the local market, a few orders for large lots are reported, and the demand for small lots is fair. Quotations are unchanged at 35 to 36c.

TINPLATES—The demand for tinplates from stock has picked up a little during the past week. Shipments are not yet large, however. Import orders are still being booked.

TINNED SHEETS—A fairly good movement is reported in this line.

TERNE PLATES—Trade is still quiet and without any perceptible improvement.

BLACK SHEETS—The demand during the past week has only been light. Base price is unchanged at \$3.50.

CANADA PLATES—The demand for shipment from stock is light. Orders for import are still being booked. We quote: All dull, \$3.25 to \$3.50; half-polished, \$3.35 to \$3.60; all-bright, \$3.85 to \$4.

GALVANIZED IRON—The advance referred to last week in the manufacturers' price of "Queen's Head" brand should have read 25c. per 100 lb. instead of per case. The demand during the past week has improved a little. Local quotations are unchanged at \$5.10 for "Queen's Head" and \$4.75 for American, with 15c. additional for less than case lots.

BRASS—A moderate trade is being done at last week's reduction in prices.

COPPER—Ingot copper is quiet, with the movement in sheets fair. We quote: Ingot, 19 to 20c. per lb., and sheet, 23 to 23½c. per lb.

SPELTER—Very little is being done. Offerings in New York are free and prices still weak. Locally, prices are unchanged at 7 to 7¼c. per lb.

ZINC SHEET—The demand is only moderate. We quote: cask lots, 7 to 7½c. per lb.; part casks, 7½ to 7¾c. per lb.

LEAD—The market rules steady as to price and trade is good. We quote 4¾ to 5c. per lb.

SOLDER—Trade is active and prices steady and unchanged. We quote: Half-and-half, 19 to 20½c.; refined, 19½ to 20c., and wiping, 19 to 19½c.

LEAD PIPE—Still a moderate business is being done. We quote: Ordinary pipe, 7c., and waste, 7½c. per lb. Discount, 15 per cent.

IRON PIPE—The demand keeps fairly good, with quotations firm and unchanged. We quote as follows: Black pipe, ¼ to ¾ inch, \$3.60; ½ inch, \$3.70; ¾ inch, \$4.20; 1 inch, \$5.90; 1¼ inch,

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The original and only Genuine Preparation for Cleaning Cutlery.
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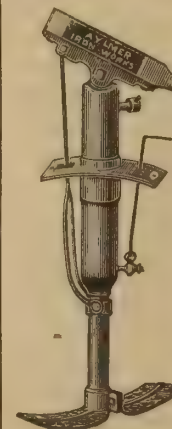
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AYLMER IRON WORKS.

\$7.85; 1½ inch, \$9.75; 2 inch, \$13; 2½ inch, discount off to 6 in the list 45 per cent. Galvanized pipe is quoted as follows: ½ inch, \$6.50; ¾ inch, \$8; 1 inch, \$11.50; 1¼ inch, \$16; 1½ inch, \$20; 2 inch, \$28.50.

RANGE BOILERS—Quotations are lower on account of cutting in prices. We quote: Ronald's, tested to 200 lb., guaranteed for 2 years, 30 gals., \$6.75; 35 gal., \$7.75; 40 gal., \$9. Ronald's extra heavy, tested 250 lb., guaranteed for 5 years, 30 gal., \$8.40; 35 gal., \$9.25; 40 gal., \$10.60.

BOILER TUBES—The demand is fairly good, but there is a scarcity of supplies. We quote: 1½-inch, 13 to 14c.; 2-inch, 15 to 16c.; 2½-inch, 18 to 19c., and 3-inch, 19 to 20c.

ANTIMONY—Keeps quiet and unchanged at 11 to 11½c. per lb.

PAINTS AND OILS.

There is a good business doing at firm prices in all materials except paris green, which is slow in movement and weak in price. Some holders of last year's stock are trying to clear out at 1c. below the ruling quotations, but even at this cut the demand seems light. Linseed oil is 2c. dearer than last week. An additional advance of 3c. was made on Wednesday, but since the editorial note re this advance was written, the price was broken, and the second rise has fallen off.

Turpentine keeps firm in the South, and prices here show no indications of a decline. Castor oil is rising, an advance of ¼c. being noted this week. All dry colors show an upward tendency. English vermilion has advanced 5c., the quotation now being 80c. Other materials are unchanged. We quote:

WHITE LEAD—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½; No. 3, \$5.75; No. 4, \$5; dry white lead in casks, \$5.75.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE AND ORANGE MINERAL—Litharge, 6 to 6½c.; orange mineral, 8 to 8½c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22½c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$1.90; bladders, in 100 lb. kegs, \$2.05; bulk, in bbls., \$1.75; bulk, in less quantities, \$1.90.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PARIS GREEN—Petroleum, bbls., 18c.; arsenic, kegs, 18¼c.; drums, 50 and 100

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lb. 18¼c.; drums, 25 lb., 19¼c.; tins, 1 lb., 20¼c.; tins, ½ lb. 22¼c.; packages, 1 lb., 19¼c.; packages, ½ lb., 21¼c.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

SEAL OIL—54c. per gallon, and yellow seal at 45c.

CASTOR OIL—East India, in cases, 9 to 9½c. per lb. and 9½ to 10c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 67c.; boiled, 70c.; 5 to 9 barrels, raw, 66c.; boiled, 69c.; 10 to 19 barrels, raw, 64c.; boiled, 67c. To outside points, 2c. more is charged.

TURPENTINE—Single barrels, 81c.; two to four barrels, 80c., freight allowed; in less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged. To outside points 2c. more.

GLASS.

The price of window glass held in stock by jobbers has been raised 5 to 7 per cent., in sympathy with the rising tendency in Europe. Prices are now stiff at the new prices. We quote as follows: Star, first break in 50-foot boxes, \$2.20, and in 100-foot boxes, \$4.20; double diamond under 25 united inches, \$6.20, Toronto, Hamilton and London; terms 4 months or 3 per cent, 30 days.

OLD MATERIAL

The heavy snowstorm has interfered with the movement of stock, so trade is dull. We quote jobbers' prices as follows: Agricultural scrap, 70c. per cwt.; machinery cast, 70c. per cwt.; stove cast scrap, 45c.; No. 1 wrought scrap, 65c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 10½c.; heavy copper, 14c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, 11c.; scrap lead, 2¾c.; zinc, 3c.; scrap rubber, 6c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

COAL.

There is no change. We quote anthracite at Buffalo and bridges for immediate

delivery as follows: Nut, \$5 per gross ton, or \$4.46 per net ton; egg and stove, \$4.75 per gross ton, or \$4.24 per net ton; grate, \$4.50 per gross ton, or \$4.01 per net ton.

PETROLEUM.

The demand is well sustained, with prices steady. We quote: Pratt's Astral, 20c. in bulk (barrels, \$1 extra); American water white, 20c. in barrels; Photogene, 19c.; Sarnia water white, 18½c. in barrels; Sarnia prime white, 17c. in barrels.

MARKET NOTES.

Linseed oil is 2c. per gal. dearer than a week ago.

Window glass is 5 to 7 per cent. higher than last week.

An advance of ¼c. per lb. has taken place in castor oil.

The price of "OK" and "IXL" building paper has been advanced to 65c. per roll.

The advance in the manufacturer's price of "Queen's Head" brand galvanized iron noted last week should have read 25c. per 100 lb., instead of 25c. per case.

Rice Lewis & Son, Limited, are this week sending out their new cycle sundries and sporting goods catalogue. It contains nearly 100 pages, and is a complete and useful catalogue.

THE RAW FUR MARKETS.

Considerable excitement has been manifested in the raw fur market, and some prices have been paid which are believed by good authorities to be considerably above what conditions warrant. The last fur sale of the season takes place in London, Eng., on March 19, when a decline is looked for in many lines. It would be, therefore, a wise policy for retail buyers to keep well sold up.

Silver fox skins have sharply advanced, and as high as \$300 has been paid for the choicest skins. Lynx is stiff, with good qualities at \$2.50 to \$3.50. Red fox is firm, with the top price about \$3.25. Cross fox, according to beauty, is likely to be higher. Prices now range from \$5.00 to \$15.00. Fisher skins are worth from \$4.50 to \$7.50; otter, from \$6 to \$12. Only the best qualities of otter skins are wanted. Dark martin is worth \$2.50 to \$5; pale martin, not so desirable, \$1.50 to \$3; mink, 50c. to \$2.50 each. Caution should be exercised in buying muskrat skins, which are likely to come down in price.

MANITOBA MARKETS.

WINNIPEG, March 2, 1900.

NOTHING of importance has transpired during the week except the annual meeting of the Western Retail Lumber Association. This meeting was held on Tuesday, February 20, and brought together over 100 members. Many questions of interest to the trade were discussed, more particularly the undue cutting of prices. President Henry Byrnes was re-elected by acclamation.

Although many country merchants have been in town during the week, beyond a friendly exchange of calls, there has been little done in the wholesale houses.

The various implement dealers met on Monday night and took steps to form an association. The meeting was well attended by men from all parts of the Province and Territories and the matter of organization taken up with much vim.

In hardware, there have been a few changes during the week, but the advancing factory prices will mean still further advances here before long. The changes that have occurred are of an important character. Solder has advanced $2\frac{1}{2}$ c. and tin 2c. We quote as follows:

Barbed wire, 100 lb.	\$4 00
Plain twist	4 00
Staples	4 50
Oiled annealed wire	4 12
"	4 19
"	4 25
"	4 40
"	4 52
"	4 65
Wire nails, 30 to 60 dy, keg	4 00
" 16 and 20	4 05
" 10	4 10
" 8	4 15
" 6	4 30
" 4	4 35
" 3	4 40
Cut nails, 30 to 60 dy.	3 40
" 20 to 40	3 45
" 10 to 16	3 50
" 8	3 55
" 6	3 60
" 4	3 90
" 3	4 15
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1	4 90
No. 2 and larger	4 65
Snow shoes, No. 0 to No. 1	5 15
No. 2 and larger	4 90
Steel, No. 0 to No. 1	5 20
No. 2 and larger	4 95
Bar iron, \$3.10 basis.	
Swedish iron, \$5 basis.	
Tool steel, Black Diamond, 100 lb	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge	3 75
28 gauge	4 00
Galvanized American, 16 gauge	4 25
18 to 22 gauge	4 50
24 gauge	4 75
26 gauge	5 00
28 gauge	5 25
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, 1C charcoal, 20 x 28, box	11 00
" IX	13 00
" IXX	15 00
Ingot tin	38
Canada plate, 18 x 21 and 18 x 24	4 00
Sheet zinc, cask lots, 100 lb.	9 00
Broken lots	9 50
Fig lead, 100 lb.	4 50
Wrought pipe, black up to 2 inch	50 and 10 p.c.
Over 2 inch	45 p.c.

Rope, sisal, 7-16 and larger	13 50
" 3/4	14 00
" 1/4 and 5-16	14 50
Manila, 7-16 and larger	16 00
" 3/4	16 50
" 1/4 and 5-16	17 00
Solder	25 1/2
Cotton rope, all sizes, lb.	16
Axes, chopping	\$ 7 00 to 12 00
" double bits	12 00 to 18 00
Screws, flat head, iron, bright	75 and 10 p.c.
Round "	70 p.c.
Flat " brass	70 p.c.
Round " "	60 and 5 p.c.
Coach	57 1/2 p.c.
Bolts, carriage 5-16 and smaller	42 1/2 p.c.
3/4 and larger	37 1/2 p.c.
Machine	45 p.c.
Tire	55 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron	37 1/2 p.c.
Copper, No. 8, lb.	33 1/2
Spades and shovels	40 p.c.
Harvest tools	50, 10 and 5 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1	1 50
No. 2	1 25
Octagon extra	1 65
No. 1	1 25
Linseed oil, raw, per gal.	70
" boiled	73
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
" military	15 p.c.
American R.F.	40 p.c.
C.F. pistol	10 p.c.
C.F. military	Net.
Loaded shells, Robin Hood, M	\$20 00
Eley's soft, 12 gauge	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
American, M.	16 25
Shot, Ordinary, per 100 lb.	6 25
Chilled	6 75
Powder, F.F., keg	4 75
F.F.G.	5 00
Robin Hood	10 00
Tinware, pressed, retinned	75 and 2 1/2 p.c.
" plain	70 and 15 p.c.
Graniteware, according to quality	50 p.c.
Turpentine, by barrel	84c.
Less than barrel	89c.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

PAMPHILE BEDARD, hardware merchant of the city of Quebec, is offering to compromise with his creditors at 40c. on the dollar.

Kerr & Co., general merchants, Grand Valley, Ont., are offering to compromise.

John J. Shaver, general merchant, etc., South Finch, Ont., has assigned to W. B. Lawson.

PARTNERSHIPS FORMED AND DISSOLVED.

Wilband & Warren, sheet iron workers, Vancouver, have dissolved, E. W. Wilband continues.

Miller & Co., bicycle dealers, Vancouver, have dissolved, and Jacob J. Miller has registered as sole proprietor.

The Dominion Mop and Wringer Co., South Stukely, Que., have dissolved. J. H. Hammond continues under unchanged style.

Bertram, Wilson & Co., wholesale hardware dealers, etc., Toronto, have dissolved, and have been succeeded by Bertram & Inglis.

SALES MADE AND PENDING.

The stock, etc., of Gray & Co., general merchants, Duntroon, Ont., have been sold.

The stock, etc., of W. W. Melburn, general merchant, Tamworth, Ont., has been sold.

The assets of E. Bourque, tinsmith, Plessisville, Que., are to be sold.

A. Schaefer, sawmiller, etc., Callender, Ont., is advertising his business for sale.

The assets of Joseph Bureau, hardware dealer, etc., Lake Megantic, Que., are to be sold on March 6.

The stock, plant, etc., of the estate of E. Guilbault, manufacturers of tinware, etc., Winnipeg are to be sold on April 5.

CHANGES.

John H. Tilley, blacksmith, Mitchell, Ont., is removing from that place.

N. J. Sevigny, blacksmith, Ottawa, has been succeeded by Edmond Sevigny.

John Begg, blacksmith, Mitchell, Ont., has been succeeded by Pierce & Henry.

The business of Johnston Bros., hardware dealers, Seaforth, Ont., is to be closed out.

W. J. Brown, blacksmith and implement dealer, Minnedosa, Man., has sold out to Thomas Crawford.

Mrs. Frank Cusson has registered as proprietress of Frank Cusson & Co., hardware dealers, Montreal.

FIRES.

Bennett Bros., machinists, Essex, Ont., have been damaged by fire.

E. Pullen, scrap iron, etc., Ottawa, has suffered loss by fire; not insured.

Anderson & Smith, general merchants, Wanstead, Ont., have been burned out.

T. Vanderburg, harness dealer, Ninga, Man., has been burned out; no insurance.

The stock of J. A. Lavallee, saddler, Bathurst, N. B., has been damaged by fire; insured.

John J. Gordon, nail manufacturer, St. John. N.B., has been burned out; insurance \$5,000.

The Laing-Ritchie Co., of Essex, Limited, manufacturers of hay tools, etc., Essex, Ont., have suffered loss by fire.

DEATHS.

F. McCullough, tanner, Ottawa, is dead.

W. L. Matthews, of Matthews Bros. & Co., manufacturers picture mouldings, etc., Toronto, is dead.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY. MONTREAL.



Pullman Sash Balance Co.

Makers of the

"Pullman"
Hardware
Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

CARBERRY BOARD OF TRADE BANQUET.

"THE Great West" may be "wild and woolly," but a striking proof that the merchants there appreciate beauty and daintiness was received by THE CANADIAN GROCER from Carberry, Man., in the shape of the menu card of the Carberry Board of Trade's second annual banquet, which was held Friday, February 9. The cover was a representation of a finely bound book with, at the front, an embossed lithograph of a luscious-looking plate of strawberries and cream.

The menu, too, tells its story, for it reveals a repast such as can be appreciated only by healthy, vigorous and prosperous men.

The toast list was equally complete. Every interest, commercial, industrial, educational and social was represented. The toast of most general interest to business men, "Our Mercantile Interests," was responded to by Mr. R. Fairley, as follows: "We have heard much of the prosperity of the Empire, of the great increase in Canada's imports and exports, and of Manitoba's unprecedented progress, all of which is mainly due to the great activity of our mercantile interests. It is apparent to all that when our mercantile interests are prosperous the country is prosperous and vice versa. To those then, who are engaged in these mercantile interests we wish to address ourselves especially. You have heard it as an old saying that a business man could not be an honest man and stay in business. We are glad to say that those days have gone by and that those men who would-succeed, in the highest sense of the word, must put character into their business.

"Let us not think that success will come to us as a gift. Success comes to us only as we make it come, by putting forth our best efforts, by having a scientific knowledge of our business, by being upright in all our dealings, and by having that honesty of purpose which would disdain to do anything mean. We were pleased to hear Principal Young, in his reply to the toast 'Education,' make mention of technical education and manual training schools, and we hope that the day may not be far distant when we will be able to take our young men from the schools and be able to at once put them into their life's work unfettered and unhampered."

The officers of the Carberry Board of Trade are:

President—A. E. May.
Vice-President—H. A. Manville.
Secretary-Treasurer—J. M. Neilson.
Council—G. S. Haslam, G. B. Murphy, O. B. Manville, N. Dickie, B. Stewart, W. I. Smale, J. Fairlie, J. D. Hunt.

THE
CANADA PAINT
COMPANY'S

Wood Stains

MANUFACTURED BY
THE CANADA PAINT CO.
LIMITED
MONTREAL and TORONTO.

THE
CANADA PAINT
COMPANY'S

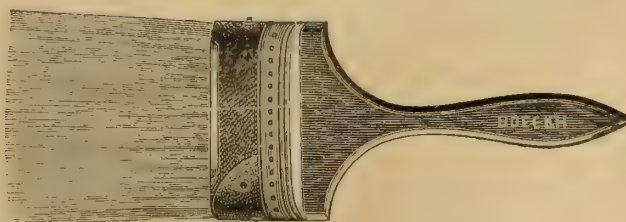
Varnish AND Japans

MANUFACTURED BY
THE CANADA PAINT CO.
LIMITED
MONTREAL and TORONTO.

TO GET
THEIR MONEY'S
WORTH

is all your best customers desire.
If they get it they will call again.
Supply them with

BOECKH'S BRIDLED
PAINT **BRUSHES**



They wear longest and give more genuine satisfaction than any other.



80 York St.
TORONTO.



HORSESHOES AND HORSE NAILS.

Editor **HARDWARE AND METAL**,—The letters on horseshoes have not been very "pointed or finished." Horse nails want some attention also. These are lines which I should supply customers in my locality at a profit. The makers of these goods should not sell blacksmiths at any cost, neither should they allow any of their so-called wholesale customers to do so; such firms who are selling the blacksmith at my cost should pay the same as I do, for these goods. I can see no reason why the manufacturers should make any arrangements to help a few large retail concerns at my expense, and also at the expense, loss and annoyance of all the retail hardware trade the whole country over. The makers of these goods have fixed their minimum prices to the quantity buyers. Why not go further and fix the prices to the retail merchant and also to the blacksmith? I would think this only right.

In my town and surrounding country, in order to hold trade, I have been forced to sell, at cost, shoes and nails and some other lines; the prices quoted the blacksmiths with freight added from —— (a jobbing centre), and I do not think this is fair. I am keeping a sharp lookout for these peddling travelers who call upon blacksmiths, builders, carpenters, mechanics, painters and others who should and would buy from me at equal prices, and the firms these peddling travelers represent cannot sell me or any other retail hardware merchant in this locality. In the meantime, the manufacturers who put these retailers (misnamed jobbers) in position to undersell me and other retailers, do us a very great injustice. There is no use telling me to buy the quantity if I want to compete; my trade nor the trade of 90 out of every 100 will not permit buying horseshoes and horse nails in quantity. How long must I suffer this injustice, an injustice which favors a few at the expense of the many? Why not make three prices on these goods:

Minimum price to jobbers....Base
Minimum price to retailers.....25c. keg or box over base
Minimum price to blacksmiths .50c. keg or box over base

In this way all would have a fair chance for the trade. I am willing at all times to submit to fair competition.

RETAIL HARDWARE.

A. G. Allison, general merchant, Napanee Mills, Ont., has assigned to R. Tew, Toronto, and a meeting of his creditors will be held on March 6.

About "C" Horse Nails.

If you are a dealer in horse shoe nails you have to decide which is the best for you to keep in stock and sell. You may not have sold any of our make and we therefore ask you to specify when next ordering, some of our "C" brand from your regular source of supply. If the dealer from whom you usually purchase substitutes any other brand or similar marks, please do us the favor, and yourself the simple justice of insisting upon having the particular brand you order, or return the goods. If you then cannot get our "C" brand, write us direct and we shall see that you get all you want.

In purchasing the "C" brand in preference to others, you are obtaining the product of the oldest and largest horse nail works in the Dominion, who have made horse nails and nothing else for the past 35 years. You have the absolute guarantee of our company that every box is perfect and as represented by us. You therefore take no risk in buying them. If they are not as we claim they may be returned and all expenses will be reimbursed by us. The farriers all like them because they give them no trouble, and the dealers all like them for the same reason. What more do you want? Your orders therefore respectfully solicited.

Canada Horse Nail
Company.

MONTREAL.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

FOR SALE—A "HOWE" SOLDERING MACHINE, 6-ft. long. Apply to The Thos. Davidson Mfg. Co., Limited, Montreal, Que.

PARTNER WANTED.

WANTED PARTNER—A PRACTICAL TINNER, with small capital and good reference. Address, Trail Plumbing Co., Trail, B.C. (9)

SITUATION WANTED.

HARDWARE CLERK, OVER 10 YEARS' experience. Address, Salesman, care of **HARDWARE AND METAL**, Toronto, Ont. (9)

FOR SALE

In the flourishing town of Seaforth, Ontario, that old-established **HARDWARE AND STOVE BUSINESS** of Johnson Bros., lately conducted by Mr. D. W. Johnson, deceased. This affords a rare opportunity for anyone wishing to engage in this line of business. Stock is largely staple and amounts to about \$14,000. Full particulars will be furnished upon application to

J. C. SMITH,
Box 453, SEAFORTH.

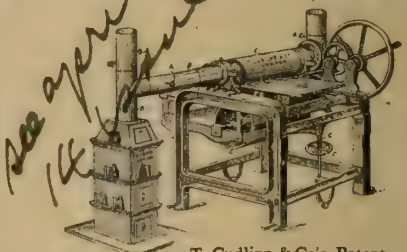
CHARLES E. TALBOT

19 Castle St., Liverpool.

General Merchant and Agent.

Agencies undertaken for Canadian manufacturers and produce.
British goods of all kinds supplied.
Correspondence solicited.

FIRE HEATED COLLAR IRONERS



T. Cudlipp & Co's. Patent.

are heated by the waste heat of the ironing stove, and are selling rapidly. All kinds of **LAUNDRY MACHINERY** for hand or power. Lists free. Agents wanted in all parts.

T. CUDLIPP & CO 8 Church Street,
LONDON, N.W., ENGLAND.

WESTERN Incorporated 1851.
ASSURANCE COMPANY

Fire and Marine

Capital, subscribed	\$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,340,000.00
Annual Income -	2,290,000.00

Head Office: **TORONTO, ONT.**

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.

Our

IMPERIAL OXFORD

Represents the very highest development attained in range construction.

Its patented improved features give it precedence over all others—these improvements need only to be seen to be appreciated.

**ITS FRONT DRAW-OUT GRATE
DIFFUSIVE FLUE CONSTRUCTION
OVEN THERMOMETER
DRAW-OUT OVEN RACK**

and handsome appearance are "talking points" that sell it everywhere.

Are you handling them?

If not, write for our catalogue and price list.

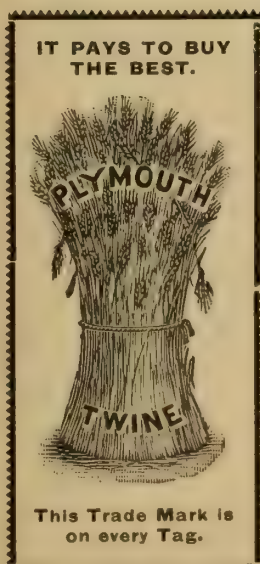


THE GURNEY FOUNDRY CO., Limited

TORONTO WINNIPEG VANCOUVER

THE GURNEY-MASSEY CO., Limited, MONTREAL.

"Plymouth"



secured public confidence by always selling at a fair price the best twine that could be made.

Plymouth is cheapest because it is best and goes farthest.

PRUDENT PEOPLE PREFER "PLYMOUTH."

DISTRIBUTORS

PLYMOUTH BINDER TWINE AGENCY,

54 Bay Street, TORONTO.

HEATING AND PLUMBING

CHARGED WITH BLACKMAIL.

THE preliminary hearing of the blackmail charge made by Joseph Wright, of The Bennett & Wright Co., Limited, Toronto, against James Sherlock, of the same city, was held on Monday morning.

The first witness called was Mr. Wright, who deposed that on February 1 he received over the telephone a message from Mr. Sherlock that it would be to his (Mr. Wright's) advantage to see him. An appointment was made for 11 a.m. the next day. At that hour, another telephone message came, inquiring if Mr. Wright was in, and at 11.20 Mr. Sherlock appeared and was shown upstairs to Mr. Wright's private office. Mr. Sherlock opened the discussion by saying that there were parties who were going to cause trouble to Mr. Wright over the plumbing contract, that they wanted Mr. Sherlock on their side and were willing to pay him for such service. Mr. Sherlock then went into various details concerning alleged deviations from the plumbing specifications. There was going to be an investigation and rebates would undoubtedly be demanded. Mr. Sherlock said he did not want to annoy Mr. Wright. It was Mr. Lennox he was after, the man who declared, practically, that he (Mr. Sherlock) had not enough credit to secure solder for the city hall job.

Mr. Wright asked Mr. Sherlock who "the others" were, but the latter did not divulge their names, remarking that he had the specifications now, but that he would destroy them if Mr. Wright would "fix him up."

An arrangement was made for another meeting, on February 9, but, in the interval, Mr. Wright bored holes through the partition, inserted funnels, placed his stenographer on the other side to listen and write, and prepared himself to entrap Mr. Sherlock. The latter came, and a fairly-complete account of the interview was recorded. In substance, Mr. Sherlock repeated his threats, and demanded \$3,000. Mr. Wright asked for a few days in which to reply, and, in the meantime, he instituted criminal proceedings.

Mr. McCully secretary of The Bennett & Wright Co., Limited, told of overhearing the conversation between Mr. Wright and Mr. Sherlock, and of how a shorthand clerk, Wm. Lawder, had made a record of the conversation at the second interview. The shorthand reporter sat at a funnel coming

through a hole bored in the door. The shorthand notes were read in court.

Mr. Sherlock was committed for trial.

WILL NOT DRINK FOR 40 DAYS.

On Wednesday a total abstinence society was formed in Toronto which is probably the first of its kind—in Canada, at least.

Five Toronto plumbing supply men, all of them fond of a good time and of good spirits, had got together for some reason.

Though the reason for their meeting is a profound secret, a part of the proceedings has leaked out. It appears that one of the five challenged the other four to sign an agreement not to drink intoxicating liquors for 40 days.

It is said that the challenge was at first received with dismay. The thought of such a prolonged period of abstinence was startling. But the four were not to be bluffed. Papers were secured, and soon the agreement was signed by all. Any one of them who breaks the agreement is pledged to hand over to the other four the sum of \$100.

The trade will, therefore, refrain from pressing any supply men to partake of the cup that inebriates until the 40 days are up, at least.

SOME BUILDING NOTES.

St Paul's Anglican church, Toronto, is to be enlarged at a cost of \$8,000.

A. C. Rutherford is asking for plans for a brick school building, six rooms and basement for Strathcona, N.W.T.

Plans are already being prepared for the erection of a new Masonic Temple in London, Ont., to replace the one which was destroyed by fire last week.

The erection of the addition to the C.P.R. Windsor station, at Montreal, has been delayed by the difficulty contractors have experienced in getting iron.

Plans are being prepared by Thomas Hooper, Victoria, for a two-storey and basement building, 60x120 feet, to be erected at the corner of Herald and Government streets, Victoria, for Gin Fook Yuen.

The Dominion Government have made an appropriation of \$115,000 for public buildings in Ontario, to be distributed as follows: Brockville drill hall, \$10,000. Dominion public buildings, renewals, improvements, repairs, etc., \$10,000. Ingersoll post office, etc., \$5,500. Kingston drill hall, \$31,500. London drill hall and armoury, site, etc., \$20,000; London post office, additions to, alterations, fittings, and furniture, \$3,000.

Sarnia public buildings, \$10,000. Toronto Dominion buildings improvements, renewals, repairs, etc., \$4,000. Woodstock post office, etc., \$21,000.

Building permits have been issued in Toronto to H. J. Smith, for a pair of semi-detached brick and stone dwellings near College street, on Givens street, to cost \$4,000; to The T. Eaton Co., Limited, for brick and iron alterations to their boiler-rooms, 200 Yonge street, to cost \$25,000; to Thos. McGaw, for alterations to the Queen's hotel, to cost \$30,000, and to Mary Doel, for two residences at 77 and 79 Avenue road, to cost \$6,300.

A TRADE DINNER SOON.

When the Toronto Master Plumbers' Association gave their banquet last winter, to the supply men and the trade generally, one of the supply men, it will be remembered, promised that the compliment would be returned soon.

Some "doubting Thomases" have of late been rather freely expressing their opinion that the event then promised was more to be hoped for than expected.

These unkind remarks have been left unanswered, but the supply men have not forgotten the promise. On the contrary, HARDWARE AND METAL has it on the best of authority that the return dinner is to come off before March is out. The supply men are making their preparations quietly, but the trade may expect to hear before long that the day for the promised dinner has been definitely determined, and that the invitations are out. There is already some talk of Friday night, March 16, as the probable date of the feast.

REDUCTION IN PLUMBERS' LICENSE FEE.

At the meeting of the property committee of the Toronto city council a petition was presented from a number of the employing plumbers of the city asking the reduction of their license fee. They now pay \$10 per annum, which covers fees for inspection, but they consider this unjust to the smaller concerns, whose time is put in doing repairs. They were willing to pay a fee of \$1 for every occasion on which the services of the inspector were required. A by-law will accordingly be introduced reducing this fee to \$1. Needless to say, this action does not please many of the trade, and it will likely receive determined opposition.

TORONTO WHOLESALE PLUMBER ASSIGNS.

Malcolm & Co., wholesale dealers in plumbers' supplies, Church street, Toronto, have assigned. The liabilities are small, the biggest amount being about \$300. It is likely a compromise of 20c. on the dollar will be effected. The cause of failure is understood to be the return of several customers' paper.

Toronto Foundry Co.

Manufacturers of **SOIL PIPE, FITTINGS,
SINKS, BOILER STANDS.**

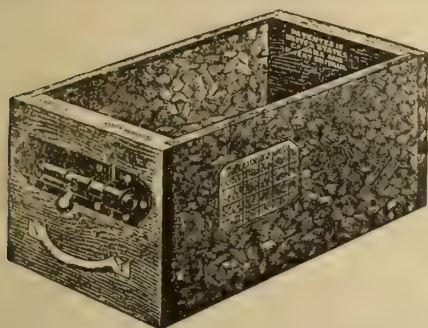
Nos. 146-148-150 Niagara Street, TORONTO

The only Exclusive Manufacturers of
Soil Pipe and Soil Pipe Fittings in
Canada.

All goods stamped T. F. Co. are warranted

PERSONS addressing advertisers
will kindly mention having
seen their advertisement in
Canadian Hardware and Metal
Merchant.

**THE HARDWAREMAN OF DUNDALK
HAS PUT IN 592**



BENNETT'S SHELF BOXES

and endorses them thus:

Dundalk, Ont., Feb. 13, 1900.

To J. S. Bennett.

Dear Sir,—Boxes to hand and all in place. Fit like a
glove. They are all you claim them to be and much
more. They are handy, clean and neat, and have an
elegant appearance. Enclosed find cheque for same.

Yours, J. GARDINER.

Boxes made to fit your present shelving. Full parti-
culars from

J. S. BENNETT, 20 Sheridan Ave., Toronto.



Ontario Nut Works, Paris BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

GEORGE TUCK & CO.

.. Importers of ..

Asbestos and Tuck's Packings

Pipe and Boiler Coverings, Cotton Waste, Oils,
Oakum, etc., and General Engineers' Supplies.

No. 7 ST. PETER STREET, - - MONTREAL

STANLEY'S UNIVERSAL PLANE.

INCLUDING:

Moulding Plane, Match, Sash, Chamfer, Beading,
Reeding, Fluting, Hollow, Round, Plow, Dado,
Rabbet, Filletster and Slitting Plane.

No. 55. Universal Plane, \$16.00

WITH 52 CUTTERS.

The Plane is Nickel Plated; the 52 Cutters are
arranged in four separate cases; and the entire
outfit is packed in a neat Wooden Box.

SOLD BY ALL HARDWARE DEALERS.



Revolution Counter

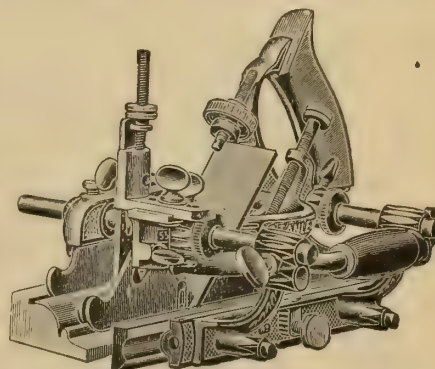
An accurate
record
always
"in sight."

Should you desire to auto-
matically keep a numerical re-
cord of any goods you may be
turning out attach one of our
Box Pattern Counters.

Price \$9 00

ENGINEERS' SUPPLIES

The James Morrison Brass Mfg. Co., Limited.
TORONTO.



DUNLOP TIRES

"Sequo of the times."

Russell Sage, the American millionaire, advises
men against speculation, and says, "that fortunes are
made by investments made from reading and knowing
what is sure to come to pass."

There will be a stronger demand than ever for DUNLOP TIRES
this season.

No matter what wheel you handle—no matter what the price—
the customer will want DUNLOP TIRES.

Read "the signs of the times," and make your investments
thus. Don't speculate on the chance of persuading a possible buyer
into taking a cheap tire.

THE DUNLOP TIRE CO., LIMITED
TORONTO.

MONTREAL
ST. JOHN



WINNIPEG
VANCOUVER

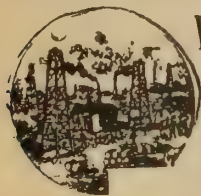
"These are the Only Tools You'll Need."

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker

22 St. John Street, Montreal.

Representing British and American manufacturers of
Tinplates, Tinned Sheets, Terne Plates, Canada Plates, Gal-
vanized Sheets, Imitation Russia Sheets, Black Sheets—Iron
and Steel—Hoops and Bands, Proved Coil Chain, Brass and
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.

**VanTuyt & Fairbank**

Petrolia, Ont.

Headquarters for . .

Oil and Artesian Well
Pumps, Casing, Tubing
Fittings, Drilling
Tools, Tables, etc.

R. C. LEVESCONTE

Barrister, Solicitor, Notary, Etc.

THE MCKINNON BUILDING
Cor. Jordan and Melinda Streets

... TORONTO

Telephone 689.
Cable "LeVesconte" Toronto.

E. T. WRIGHT & CO.,

Mfrs., Hamilton, Ont.

Retinned Dairy Pails.

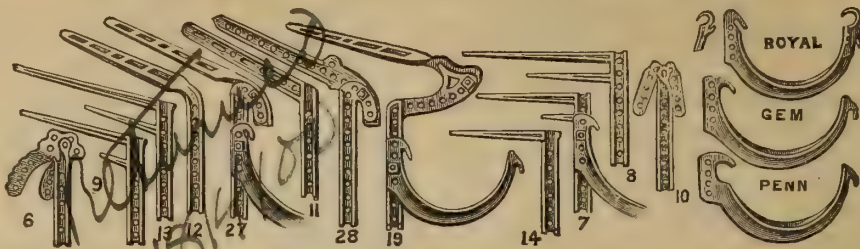


Milk Can Trimmings.

**"JARDINE"****TIRE UPSETTERS
WILL UPSET TIRES**

Some machines sold as Upsetters will not.
Perhaps you make as much money on the
sale of a useless Upsetter as on a good
one, but your customer does not. He
don't want a machine because it is called
an Upsetter; he wants a machine to upset
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.**HESPELER, ONT.****BERGER'S GUTTER HANGERS**

The very best made. Strong and easy to put up and adjust. By proper selection of the shank the requirements for
any style eave will be met. Other kinds of Hangers, Pipe Hooks and Fasteners, Gutter and Pipe, and a general line of
Tinnners' Hardware and Roofers' Supplies.

BERGER BROS. CO.,

PHILADELPHIA, U.S.A.

HARRINGTON & RICHARDSON ARMS CO.

WORCESTER, MASS., U. S. A.

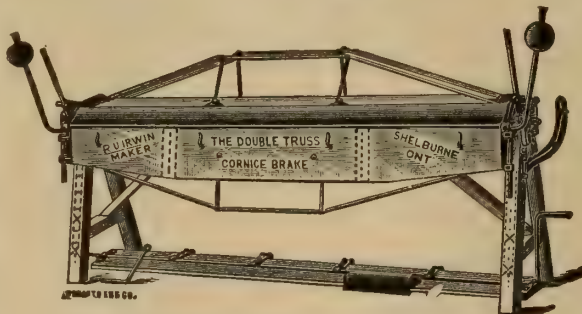
Makers of

High Grade

REVOLVERS

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and
Hardware Stores almost everywhere.



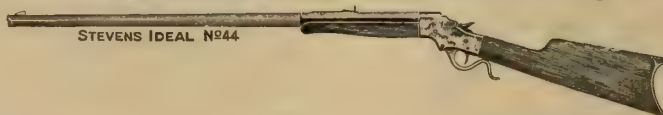
This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$50

Very handy beader attachment, \$10 extra
if required.

Send for circulars and testimonials to

The Double Truss Cornice
Brake Co. **SHELBURNE, ONT.**

STEVENS IDEAL, NO. 44

This is as reliable and
accurate a rifle as can be
constructed. Placed at a
moderate price to meet the
demand for such a rifle. It
is recommended without
qualification and fully guar-

anted. Made in the following styles:

.22 Long-Rifle R. F., 25 Stevens R. F., and .32 Long R. F. Standard length of barrel for rim-fire
cartridges, 24 inches. Weight 7½ pounds.

.25-20 Stevens C. F., .32-40 C. F., .38-55 C. F., and .44-40 (.44 W. C. F.) Standard length of barrel
for center-fire cartridges, 26 inches. Weight, 7¾ pounds.

Half-octagon barrel, oiled walnut stock and fore-arm, rifle butt, case-hardened receiver, sporting rear
and Rocky Mountain front sight.

Price, with standard length of barrel, \$13.00.

Can be obtained of any of the leading jobbers in Canada at liberal discount from this price.

Send for complete catalogue of our full line of Rifles, Pistols and Machinists' Tools.

J. Stevens Arms & Tool Co., P. O. Box 217, Chicopee Falls, Mass., U.S.A.**HUTCHISON, SHURLY & DERRETT****DOVERCOURT
TWIN MILLS.****1078 BLOOR STREET WEST
TORONTO.**

Having equipped our Factory with entirely new machinery, we are prepared
to furnish the best made goods in the market at closest prices and make
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,**Cotton and Russian Hemp Plough Lines, plain and colored.****Cotton and Linen Fish Lines, laid and braided.****Netted Hammocks, white and colored, Tennis and Fly Nets.****Skipping Ropes, Jute, Hemp and Flax Twines.**

STEEL, PEECH & TOZER, Limited

Phoenix Special Steel Works. The Ickles, near Sheffield, England.

Manufacturers of

Axles and Forgings of all descriptions, Billets and Spring Steel, Tyre, Sleigh Shoe and Machinery Steel.

Sole Agents for Canada.

JAMES HUTTON & CO., - MONTREAL

Central Fire Cartridges, pistol sizes, Dom 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 per cent. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p.c.
Brass shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.
Best thick white felt wadding, in 1/4-lb bags, 1 00
Best thick brown or grey felt wads, in 1/4-lb. bags, 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25
Thin card wads, in boxes of 1,000 each, 8 gauge, 0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 60
9 and 11 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.
Discount, 20 per cent.
Anvils.
Per lb., 10 0 12 1/2
Anvil and Vise combined, 4 50
Wilkinson & Co.'s Anvils, lb., 0 09
Wilkinson & Co.'s Vices, lb., 0 09 1/2

Augers.
Gilmour's, discount 50 and 10 p.c. off list.
Axes.
Chopping Axes—
Single bit, per doz. 5 50 10 00
Double bit, 12 00 18 00
Bench Axes, 40 and 15 p.c.
Broad Axes, 33 1/2 per cent.
Hunters' Axes, 5 50 6 00
Boy's Axes, 5 75 6 75
Splitting Axes, 6 50 12 00
Handled Axes, 7 00 10 00

Axle Grease.
Per gross, 5 50 6 00
Bath Tubs.
Zinc, 3 90 4 00
Copper, discount 40 and 10 p.c. off revised list
Steel clad, discount 20 per cent. Boxing extra.
Anti-Friction Metal.
Tandem "A", per lb., 0 23
"B", 0 19
"C", 0 11 1/2
Magnolia Anti-Friction Metal, per lb., 0 25
F. O. B. New York or Chicago.

Bells.
Hand.
Brass, 60 per cent.
Nickel, 55 per cent.
Door.
Gongs, Sargent's, 5 50 8 00
Peterboro', discount 27 1/2 per cent.
Cow.
American make, discount 66 1/2 per cent.
Canadian, discount 45 and 50 per cent.
Farm.
American, each, 1 25 3 00
House.
American, per lb., 0 35 0 40
Bellows.
Hand, per doz., 3 35 4 75
Moulders', per doz., 7 50 10 00
Blacksmiths', discount 40 per cent.

Belting.
Extra, 50 per cent.
Standard, 50 and 10 to 50, 10 and 5 per cent.
Agricultural, 60 and 10 p.c.
Bits.
Auger.
Gilmour's, discount 50 and 10 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.
Car.
Gilmour's, 47 1/2 to 50 per cent.
Expansive.
Clark's, 40 per cent.

Blind and Bed Staples.
All sizes, per lb., 0 07 1/2 0 12
Bolts and Nuts. Per cent.
Norway Bolts, full square, 65
Common Carriage Bolts, all sizes, 50
full square, 65
Machine Bolts, all sizes, 52 1/2
Coach Screws, 65
Sleigh Shoe Bolts, 70
Blank Bolts, 52 1/2
Bolt Ends, 62 1/2
Nuts, square, 70
Nuts, hexagon, 3 1/2 c.
Tapping Nuts, 40
Tire Bolts, 60
Stove Bolts, 60 and 10
Stove rods, per lb., 5 1/2 to 60.
Plough Bolts, 50
Boot Calks.
Small and medium, ball, per M., 4 25
Small heel, per M., 4 50

Bright Wire Goods.
Discount, 55 per cent.
Broilers.
Light, dis., 65 to 67 1/2 per cent.
Reversible, dis., 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.
Henis, No. 8, 6 00
Henis, No. 9, 7 00
Queen City, 7 50 0 00
Butchers' Cleavers.
German, per doz., 6 00 11 00
American, per doz., 12 00 20 00

Building Paper, Etc.
Plain building, per roll, 0 30
Tarred lining, per roll, 0 40
Roofing, per 100 lb., 1 60
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 80
Carpet felt, per ton, 4 00
Bull Rings.
Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.
Butts.
Brass.
Wrought Brass, net revised list.
Loose Pin, dis., 60 per cent.
Wrought Steel.
Fast Joint, dis. 60 and 10 per cent.
Loose Pin, dis. 60 and 10 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair, 0 40 0 65

Cards.
Horse, per doz., 0 60 1 00
Carpet Sweepers.
Grand, per doz., 36 00
Grand Rapids, Nickel, per doz., 27 00
Japan, 24 00
Standard, Nickel, 23 00
Japan, 21 00
Champion, Nickel, 21 00
Japan, 19 00
Carpet Stretchers.
American, per doz., 1 00 1 50
Bullard's, per doz., 6 50
Castors.
Bed, new list, dis. 55 to 57 1/2 per cent.
Plate, dis. 52 1/2 to 57 1/2 per cent.
Cattle Leaders.
Nos. 31 and 32, per gross, 50 9 50
Cement.
Canadian Portland, 2 65 2 90
English, 3 00
Belgian, 2 70
Canadian hydraulic, 1 00 1 10
Figures are for barrel lots.

Chalk.
Carpenters, Colored, per gross, 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.
Socket, Framing and Firmer.
Broad's, dis. 60 and 5 per cent.
Warnock's, dis. 60 per cent.

Churns.
Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, \$8
p.c.; from stock in Montreal, 56 p.c.
Terms, 4 months or 3 p.c. cash in 30 days.

Cinder Sifters.
Per doz., 1 25
Clips.
Axle dis. 65 per cent.

Closets.
Plain Ontario Syphon Jet, \$8 00
Emb. Ontario Syphon Jet, 8 50
Fittings, 1 00
Plain Teutonic Syphon Washout, 4 75
Emb. Teutonic Syphon Washout, 5 25
Fittings, 1 00
Plain Richelieu, 4 75
Emb. Richelieu, 5 00
Fittings, 1 25
Closet connection, 1 25
Basins, round, 14 in., 0 65
" oval, 17 x 14 in., 1 55
" 19 x 15 in., 2 30

Compasses, Dividers, Etc.
American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.
Canadian, dis. 25 to 33 1/2 per cent.
Crosscut Saw Handles.
S. & D., No. 3, per pair, 17 1/2
" 5, 22 1/2
" 6, 15
Boynton pattern, 20

Dies.
Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. per cent.

Door Springs.
Torrey's Rod, per doz., (15 p.c.) 2 00
Coil, per doz., 0 85 1 60
English, per doz., 2 00 4 00

Draw Knives.
Broad's, dis. 60 to 60 and 7 1/2 per cent.
Warnock's, dis. 60 to 60 and 7 1/2 per cent.

Drills.
Hand and Breast.
Miller's Falls, per doz. net list.
DRILL BITS.
Morse, dis., 37 1/2 to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS. (Stovepipe.)
No. 1, per doz., 1 80
No. 2, per doz., 1 60
Bright, 20c. per doz. extra.

ESCUTCHEONS.
Discount, 27 1/2 per cent.
ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.
FILES.
Globe File Mfg. Co.'s dis., files, 60 and 10 to 70 per cent.

Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60, 10, 10.
Nicholson File Co., 50 and 10 to 60 per cent.
Jowitt's, English list, 25 to 27 1/2 per cent.
Mechanics' Star & File Mfg. Co. Discount 60 and 10 to 70 per cent.

FORKS.
Hay, manure, etc., dis., 50 and 10 per cent. revised list.
FRUIT PRESSES.
Henis', per doz., 3 25 3 50
Shepard's Queen City, dis. 15 per cent.

GAUGES.
Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33, each, 1 65 2 40

GLASS—Window—Box Price.
Star D. Diamond
Size Per Per Per
United 50 ft. 100 ft. 50 ft. 100 ft
Inches.
Under 26, 2 10 4 00 3 50 6 00
26 to 40, 2 30 4 35 3 75 6 65
41 to 50, 4 75 7 25
51 to 60, 5 00 8 50
61 to 70, 5 35 9 25
71 to 80, 5 75 10 50
81 to 85, 6 50 11 75
86 to 90, 7 25 14 00
91 to 95, 15 50
96 to 100, 18 00
101 to 105, 21 00
106 to 110, 24 00
111 to 115, 28 00
16 x 16 10 per cent. off.

HALTERS.
Rope, 3/8 per gross, 9 00
" 1/2 to 3/4, 14 00
Leather, 1 in., per doz., 3 87 1/2 4 00
" 1 1/4 in., 5 15 5 20
Web, per doz., 1 87 2 45

HAMMERS.
Nail
Maydole's, dis. 5 to 10 per cent. Can. dis. 25 to 27 1/2 per cent.

Tack.
Magnetic, per doz., 1 10 1 20
Sledge.
Canadian, per lb., 0 07 1/2 0 08 1/2

Ball Peen.
English and Can., per lb., 0 22 0 25

HANDLES.
Axe, per doz., net, 1 50 2 00
Store door, per doz., 1 00 1 50
Chest, per doz. pair, 0 40 2 50

Fork.
C. & B., dis. 40 per cent. rev. list.
Hoe.
C. & B., dis. 40 per cent. rev. list.
Saw.
American, per doz., 1 00 1 25
Plane.
American, per gross, 3 15 3 75
Hammer and Hatchet.
Canadian, 40 per cent.

Cross-Cut Saws.
Canadian, per pair, 0 13 1/2 doz. pairs

HANGERS.
Steel barn door, 5 85 6 00
Stearns, 4 inch, 5 00
5 inch, 6 50
Lane's covered—
No. 11, 5-ft. run, 8 40
No. 11 1/2, 10-ft. run, 10 80
No. 12, 10-ft. run, 12 60
No. 14, 15-ft. run, 21 00
Lane's O.N.T. track, per foot, 4 1/2

HARVEST TOOLS.
Discount, 50 and 10 per cent.

HATCHETS.
Canadian, dis. 40 to 42 1/2 per cent.

HINGES.
Blind, Parker's, dis. 50 and 10 to 60 per cent.
Heavy T and strap, 4-in., per lb., 0 08
" 5-in., " 0 05 1/2
" 6-in., " 0 05 1/2
" 8-in., " 0 05 1/2
" 10-in., " 0 05

Light T and strap, dis. 60 and 10 per cent.
Screw hook and hinge—
6 to 12 in., per 100 lbs., 4 50
14 in. up, per 100 lbs., 8 50
Per gro. pair
Spring, 12 00

HOES.
Garden, Mortar, etc., dis. 50 and 10 p.c.
Planter, per doz., 4 00 4 50

HOLLOW WARE.
Discount, 45 and 5 per cent.

THOS. FIRTH & SONS, Limited, SHEFFIELD

Tool Steel and Rock Drill Steel

The Standard for past 50 years
in Canada and United States.

ALWAYS CARRIED IN STOCK.



H. W. DECOURTENAY & Co.

Sole Agents for Canada.

476 St. Paul St., MONTREAL.

Always Specify this BRAND When Ordering.

HOOKS. Cast Iron. Bird Cage, per doz. 0 50 1 10 Clothes Line, per doz. 0 27 0 63 Harness, per doz. 0 72 0 88 Hat and Coat, per gross. 1 00 3 00 Chandelier, per doz. 0 50 1 00 Wrought Iron. Wrought Hooks and Staples, Can., dis. 47 1/2 per cent. Wire. Hat and Coat, discount 45 per cent. Belt, per 1,000. 0 60 0 70 Screw, bright, dis. 55 per cent. HORSE NAILS. "C" brand 50 p.c. dis. } Oval head. "M" brand 50 p.c. } Acadian, countersunk head and oval top, 50 and 10 per cent. HORSESHOES. F.O.B. Toronto No. 2 No. 1. Iron Shoes. and larger. smaller Light, medium, and heavy. 4 05 4 30 Snow shoes. 4 30 4 55 Steel Shoes. Light. 4 35 4 60 Featherweight (all sizes). 5 60 5 60 Toe weight steel shoes. 6 70 JAPANNED WARE. Discount, 45 and 5 per cent. off list, June, 1899. ICE PICKS. Star, per doz. 3 00 3 25 KETTLES. Brass spun, 7 1/2 p.c. dis. off new list. Copper, per lb. 0 30 0 50 American, 60 and 10 to 65 and 5 p.c. KEYS. Lock, Can., dis. 27 1/2 p.c. Cabinet, trunk, and padlock, Am. per gross. 60 KNOBS. Door, japanned and N.P., per doz. 1 50 2 50 Bronze, Berlin, per doz. 2 75 3 25 Bronze Genuine, per doz. 6 00 9 00 Shutter, porcelain, F. & L. screw, per gross. 1 30 4 00 White door knobs—per doz. 1 25 HAY KNIVES. Discount, 50 and 10 per cent. LANTERNS. Cold Blast, per doz. 7 50 No. 3 "Wright's" 8 50 Ordinary, with O burner 4 25 Dashboard, cold blast 9 50 No. 0. 6 00 Japanning, 50c. per doz. extra. LAWN MOWERS. Woodyatt & Star, discount 40 p.c. LEMON SQUEEZERS. Porcelain lined, 2 20 5 60 Galvanized 1 87 3 85 King, wood. 2 75 2 90 King, glass. 4 00 4 50 All glass. 1 20 1 30 LINES. Fish, per gross. 1 05 2 50 Chalk " 1 90 7 40 LOCKS. Canadian, dis. 27 1/2 p.c. Russell & Erwin, per doz. 3 05 3 25 Cabinet. Eagle, dis. 30 p.c. Padlock. 50 6 00 English and Am., per doz. 1 00 2 40 Scandinavian. Eagle, dis. 15 to 17 1/2 p.c. MACHINE SCREWS. Iron and Brass. Flat head, discount 25 p.c. Round Head, discount 20 p.c. MALLETS. Tinsmith's, per doz. 1 25 1 50 Carpenter's, hickory, per doz. 1 25 3 75 Lignum Vitae, per doz. 3 85 5 00 Caulking, each. 60 2 00 MATTOCKS. Canadian, per doz. 8 50 100			MEAT CUTTERS. American, dis. 25 to 30 p.c. German, 15 per cent. MILK CAN TRIMMINGS. Discount, 25 per cent. NAILS. Quotations are: 2d. and 3d. \$3 85 \$4 50 3d. 3 50 4 15 4 and 5d. 3 25 4 00 6 and 7d. 3 15 3 85 8 and 9d. 3 00 3 65 10 and 12d. 2 95 3 60 16 and 20d. 2 90 3 55 30, 40, 50 and 60d. (base). 2 85 3 50 Steel Cut Nails 10c. extra. NAIL PULLERS. German and American. 1 85 3 50 NAIL SETS. Square, round, and octagon, per gross. 3 38 4 00 Diamond. 12 00 15 00 NETTING. Poultry, 45 per cent. for McMullen's. OIL. Canada refined (Toronto) 0 13 1/2 Sarnia Water White 0 15 Pratt's Astral. 0 18 Sarnia, Prime White. 0 14 American w. w. 0 16 1/2 OILERS. McClary's Model galvan. oil can, with pump, 5 gal., per doz. 0 00 10 00 Zinc and tin, dis. 50, 50 and 10. Copper, per doz. 1 25 3 50 Brass, 1 50 3 50 Malleable, dis. 25 per cent. PAIS. Galvanized pails, discount 45 per cent. Galvanized flaring pails, discount 45 per cent. Galvanized washtubs, discount 45 per cent. PIECED WARE. Discount 40 per cent. off list, June, 1899. PICKS. Per doz. 6 00 9 00 PICTURE NAILS. Porcelain head, per gross. 1 50 3 00 Brass head, 0 40 1 00 PLANES. Wood, bench, Canadian dis. 55 per cent. American dis. 55. Wood, fancy Canadian or American, 37 1/2 to 40 per cent. Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c. Miscellaneous, dis. 25 to 27 1/2 per cent. Bailey's Victor, 25 per cent. PLANE IRONS. English, per doz. 2 00 5 00 PLIERS AND NIPPERS. Button's Genuine, per doz pairs, dis. 37 1/2 40 p.c. Button's Imitation, per doz. 5 00 9 00 German, per doz. 0 60 2 60 PRESSED SPIKES. Discount, 20 per cent. PULLEYS. Hothouse, per doz. 0 55 1 00 Axle 0 22 0 33 Screw 0 27 1 00 Awning. 0 35 2 50 PUMPS. Canadian cistern. 1 40 2 25 Canadian pitcher spout. 1 15 2 00 PUNCHES. Saddlers, per doz. 1 00 1 85 Conductors. 9 00 15 00 Tinner's solid, per set. 0 00 0 72 hollow, per inch. 0 00 1 00 RANGE BOILERS. Galvanized, 30 gallons. 6 75 " 35 " 7 75 " 40 " 9 00 Copper, 30 " 22 00 " 35 " 26 00 " 40 " 30 00 Discount off Copper Boilers 10 per cent. RAKES. Cast steel and malleable Canadian, list dis. 50 and 10 p.c. revised list. Wood, 25 per cent.			RASPS AND HORSE RASPS. New Nicholson horse rasp, discount 60 p.c. Globe File Co.'s rasps, 60 and 10 to 70 p.c. Heller's Horse rasps, 50 to 50 and 5 p.c. RAZORS. Geo. Butler & Co.'s, 8 00 18 00 Baker's 7 50 11 00 Wade & Butler's 3 60 10 00 Theile & Quack's 7 00 12 00 Elliot's 4 00 18 00 REAPING HOOKS. Discount, 50 and 10 per cent. REGISTERS. Discount, 60 per cent RIVETS AND BURS. Carriage, Section, Wagon Box Rivets, etc. (Steel), 45 p.c. Black M. Rivets (Steel), 45 p.c. Black and Tinned Rivets, 45 p.c. Extras on Iron Rivets in 1-lb. cartons, 1/2 c. per lb. Extras on Iron Rivets in 1/2-lb. cartons, 1 c. per lb. Copper Rivets & Burrs, 35 p.c. dis., and cartons, 1 c. per lb. extra, net. Extras on Tinned or Coppered Rivets in 1/2-lb. cartons, 1 c. per lb. Burrs, iron or steel, 40 per cent. Terms, 4 mos. or 3 per cent. cash 30 days. RIVET SETS. Canadian, dis. 35 37 1/2 per cent. ROPE, ETC. Manila. 7-16 in. and larger, per lb. 12 1/2 1/2 in. 13 1/4 and 5-16 in. 13 1/2 Cotton Russia Deep Sea 14 Jute 15 1/2 Lath Yarn 9 New Zealand Rope. 10 1/2 RULES. Boxwood, dis. 75 and 10 p.c. Ivory, dis. 37 1/2 to 40 p.c. SAD IRONS. Mrs. Potts, plain, polished. 0 95 " nickle-plated. 1 05 SAND AND EMERY PAPER. Dominion Flint Paper, 47 1/2 per cent. B & A. sand, 40 and 2 1/2 per cent. Emery, 40 per cent. SAP SPOUTS. Bronzed iron with hooks, per doz. 9 50 SAWS. Hand, Diaston's, dis. 12 1/2 p.c. S. & D., 40 per cent. Crosscut, Diaston's, per ft. 0 35 0 55 S. & D., dis. 35 p.c. on Nos. 2 and 3. Hack, complete, each. 0 75 2 75 " frame only. 0 75 SASH WEIGHTS. Sectional, per 100 lbs. 3 25 Solid, 1 50 SASH CORD. Per lb. 0 23 0 30 SAW SETS. "Lincoln," per doz. 6 50 SCALES. Gurney Scales, 45 p.c. B. S. & M. Scales, 45 p.c. Champion, 55 per cent. Fairbanks Standard, 35 p.c. " Dominion, 55 p.c. " Richelieu, 55 p.c. Chatillon Spring Balances, 10 p.c. SCREW DRIVERS. Sargent's, per doz. 0 65 1 00 SCREWS. Wood, F. H., iron, and steel, 80 p.c. Wood E. H., " dis. 75 p.c. " F. H., brass, dis. 75 p.c. Wood, R. H., " dis. 67 1/2 p.c. " F. H., bronze, dis. 67 1/2 p.c. " R. H. 62 1/2 p.c. Drive Screws, 80 per cent. Bench, wood, per doz. 3 25 4 00 " iron, 4 25 5 75 SCYTHES. Discount, per doz, net. 9 10 15 00			SCYTHE SNATHS. Canadian, dis. 45 p.c. SHEARS. Seymour's, dis. 50 and 10 p.c. Heinisch, dis. 50 and 10 p.c. Seymour or Heinisch tailor shears. 15 p.c. SHOVELS AND SPADES. Canadian, dis. 40 and 5 per cent. SINKS. Steel and galvanized, discount 45 per cent. SNAPS. Harness, German, dis. 25 p.c. Lock, Andrews' 4 50 11 50 SOLDERING IRONS. 1, 1 1/2 lb., per lb. 0 37 2 lb. or over, per lb. 0 34 SQUARES. Iron, No. 493, per doz. 2 40 2 55 " Mo. 494, 3 25 3 40 Steel, dis. 50 and 5 to 50 and 10 p.c., rev. list. Try and bevel, dis. 50 to 52 1/2 p.c. STAMPED WARE. P.ain, dis. 75 and 12 1/2 p.c. off revised list. Retinned, dis. 75 p.c. off revised list. STAPLES. Galvanized 4 00 4 25 Bright 0 00 4 00 STOCKS AND DIES. American dis. 25 p.c. STONE. Washita. 0 28 0 60 Hindostan. 0 06 0 07 " slip. 0 09 0 09 Labrador. 0 13 " Axe. 0 15 Turkey. 0 50 Arkansas. 0 00 1 50 Water-of-Ayr. 0 00 0 10 Scythe, per gross 3 50 5 00 Grind, per ton 15 00 18 00 STOVE PIPES. Nestale in crates of 25 lengths. 6 inch Per 100 lengths. 8 00 7 inch " 8 50 Stove Polish.		
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No. 4—3 dozen in case, net cash \$4 80
 No. 6—3 dozen in case, " 8 40

STEP LADDERS.
 Best grade, from 3 to 10-ft. long, per foot, 16c
 2nd grade, 3 to 10-ft., per foot, 11c.

TACKS BRADS, ETC.
 Strawberry box tacks, bulk 75
 Cheese-box tacks, blued 80 and 12 1/2
 Trunk tacks, black and tinned. 80 and 12 1/2
 Carpet tacks, blued and tinned. 75 and 10
 " (in kegs) 25
 Cut tacks, blued, in dozens only. 70 and 10
 1/4 weights 55
 Swedes, cut tacks, blued and tinned—
 In bulk 80
 In dozens 70 and 10
 Swedes, upholsterers', bulk 80 and 12 1/2
 " brush, blued & tinned, bulk. 45
 " gimps, blued tinned and
 japanned. 70 and 10
 Zinc tacks. 30
 Leather carpet tacks. 55
 Copper tacks. 50
 Copper nails. 52 1/2

Trunk nails, black	65
Trunk nails, tinned	65 and 5
Clout nails, blued and tinned	35
Chair nails	35
Cigar box nails	35
Patent brads	40
Fine finishing	40
Picture frame points	10
Lining tacks, in papers	10
" in bulk	15
" solid heads, in bulk	15
Saddle nails in papers	10
" in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	15
Zinc glazier's points	5
Double pointed tacks, dozens	85
" bulk	35

TAPE LINES.

English, ass skin, per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
steel, each	0 80	8 00

THERMOMETERS

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRANSOM LIFTERS.

Payson's per doz. 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 2 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.		
Disston's, discount 10 per cent.		
German, per doz.	4 75	6 00
Brade's	5 00	10 50
S. & D., discount 35 per cent.		

TWINES.

Bag, Russian, per lb.....	0 21	
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb.....	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55

VISES.

Hand, per doz.	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb.	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz.	6 50	13 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White discount, 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the list.
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.
Smooth Steel Wire, base, \$3.45 per 100 lb. List of extras: Nos. 2 to 5, ad-

vance 7c. per 100 lb.—Nos. 6 to 9, base—No. 10, advance 7c.—No. 11, 14c.—No. 12, 20c.—No. 13, 35c.—No. 14, 47c.—No. 15, 60c.—No. 16, 75c. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, \$2—oiling, 10c.—special hay-bailing wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net, 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 12½ per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$4.40—No. 9, \$3.47½—No. 10, \$4.55—No. 11, \$4.60—No. 12, \$3.62½—No. 13, \$3.77½—No. 14, \$5.15—No. 15, \$5.45—No. 16, \$5.65.

Clothes Line Wire, 19 gauge, per 1,000 feet. 3 30

WIRE FENCING F.O.B.

Galvanized, 4 barb, 2½ and 5 inches apart.	Toronto 3 72½
Galvanized, 2 barb, 4 and 6 inches apart.	3 72½
Galvanized, plain twist.	3 72½
Terms, 2 per cent. in 10 days.	
Ro's braid truss cable.	4 50
Barb wire is \$3.47½ f.o.b. Cleveland.	

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net. 2 60
Terms, 4 months, May 1; 3 p.c. off 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.		
Agricultural, 60 p.c.		
Coe's Genuine, dis. 20 to 25 p.c.		
Towers' Engineer, each.....	2 00	7 00
" S., per doz.....	5 80	6 00
G. & K's Pipe, per doz.....	....	3 40
Burrell's Pipe, each.....	....	3 00
Pocket, per doz.....	0 25	2 90

WRINGERS.

Leader.	per doz. \$60 00
Royal Canadian	" 58 00
Royal American	" 50 00
Discount, 45 per cent.: terms 4 months, or p.c. 30 days. Prices are f.o.b. London Hamilton Toronto, Brockville or Montreal.	

WROUGHT IRON WASHERS.

Canadian make, discount, 25 per cent.

KNOX HENRY, Heavy Hardware and Metal Broker

Room 220½ Board of Trade, MONTREAL.

SPECIALTIES—C Brand Horse Nails—Canada Horse Nail Co.

BOLTS—Tire and Stove Rivets of all kinds—Chalcraft Screw Co.

BRASS GOODS—Gunn Castor Co., Limited, Birmingham, Eng.

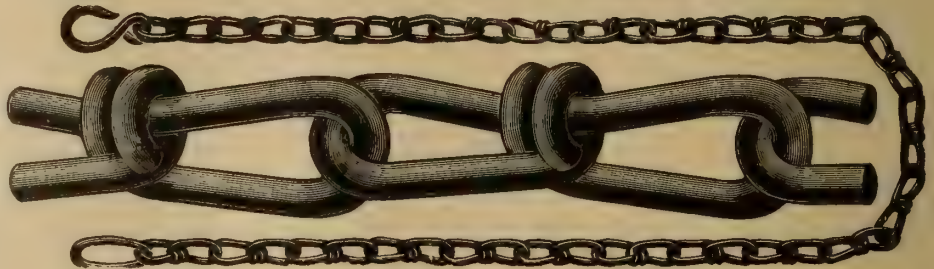
CHAMPION EVAPORATOR

For MAPLE SYRUP and SUGAR.
Catalogue Free.

THE G. H. GRIMM MFG. CO.,

84 Wellington St., Montreal.

IMPROVED STEEL WIRE TRACE CHAINS.



Every chain guaranteed. Most profitable and satisfactory chain to handle.

The B. GREENING WIRE CO., Limited
Hamilton, Ont., and Montreal, Que.

THE

Abbott-Mitchell Iron and Steel Company

OF ONTARIO, LIMITED.

Manufacturers of . . .

*Bar Iron and Steel
Nails, Spikes
Horse Shoes . .
Bolts, Washers, etc.*

**BELLEVILLE,
ONTARIO.**

FOR SALE.

A NEW MARLIN RIFLE

Never been used. Just the Rifle for practice.
Price \$30. Will take \$20.

19 Board of Trade, Montreal

Lockerby & McComb

AGENTS IN CANADA

FOR THE

Celebrated P. & B.

Cold Storage Lining

AND

.. Ruberoid Roofing ..

P. S.--Prices on Application.

65 Shannon Street, MONTREAL.

STAR HACK SAWS BUTCHER SAWS BRACKET SAWS

THE STAR HACK SAW

Has a file temper, and one 5-cent blade will do more work than \$1 worth of files. It will cut off an inch square bar of steel 100 times without filing.

THE STAR BUTCHER SAW

Will cut four times as long without filing as any other kind in use. It will cut off a half-inch rod of iron 30 times.

THE STAR BRACKET SAW

Is taking the place of all other kinds.

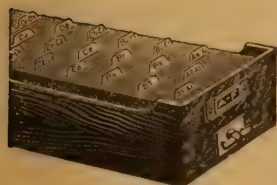
None of these Star Saws are to be filed, as the price is less than the cost of filing. They are taking the place of all other saws as fast as they become known.

For Sale by Most Hardware Dealers

We also make a Power Hack Saw which may be found in most machine shops and iron working establishments, and should be found in all.

MILLERS FALLS CO. 28 Warren Street
NEW YORK

Know Your Customers



Their addresses, buyers' names, ratings and references, how they pay, what they deal in, etc. No man can afford to clutter up his mind with the details of his business which could easily be preserved in a permanent form, which you can obtain by using one of Archbald's special outfits.

\$2.25

Shipped on approval. If not satisfactory, return it at my expense.

New 1900 Catalogue for the Asking.

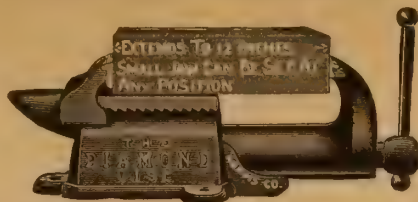
The Canadian Typewriter Exchange

45 Adelaide St. East, Toronto.

Branches: Ottawa, Hamilton.

DIAMOND VISE AND DRILLING ATTACHMENT

U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95.

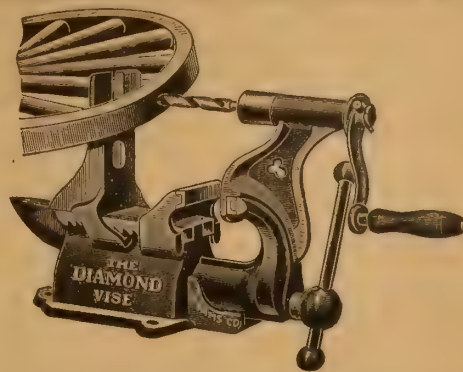


JAWS are faced with steel $\frac{3}{4}$ inch wide, 4 inches long, firmly fastened to jaw, checked and hardened. VISE weighs 33 pounds. DRILL weighs 13 pounds. For Sale by Jobbers of Hardware.

Made by—

The Adams Company, Dubuque, Iowa, U.S.A.

Made by A. R. Woodyatt & Co., Guelph, Ont.



CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

ESTABLISHED 1849.

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices throughout the civilized world.

Executive Offices: 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Special terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

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Toronto Office: Cor. Melinda and Jordan Sts.

Hamilton Office: No. 39 James Street South.

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Winnipeg Office: No. 398 Main Street.

Vancouver Office: Cor. Hastings and Hamilton Sts.

Victoria Office: Board of Trade Building.

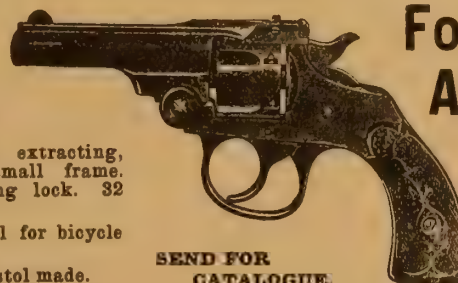
THOS. C. IRVING, Gen.-Mgr., Western Canada, Toronto, Ont.

PERFECTION AUTOMATIC REVOLVER.

NEW Automatic shell extracting, double action, small frame. Weighs 12 oz. Rebounding lock. 32 caliber. 5 shot.

Made with shorter barrel for bicycle gun.

The most perfect small pistol made.



Forehand Arms Co.

Manufacturers of the

Forehand Guns

Worcester, Mass.

SEND FOR CATALOGUE.



Dominion Pattern Cow Tie AND Stall Fixture

The special features of the tie and stall fixture are well shown in the illustration. As will be noticed the chain is very short which prevents all danger of entanglement with the animal's foot. At the same time the form of the fixture is such that great freedom is allowed to the head. Because of the short chain this tie is much cheaper than the ordinary patterns.

The stall fixture is made from a tough quality of steel and is very strong. Also, owing to its circular cross-section, it is exceedingly rigid. Its simplicity, convenience, cheapness, and ease of attaching make it very popular with cow tie users.

This form of tie and stall fixture are sometimes called Niagara pattern.

American or Flat Link Chain,

for years the standard cow tie chain in "the States," is now rapidly coming in favor in Canada. Its short link, handsome appearance and smooth surface—which cannot injure the animal's neck—make it superior to all other styles of chain for cow ties.

For sale by all Jobbers; manufactured by

ONEIDA COMMUNITY, Limited, NIAGARA FALLS, ONT.

Est. 1868

Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals

TRADE MARK



Awarded
By **JURORS** at
International Expositions
Special Prize

Gold Medal at Atlanta, 1895

TRADE MARK



HAVE YOU TRIED IT?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM

HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE GUTTA PERCHA AND RUBBER MFG. CO.

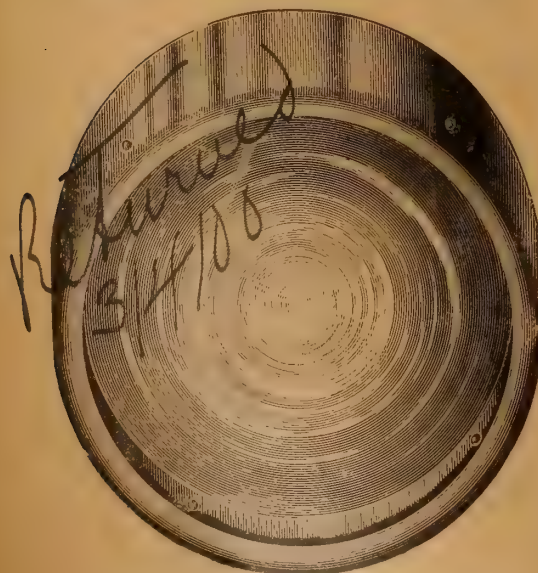
OF TORONTO, LIMITED.

61-63 FRONT ST. WEST, TORONTO.

ESTABLISHED 1860.

DAVIDSON'S

Patent Milk Can Bottoms.



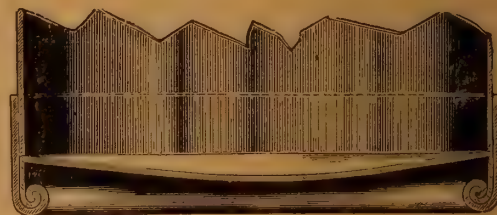
All our Broad Hoop Milk Cans and Trimmings
are made with our

PATENT BOTTOM.

Why you should buy

OUR

Milk Can Trimmings



The above cut demonstrates more clearly than
words why everybody wants the

DAVIDSON PATENT MILK CAN BOTTOMS.

BECAUSE

Our Patent BROAD HOOP bottom has all the advantages of three piece bottom, but is practically one piece. The rim of Patent Bottom is turned in over edge bottom proper, making smooth, uniform edge that will not tear floors of factories or waggons.

Hoops are all made 14-gauge and joined LONG way, thereby avoiding any possibility of splitting.

Sufficient space is left between bottom proper and rim to allow body of can to be inserted 3/4 of an inch, making permanent joint

Bottoms are thus sweated in with half the solder.

Bottoms are concave, draining to the centre, therefore are easier to wash out.

They will not corrode like those which drain to the side.

Top bands are "SHOULDERED" and have cut out at joint, making neater and cleaner job in half time than with old style hoop.

All bands have retinned edges.

For durability, finish and economy in making up our Trimmings are unequalled.

PATENTED FEB. 9th, 1894

And has been growing in popularity ever since its introduction.

THE THOS. DAVIDSON MFG. CO., Limited, MONTREAL.

BEST ANTI-FRICTION
COMPOSITION
Langwell's Babbitt. Montreal.

CANADIAN

HARDWARE

AND METAL
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO, MARCH 10, 1900.

NO. 10

TO ----

MILL OWNERS, CONTRACTORS, AND ALL
USERS OF MACHINERY.

We are prepared to furnish at closest prices all lines of first-class equipment required in factories, mills, electric and power plants, etc., etc. Send plans and specifications for quotations, giving date of delivery required.

Will accept agencies from manufacturers for sale of first-class machinery in foreign countries.

American Machinery & Trading Company

Head Office: Bowling Green Bldg., NEW YORK.

Branches: Chicago, Boston, Pittsburgh, Cleveland, Philadelphia, Atlanta, St. Louis, San Francisco, Montreal.
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JOHN LYSAGHT, LIMITED

BRISTOL AND MONTREAL

—Makers of—

"Queen's Head"
Galvanized Iron

A. C. LESLIE & CO., Board of Trade Bldg., MONTREAL.
Managers for Canada.

**In
One
Minute**

A minute is all it takes for the free circulation of hot water or steam in the Safford Patent Radiator—there is no waste of time or fuel. When you save time you save money, and, too, when you *save fuel* you save money. Double economy when you use the

Safford Radiators
For Hot Water and Steam Heating

Dealers who recommend the "Safford" will gain the good-will of their customers and that is worth having in business.

Without bolts, rods, or packing at a single pipe connection—absolutely unbreakable, because it has *screw-threaded nipple connections at the joints.*

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The Dominion Radiator Company, Limited
Toronto, Ont.

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Write for Quotations.
We have a Large Consignment
and can give Exceptionally Low Prices.

COUPLINGS, WASHERS, NOZZLES,
HOSE REELS, Etc.

GARDEN
COTTON
HYDRANT
STEAM

HOSE

RICE LEWIS & SON ... LIMITED
TORONTO.

CORDAGE . .

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope	Tarred Hemp Rope	Lathyrn	Spun yarn
Sisal Rope	White Hemp Rope	Shingle yarn	Pulp Cord
Jute Rope	Bolt Rope	Bale Rope	Lobster Marlin
Russian Rope	Hide Rope	Lariat Rope	Paper Cord
Marline	Halyards	Hemp Packing	Cheese Cord
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Hambroline	Ratline	Jute Packing	Fish Cord
Clotheslines	Plow Lines	Drilling Cables and	Sand Lines

"FIRMUS" Transmission Rope from the finest quality Manila hemp obtainable.
Orders will not be accepted for second quality or "mixed" goods.

CONSUMERS CORDAGE COMPANY, Limited

Toronto Branch. 27 FRONT ST. WEST.

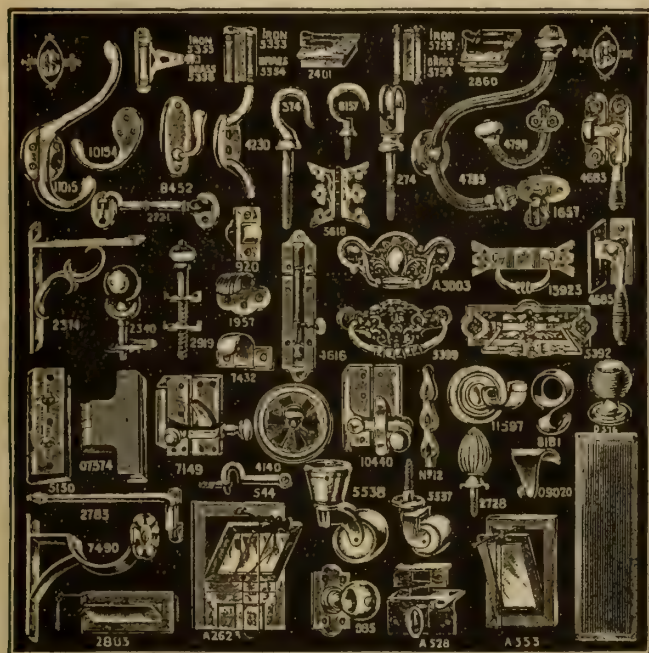
TEL. 94.

Wm. B. Stewart, Agent.

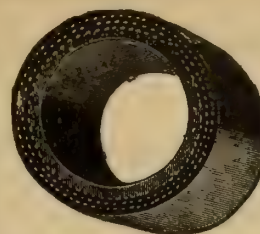
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James Cartland & Son

Manufacturers of every description of **Limited**
CABINET, BUILDERS', FURNISHING AND NAVAL BRASSFOUNDRY
BIRMINGHAM, ENGLAND.



London Showrooms: 57 Holborn Viaduct, E.C.



Hose made with Seamless
Tube.
No seam to open.

A GARDEN HOSE TALK.

The public demand Garden Hose that will stand high pressures suddenly applied, and exposure to all weathers.

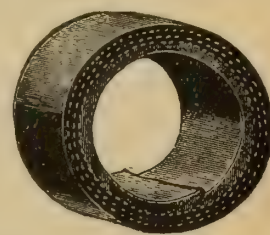
To satisfy these demands, strong duck well protected both inside and out is required.

Weights of duck differ with price of hose. The heavier the duck—all other things being equal—the stronger the hose. We aim to have our cheap-est hose stand city pressure.

The inner tube of all qualities of our hose is made by our **PATENT SEAMLESS PROCESS**. With a seamless tube, drawn as is lead pipe, the entire inner circumference is equally strong. There is not a seam for the water to find its way through and thus reach the duck, and eventually cause a leak or leaks.

The cover of our Garden Hose is made to withstand the action of sun, wind, and water.

Our **PATENT SEAMLESS TUBE GARDEN HOSE** is strong and will withstand the action of water from within and weather from without, therefore it is reliable, and it will pay you to handle it. **No returns, No unpleasantness with customers.**



**THE CANADIAN
RUBBER CO.**

MONTREAL. TORONTO. WINNIPEG.

Hose with lapped or butted
seam.
Liable to open where joined.

"YANKEE" TOOLS

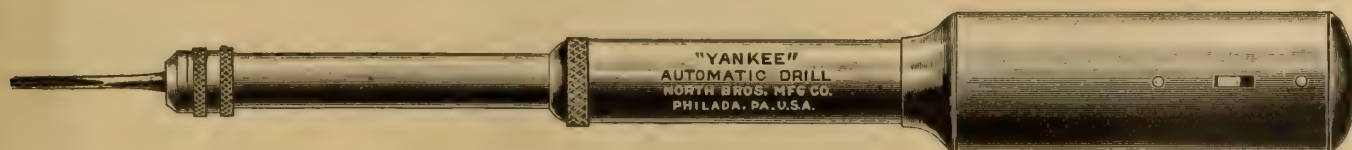
are sold by Leading Jobbers
throughout the Dominion.



No. 10 RATCHET SCREW DRIVER, 2, 3, 4, 5, 6, 8, 10, 12 inch.



No. 30 SPIRAL-RATCHET SCREW DRIVER.



No 40 AUTOMATIC DRILL.

FREE A handsome lithographed and embossed Sign in colors, on tin, to dealers handling these tools. Separate sign for each tool. Write at once which sign is wanted and it will be mailed post paid.

SEND FOR "YANKEE" TOOL BOOK.

North Bros. Mfg. Co.
Philadelphia, Pa., U.S.A.

The . . .

Watson, Foster Co.

LIMITED

Every grade of
Wall Papers

FASTER AND BETTER EQUIPPED WALL PAPER
FACTORY "THAN HAS BEEN."

— MONTREAL, QUE.



AN IMPORTANT ? FOR 1900.

Have you seen our **NEW WALL PAPERS** for Spring Trade? If not, ask for our Special Circulating Sample Books by Post or Express (prepaid).

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Book No. 1	Ungrounded Papers and Flats
Nos. 2 & 3	Flats (cheap)
No. 4	Flats and Glits (cheap)
No. 5	Plain and Embossed Glits
No. 6	Plain Glits and Flats
No. 7	Better Plain and Embossed Glits.
No. 8	Wide Flats
No. 9	Wide Glits
No. 10	Ingrains (in combinations)

N.B.—These books cost you nothing, but are invaluable for selecting or sorting up your stock.

McLaskill, Dougall & Co
Fine Varnish & Japan
Manufacturers
Montreal
Price Lists on application

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of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

505 Board of Trade Bldg., MONTREAL, QUE.
 Telephone Main 1255.

26 Front St. West, Toronto. Telephone 2148.



Leader Churns are supplied with Angle Steel or Wood Frames, as may be desired. All have Bicycle Ball Bearings of a superior kind—four different styles—with double levers or cranks. Patent Internal Breakers with all Lever Churns.

Practical tests by experts demonstrate that Internal Breakers bring results, both as to quality and quantity, not otherwise obtainable, and also reduce the time required for the operation almost one-half.

Sold at the same price as other makes.

THE DOWSWELL MANUFACTURING CO., Limited., HAMILTON.

Eastern Agents:

W. L. HALDIMAND & SON,
 Montreal, Que.



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for renewal of part of Burlington Channel south pier," will be received at this office until Thursday, 29th March, 1900, for the re-construction of the superstructure of the Burlington Channel south pier, in Hamilton Bay, County of Wentworth, Ontario, according to a plan and a specification to be seen at the office of H. A. Gray, Esq., Engineer in charge harbour works, Ontario, Confederation Life Building, Toronto; on application to the Postmaster at Hamilton, Ont., and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of tenderers.

An accepted bank cheque, payable to the order of the Minister of Public Works, for fifteen hundred dollars (\$1,500), must accompany each tender. The cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,

JOS. R. ROY,

Acting Secretary.

Department of Public Works,
 Ottawa, March 3rd, 1900.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (11)



BINDER TWINE FOR SALE.

SEALED TENDERS addressed "The Warden of the Penitentiary, Kingston, Ontario," and endorsed "Tender for Twine," will be received until the 20th of March next, inclusive, for the twine on hand and unsold at that date, together with the output of the Penitentiary factory between that date and the 31st July next.

The twine will be delivered f.o.b. cars, Kingston, in quantities to suit the purchaser. Terms, cash on delivery. Particulars as to quality, grades, etc., may be obtained by inspection at the Penitentiary warehouse. Each tender must be accompanied by an accepted cheque for \$2,000, which will be returned to unsuccessful tenderers.

Tenders for fifty ton lots will be received also if accompanied by an accepted cheque for \$500, on the terms before mentioned.

Orders from farmers in pursuance of the advertisement dated January 2nd will be received and filled until the 20th of March, instead of the 1st of March, as stipulated in the former advertisement.

J. M. PLATT,

Warden.

Kingston, 26th February, 1900.

(11)

A Hint From You

One word from you about "Alabastine" to any house owner will save that house owner money—on his wall coverings. This is absolutely proved by thousands of people right here in Canada—you needn't take our word for it. "A hint from you" is all that's needed in nine cases out of ten—the tenth man's trade probably isn't worth having.

Church's Alabastine is the only permanent and sanitary Water Color Wall Covering known to science. Easy to apply, cold water is all that is needed to make it ready for use. Won't decay, rub off or peel. 16 beautiful tints and white.

Church's Alabastine.

The Alabastine Co., Limited, Paris, Ont.

Trade in the North—**G. F. Stephens & Co., Winnipeg, Man.**
 west supplied by **Vancouver Hardware Co., Vancouver, B.C.**

The "DAISY" Barrel Churn

SPECIAL FEATURES FOR SEASON OF 1900.



Angle Steel Stand, with extra patented centre brace.

Patented Double Levers or Bow.

Wheels on the feet.

Hardened and Polished Steel Ball-Bearings.

Patent cover and drip tube.

SIZES—Nos. 0, 1, 2, 3, 4 and 5.

The Barrels are made of the best imported White Oak Staves, and will last many years.

Manufactured only by

The WORTMAN & WARD MFG. CO., Limited

Head Office:
LONDON, ONT.

Eastern Branch:
60 McGill St., MONTREAL.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly
attended to, by

The Roberts Advertising Agency,
WINNIPEG, CANADA.

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

Hardwood CHARCOAL in Bulk or Sacks.

WOOD ALCOHOL equalling Methylated Spirits as a solvent.

Manufactured only by...

THE STANDARD CHEMICAL CO., Limited

Factories { Fencion Falls.
Deseronto.

Gooderham Building, TORONTO

75 YEARS.

ESTABLISHED 1825.

75 YEARS.

CELEBRATED

HEINISCH

SHEARS.

Tailors' Shears,
Trimmers, Scissors,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 90 Chambers St.
NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA



Steel Frame Churn.

"MAXWELL FAVORITE CHURN"

PATENTED FEATURES: Improved Steel Stand,
Roller Bearings, and Foot and Hand Lever Drive.

LAWN MOWERS.

High and Low Wheels,
from 12-in. to 20-in.
widths. Cold Rolled
Steel Shafting, Cruci-
ble Steel Knives and Cutting Plate.

WHEELBARROWS.

In Four different sizes.

If your Wholesale House does not
offer you these articles

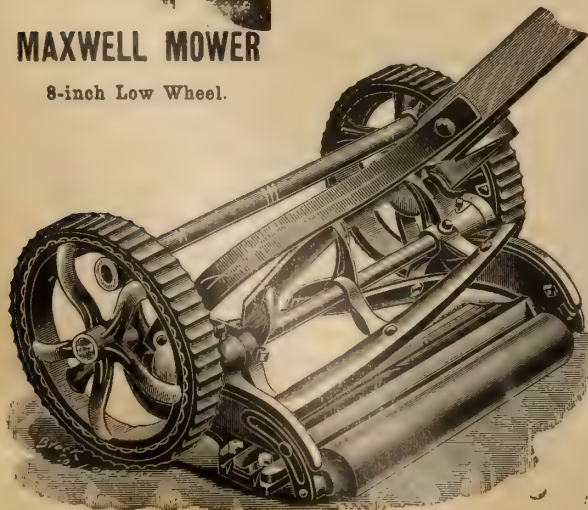
SEND DIRECT TO US.



Wood Frame Churn.

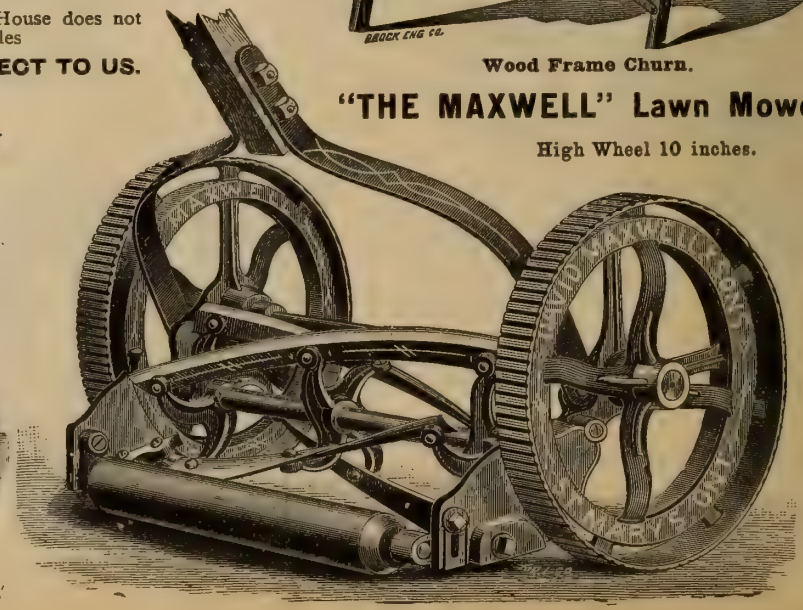
MAXWELL MOWER

8-inch Low Wheel.



"THE MAXWELL" Lawn Mower

High Wheel 10 inches.



WOOD, VALLANCE & Co., Iron Merchants.



Importers of British
and Foreign

HARDWARE

HAMILTON, ONT.,
Canada.

Branch House : George D. Wood & Co., Winnipeg, Man.
Toronto Office : 88 York Street—H. T. Eager.



WOOD, VALLANCE & CO.,
HAMILTON, ONT.

GEO. D. WOOD & CO., Iron Merchants

Importers of British and Foreign

HARDWARE.

WINNIPEG, CANADA.

EDDY'S WRAPPING PAPERS

possess a peculiar toughness
adapting them for the HARD-
WARE TRADE.

The long fibre we make
them of is responsible for this.

SEND FOR A SAMPLE ORDER
PRINTED or UNPRINTED.

The E. B. EDDY CO., Limited

Hull, Montreal, Toronto, Quebec, Hamilton, Kingston, St. John,
Halifax, Winnipeg, Victoria, Vancouver, St. John's, Nfld.

Black Sheets

STEEL and IRON.

Enquiries Solicited.

Standard sizes in stock. Special sizes quoted for import.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

30 Front St. West TORONTO.

Kemp's PATENT STEAM CEREAL COOKER

A Simple, Inexpensive Kitchen Convenience. Better than the old-styled Double Boiler.

BECAUSE

It has a larger cooking surface and consequently is more rapid, and, because it is an article of greater utility—can be used three times a day—handy for every meal.

EVERY COOKER SOLD means a satisfied customer for you, which is the best advertising medium you can have.



DON'T BE WITHOUT THIS TRADE-WINNER.

Made in DIAMOND and GRANITE STEEL Enameled Ware.

Kemp Manufacturing Co., Toronto, Can.



President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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MONTREAL - - - - Board of Trade Building,
Telephone 1255.
TORONTO - - - - 26 Front Street West,
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J. M. McKim,
MANCHESTER, ENG. - - 18 St Ann Street,
H. S. Ashburner.
WINNIPEG - - - - Western Canada Block,
J. J. Roberts.
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T. Donaghy. F. S. Millard.
Subscription Canada, \$2.00 Great Britain, \$3.00
Published every Saturday.
Cable Address { Adscript, London
{ Adscript, Canada.

BLAST FURNACES AND ROLLING MILLS.

COLLINGWOOD, Ont., may include blast furnaces and rolling mills amongst its industries before long. On Monday, Chas. Cramp, of The Wm. Cramp & Sons Ship and Engine Building Co., Philadelphia, was in Collingwood to close an agreement with the council of that town by which, on consideration of a bonus of \$115,000, the Cramp company agree to establish a blast furnace and rolling mill plant costing not less than \$1,500,000, and to employ not less than 600 men continuously for 30 years. The capacity of the plant will be 200 tons per day, and will be taken direct from the furnaces and manufactured into sheets, ingots, and structural iron. It is designed to use coke for fuel, supplemented, if necessary, by charcoal.

Canadian ores will be used. This means the opening up of the vast iron ore deposits to the north, more especially the deposits lately discovered at Michipicoten.

As shipbuilding yards now in course of

construction at Collingwood by Alex. McDougall, of West Superior, are to have a capacity of building four steel steamboats at once, and are to employ over 400 men, the establishment of smelting works and rolling mills there will mean much not only to that town, but to the iron regions of "New Ontario."

On Wednesday afternoon the agreement was ratified by the Collingwood council, and a by-law to provide for the proposed bonus received its first and second readings. This by-law will be submitted to the electors of Collingwood on May 30.

IMPORTS OF METALS INCREASING.

The British Board of Trade Returns for the first two months of 1900 show that the imports into Canada from Great Britain of unmanufactured metals are continuing to increase.

Among the increases for January and February over the corresponding months of 1899 are the following: Pig iron, £7,000; galvanized sheets, £6,000; tinplates, £33,000; cast and wrought iron, £7,000, and unwrought steel, £40,000, making a total increase of £93,000, or about \$465,000, in raw metals.

The strength of the metal market, which has given buyers of raw metals confidence, has been a factor in causing the heavy importations of the past two months.

It is often easy to sell an article by cutting the price, but it is usually a difficult way in which to make money.

PUMPS ARE DEARER.

Pumps, cistern and force, are dearer, the latest lines to follow the general tendency of an appreciation in values. The advance is from 25 to 30 per cent.

THE DUTY ON IRON PIPE.

A DEPUTATION of iron pipe manufacturers, namely, Messrs. Wm. McMaster and Bartlett McLennan, waited upon the Minister of Finance a few days ago.

The object of their mission was to urge the Government to increase the duty on iron pipe.

At present, the rate of duty ranges from 15 to 35 per cent., as is shown by the following extract from the Tariff Act:

251. Wrought iron or steel tubing, plain or galvanized, threaded and coupled or not, over two inches in diameter, n.e.s., 15 per cent. ad valorem.

252. Wrought iron or steel tubing, plain or galvanized, threaded and coupled or not, two inches or less in diameter, n.e.s., 35 per cent. ad valorem.

253. Other iron or steel pipe or tubing, plain or galvanized, riveted, corrugated or otherwise specially manufactured, n.o.p., 30 per cent. ad valorem.

The importation of iron pipe of all kinds into Canada during the fiscal year 1899 was 105,914 cwt., valued at \$105,573. Of this 98,984 cwt., valued at \$96,932, came from the United States, and 6,930 cwt., valued at \$8,641, from Great Britain.

IRON ORES FROM GREECE.

Samples of iron ore taken from deposits in Greece, not far from the city of Athens, and also from some of the adjacent islands, are being exhibited in Great Britain.

Greece is not only rich in iron ores, but tradition says that one of the earliest discoveries of iron in the world was made in that country, when the burning of the forests on Mount Ida caused the molten iron to flow down the mountain side to the astonishment of the natives. The tradition may or may not be founded on fact, but the offering of Grecian iron ore upon the British market is all the more interesting because of the tradition.

UNIFORM FREIGHT RATES THE YEAR AROUND.

THE present system of the railway companies in regard to freight rates may be all right as far as the railway companies themselves are concerned, but it is decidedly all wrong as far as the business men of the country are concerned.

We have special reference to the practice of reducing rates in the spring and increasing them in the fall.

In consequence of this practice, we have manufacturers and wholesale houses piling up goods in their warehouses, in the spring, awaiting the lower rates before shipping, and, in the fall, getting in all the goods they can before the high rates go into force. This is something akin to forcing a man to overload his stomach at breakfast because to feed at the spot where he will be at noon the cost will be relatively much higher.

But the evils attendant upon the present system do not end with the particulars already noted, for, in the haste to ship goods before the high rates go into force, and after the lower ones come into operation, congestion of traffic, and its consequent evils in return, is repeatedly caused.

Now, it seems to us that the railways, if they at all appreciated their duty, would devise ways and means of remedying these evils.

As already pointed out, there is haste on the part of shippers to send their goods forward before the high winter rates go into effect, and in the spring to wait for the lower rates to come into operation.

From this another evil arises: there is a congestion of traffic and a delay in the delivery of goods. We are experiencing it now. We experienced it last fall, and shall continue so to experience it at the advent of each of these seasons until the causes of which they are the effect are removed.

It is clear to everyone that the influence which causes the freight rates to be increased at one season and reduced at another is steamboat competition. But, granted for the sake of argument, that steamboat competition has nothing whatever to do with it, why could not the railway companies make their freight rates uniform the year around? There would certainly not then be the same hurry and scurry that is now so prevalent every spring and fall, for goods would be

shipped earlier in the one season and later in the other, thereby spreading their delivery over a greater period than at present.

Under a uniform rate the year around, traffic would, no doubt, at times become congested, but, with such a rate in vogue its possibility would obviously be much lessened.

AN INTERESTING TIN MARKET.

THERE has been another sensational advance in the ingot tin market since last week, prices having risen over £6 per ton in London, and \$2 per 100 lb. in New York, on the spot article.

Since the beginning of February, the appreciation in London has been over £18 per ton, and in New York \$5.25 per 100 lb.

Compared with the same time last year, tin is costing £46 per ton more in London, and \$11.40 per 100 lb. in New York.

It is worthy of remark, however, that the spot article in London now stands at a premium of £7 10s. the ton on future deliveries, which hardly goes to show that the same confidence in regard to values exists among consumers as in speculative circles.

London operators lately have been trying to eliminate this discrepancy by buying futures. Altogether the tin market continues highly interesting.

TIN AND TINPLATES.

THE question of tin consumption, its volume and the conditions which rule is interesting at present, when speculation in the metal is active. According to some authorities, it has fallen off in volume lately, with the exception of the supply used in the manufacture of tinplates.

Both in Great Britain and America, the demand for tinplates is active, and promises to continue so for some time, makers in both countries being sold three and four months ahead to the full capacity of their output. Accordingly, it is estimated that, in the United States alone, 2,400 tons of tin will be required by the tinplate makers.

The bulls contend that a large percentage of this quantity is yet unbought, while the bears reply that it has not only all been purchased, but that a large portion of it is already at the mills.

No reliable data is, of course, available as to which assumption is correct, and the

question can only be decided definitely by the future course of the tin market. If the bears are correct, United States tinplate-makers will not be in the tin market for some time to come, and the fact should have an important influence on prices.

On the other hand, if the optimists are right, we may expect to see values retained around their present level.

As regards general consumers, the impression is universal that high prices are materially checking demand, and consumers are rigidly confining themselves to a hand-to-mouth policy.

PECULIAR CONTENTIONS.

DURING the discussion of a motion before Judge McDougall in Toronto, a few days ago, for the removal of an assignee of a certain estate, some rather peculiar pleas were offered for and against the motion.

The lawyer supporting the motion contended the assignee should be removed because he himself was an insolvent, while the counsel who took the negative side held that the very fact that the assignee was an insolvent was something in his favor, as he thereby gained experience; in other words, that he knew the ropes.

The judge, however, refused to be influenced by the arguments, either pro or con, advanced. He, nevertheless, removed the assignee, but declared it was upon his own ipse dixit.

The counsel for the motion evidently did not care upon what grounds the change was made as long as he gained the point for which he contended.

LAZINESS VS. ENERGY.

Just in proportion as a lazy man tries to avoid performing his duties is he erecting obstacles to his success in life.

Success in life is the offspring of judicious energy, and success prepares and makes easy the pathway of life at a time when man is not as well qualified physically for contending with obstacles.

Laziness, on the other hand, breeds that which is the contrary to success, and leaves the pathway of life bestrewed with obstacles at a time when physical infirmities preclude their removal.

He is a wise man who works hard when he can, in order that he may enjoy the fruits of success when he cannot work.

RETAIL ADVERTISING IDEAS.

WINDOW DISPLAYS AND ADVERTISING. It is a strange fact, says The Keystone, that generally poor advertisers make poor window displays. The faults are identical in one respect, and that is crowding. This is almost a universal error in both window dressing and advertising. Some window displays a person sees are nothing but a jumbled lot of goods. The eye cannot take in everything at a passing glance, and it is almost impossible to see one certain article out of so many. Simplicity in window-dressing is that which makes some one thing stand out strongly. Make your window trim so people will know all about one simple article, and will not have just a suspicion of what it is like, as they will if your window is a jumbling mass.

Just as one article should be advertised at a time, so only one line should be used in a window display. In each display, there should be one particular article better—more attractive than all the rest—which should be made to stand forth in prominence among the other articles as the moon stands out among the other planets on a clear night. This one article should be to your window what your headings are to your advertisements. It should attract and hold the attention until the mind decides to look farther along, just as the headings induce one to read the entire advertisement.

A WALKING ADVERTISE-MENT. Though it is good policy that a retailer should not habitually resort to any sort of freak advertising, the use of a freak advertisement once in a while is of excellent service. In the large centres this style of advertisement is especially useful, but, on special occasions, when the farmers are in the place in large numbers a hit may be made in the smallest village which will not be forgotten for some time. George Parson suggests in *Printer's Ink* a novel style of advertising freak. He is known as the "stilt" man :

Until lately the stilt man was a rarity and could only be found in the circus. But now that he has made his debut on the streets his species is sure to multiply. Anyone possessed of a little nerve and a couple of days' leisure in which to practice can become a stilt man. The merchant's son, on his Saturday holiday from grammar school ; the grocer's clerk or message boy—these, others, anyone, can become stilt men.

Order from the planing mill two pieces of straight-grained, clean white pine, 6 ft. long, 2 in. broad and 1 1/4 in. thick. Four

feet from the end of each fasten your blocks. These are merely triangular pieces of sound white pine, 2 in. thick. They can easiest be made by sawing diagonally through a rectangular block, 2 in. thick, 4 in. wide and 6 in. long. In fastening them use long screws, and see that the 6 in. side is against the stilts. Finally, get two strong leather straps, 12 in. long and 2 in. broad ; these must be tacked along the hypotenuse of the blocks and (leaving sufficient play for the insertion of the foot) along the inner side of the stilts. Now, with two ordinary school straps in your pocket, a long pole or cane, and a boon companion, you are ready to seek some secluded practice ground on the outskirts of the town. Your financial outlay has been less than 75c. for the whole transaction.

The stilts must be mounted from an elevation. Seated on an old stump or on the road-bank, you can very easily strap them on. The straps go several times around the leg, below the knee, and just above the calf.

You will be surprised to find how easy it is to walk. You will be delighted with the novel sensation, which, while it is neither ballooning nor flying, yet combines the airy pleasure of both. The first day you will be able to walk ; the second to run ; the third to jump. It is much simpler than learning to ride a bicycle.

When you—or, as I had better say, the stilt-walker—become proficient, dress him in gay attire, put a sign on his back, and let him prowls the streets. He will attract more attention than a thousand circulars. At a country fair he is worth more than a whole page in a newspaper. In parades and outdoor gatherings of all kinds he is a centre of attraction. People will remember him—his towering height and fantastic appearance. They will remember the goods he is advertising by a placard on his back, and they will not forget the merchant who sends him out.

A word concerning the stilt man's dress. His trousers should, of course, reach to the ground. A pair of old shoes should be attached to the bottom of the stilts and stuffed with sawdust or earth. The costume should be fantastic. Red, white, and blue bunting would make an excellent outfit. A design could be secured at any time from some cartoon.

WANT A FREIGHT BOAT SERVICE.

An informal and hasty gathering of business men conferred with John George, reeve of Port Elgin, regarding the best means of securing transportation facilities with which the towns on this shore may cater

to the Algoma trade. There is likely to be a large increase of trade in the North-Western section of Ontario because of large public works in progress on the Algoma Central and Rainy River railways. This trade is worth looking after, but without a line of freighters the ports along this shore cannot compete with the Georgian Bay ports which are well supplied with carrying facilities. There will be a great demand for hay, grain, meats, fruit, butter, eggs, cheese and many other products which our farms produce.

Various proposals were made, but the purchase of a vessel was deemed the surest way to not only get the required facilities but to keep them. Against this there is the difficulty of raising sufficient capital in the towns interested and the prospective difficulty of running the line without creating local jealousies among the different towns.

The arrangement arrived at was that Mr. George should interview the business men of Port Elgin and Southampton and that Goderich and Sarnia be interested in the scheme, so that a joint meeting at a central point might be arranged for.—*Kincardine Review*, February 22.

SOURCES OF STRENGTH IN IRON.

The features which make for continued strength in iron and steel are thus summarized in Rogers, Brown & Company's circular :

"First, the actual melt of iron has not fallen off in any part of the country, but is running at a materially higher rate than a year ago.

"Second, the most hopeful view of enlargement of pig-iron output, based on the latest advices from the different districts, looks to an increase of output this year not exceeding 15 per cent.

"Third, as near as can be ascertained, over 50 per cent. of the prospective product of foundry and mill iron of 1900 is sold. The unsold remnant in Alabama will not exceed 400,000 tons, most of which will be required, in the natural order, by two companies looking mainly to Alabama for supplies.

"Fourth, export trade, if foreign prices continue as at the present, would take one-third to one-half of the unsold remnant in Alabama at about \$1 under present figures.

"Fifth, cost of production has gone up so rapidly that a very considerable number of furnaces would have to go out if prices dropped \$2 a ton.

"Sixth, only one thing can check present rate of consumption, viz., disturbance to general business caused by politics, financial trouble or some unlooked for setback. Such check is possible, but is admitted to be nowhere in sight."

WHOSE FAULT?

AT the present time there is a discussion going on as to why so many excellent young men fail, and some excellent articles have been written on the subject. From the standpoint of a young man who has the necessary qualities for success—good health, education and ambition—I wish to contribute a few remarks and comments in our behalf. I am a little at a loss to understand why this subject should be given so much attention. However, as some really excellent writers have engaged in the discussion, the subject is not entirely one-sided. Let us take for example, the case of a young man in good health, a graduate from high school, business school or college. He looks around for a position and finds one with which he is comparatively satisfied. Of course, he is taken on trial.

Having confidence in his ability to successfully fill the position, he goes to work filled with hopes of honest reward and compensation. At the end of the week, the employer hands him his pay. It is smaller than the young man expected, and, of course, he is disappointed. He says so to the proprietor, who assures him he will raise his wages as soon as he has learned the business more thoroughly. After this first disappointment, the young man goes to work again as hard and steady as ever, resolved to learn all there is to learn. Several weeks pass, but the promised reward fails to materialize. The young man, of course, after working up sufficient courage, kicks, and reminds the employer of his promise. The next week, he opens his envelope and finds a raise of perhaps 50c. or \$1.

Having learned the business thoroughly, and after the flattering promises of his employer, he is, of course, again disappointed; if he continues to work and peg away, he becomes more discouraged as time flies away, and no more raises. Well, the result is, unless his employer is a "David Harum," he quits; he has been deceived and is disheartened. Being yet desirous of conquering because of his natural ambition, he finds another position.

Well, right here comes the vital period of his life. If he secures employment in a large establishment or office of the same nature or character as he had been working in, he is on the road to success, but if he changes the nature of his employment, he goes through (nine cases out of ten) the very same experience as his first. Then he kicks himself because he did not stick to his first job. But, to take the former assumption, the young man has secured employment in a larger establishment. He has become a competitor, so to speak. He puts all his energy into his work; does it

well, and is amply rewarded. Must I say that the young men of to-day fail? No. On the other hand, I can truthfully say it is the young man who is becoming, instead of the employee, the employer.

Young men do not lack sticktoitiveness. The employers are slow to recognize true merit. If they do appreciate one's efforts, they are slow in rewarding same. Will it be denied that many incompetents or average men are occupying envious positions, and many, yes, thousands of competent men are compelled to fill mediocre positions.

If employers would pay a man what he is worth to others, if he would occasionally encourage his employees, better results would be obtained all around. The journals, instead of filling so much space with "Why young men fail" had better devote these columns of their papers explaining why the young man is to-day at the head of so many large companies. One could write ad infinitum on this subject. However, all I ask for the young man is, not favors, but equity, good-will and justice.—M. Keller, in Ohio Merchant.

WORLD'S COPPER PRODUCTION.

The Statist believes that the production of copper will increase and that the consumption will not, and hence that there will be a decline in price. But it does not anticipate that this will be very sudden or rapid. The fact is, that the demand for copper for electrical purposes seems to be limited only by the price, and not very closely limited by that, while its use for military purposes is increasing. The Statist gives the following figures of the world's production, production in the United States, and average price per year. The production for last year is estimated:

	Tons		Average Price.	
	World.	U. S.	£	s. d.
1899	474,000	265,000	73	13 8
1889	267,000	101,000	49	10 6
1879	152,000	23,000	57	11 0

The lowest average annual prices in the period were £40 6s. in 1886 and £40 2s. 6d. in 1894. The Statist observes a cessation to some extent in the formation of industrial companies using the metal, and that the use of sulphate of copper for agricultural purposes has been somewhat checked by high prices.

The spring trade of Toronto promises to be the heaviest on record if the Customs returns are an indication. The total value of the goods entered for consumption at this port during February was \$2,832,747. Of this amount, \$1,986,560 was in dutiable goods, \$756,782 in free goods, and \$89,405 in coin and bullion. For the same month last year the total imports entered for consumption were valued at \$2,365,834.

UNITED STATES RESERVE IRON CAPACITY.

"THE subject of reserve capacity for the manufacture of iron and steel is one that has received a good deal of attention since the beginning of the iron and steel boom of 1899, says the Bulletin of the Iron and Steel Association. Superficial observers and sensational writers for the daily press persistently asserted that our capacity for the production of iron ore, coke, pig iron and many forms of finished iron and steel was wholly unequal to the demand that was certain to be developed during the year. To the persistency with which this famine cry was repeated for at least six months of 1899 may be traced much of the excitement that has prevailed in our iron and steel markets, the haste to place orders for future delivery never before having been equalled. And yet, with few exceptions, there was no scarcity of iron or steel or of raw materials all through the year, and much of the scarcity that here and there was developed was due to the failure of the railroad companies to supply cars and motive power for the transportation of raw materials. The same kind of delay has happened in other years. There was no serious scarcity of coke at the ovens and none at all of iron ore at ports on the lower lakes. The production of coke and iron ore was enormous, and was far ahead of the figures conceded by the alarmists. And so also of the pig iron. We made almost 2,000,000 tons more pig iron in 1899 than in 1898, but the panic makers said that we had not the reserve capacity to accomplish this result even approximately. The Bulletin, at an early date in 1899, and frequently afterward, printed the figures to show that we possessed this capacity, and that we would make all the pig iron that would be needed. Not only was the extraordinary home demand supplied, but large quantities were sent abroad. We risk nothing in now saying that we will make all the pig iron that we will need in 1900; we will mine and import all the iron ore that we will need, and we will make all the coke that we will need."

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

OWEN SOUND'S NEW STEEL WORKS.

THE Owen Sound Times of March 3, says: "The work of installing the electric plant at the new steel works of the Wm. Kennedy & Sons, Limited, is now being pushed forward, and within a short time it is confidently expected this new and important addition to Owen Sound's big industries will be in active operation. During the last two weeks Mr. Arthur Simonson, of Sheffield, England, and Monsieur Gaston Champailler, of Paris, France, have been installing the plant. Both gentlemen are in the employ of Monsieur Trophenas, of Paris, the inventor of the process, to which he has given his name. They have installed several plants in Great Britain and the United States, where the new process is meeting with great success. Monsieur Champailler left yesterday afternoon for Chicago, where he has another contract, but Mr. Simonson will remain until the new works are in full operation and the company is prepared to operate the plant themselves.

"The new process is somewhat similar to the Bessemer process but in important respects essentially different, and produces steel of a much higher quality. The plant consists of a special Trophenas furnace in which the iron is converted into steel in the short space of fifteen minutes, and a cupola in which the iron is melted before being introduced to the Trophenas furnace for the purpose of conversion. It also includes blowing engines, fans, dynamos, etc., for supplying power to operate the traveling crane by means of which heavy weights are easily manipulated. The works are equipped with a complete laboratory in which all the materials used and the steel produced are minutely and carefully analyzed.

"Mr. Simonson states the plant is one of the most complete he has installed and predicts a bright future for Owen Sound's latest industry. Messrs. F. J. Parkin and A. C. G. Luke, of the Canada General Electric Co., Toronto, also commenced on Friday the work of installing the electric plant. It will be of the latest and most modern design, and when installed will give the company one of the most complete plants in Ontario. It includes a large 25 R. W. dynamo, which will supply electricity both for power and lighting purposes, three motors, a traveling crane for the purpose of carrying the metal, and a one and three-quarter horse-power motor for revolving the converter in which the metal is mixed. The lighting plant consists of eight 120 candle-power enclosed arc lights and a large number of 16 candle-power incandescent lights. The arc lights are of the most modern design, with outer and inner globes.

PAINTING ACTIVITY.

There are only a few weeks before the busy painting season opens—the busiest in the history of this continent.

Are you ready to reap your share of the harvest?

Are you going to sell poor paint or good paint?

Are you going to work for the future or only for what you can make out of the present season?

The dealers who handle

THE SHERWIN-WILLIAMS PAINT

will not only take the best advantage of the present prosperity and make a good profit, but by selling an entirely satisfactory paint will establish a big paint business for all the future.

It is not too late to get in line with S.-W.P. Write us.



THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

Canadian Division:
21 St. Antoine St.,
Montreal.

CLEVELAND. BOSTON.
CHICAGO. TORONTO.
NEW YORK. SAN FRANCISCO.
MONTREAL. KANSAS CITY.

"One of the most improved features is that the carbons used will last for 150 hours, while the ordinary carbon lasts on an average little more than six. In the engine room in connection with the dynamo is being placed a marble switch board on which will be mounted the volt metre, the ammetres, a rheostat for raising and lowering the voltage, one 200 ampere double pole knife main switch, and two 75-ampere double pole knife circuit switches. The electricians expect to have the plant installed in about three weeks."

SEEKING ADVICE.

THE young man starting in business for himself should make friends among successful business men and the larger they are in their accomplishments the better, says The Commercial Bulletin, Minneapolis. The large business man has a greater stock of good information to give out than the man of medium or small accomplishment. The young man who finds out how to get this information founded on experience will have that much more capital to work on in his young years. I heard two men discussing live stock matters this week. They talked for two hours, and in all that time not a single practical idea was advanced. The stock man who knows the practical side of the

business could have set these two theorists right in a moment by challenging all they said. And yet to all this idle talk a young man listened and practically under the impression that he was hearing something of importance. The young man was all right in wanting to learn, but he should have known by their manner that his two entertainers were incompetent to give him correct information.

One of the strange things in business is that the great number of young men will seek information from someone who has no practical knowledge of the subject, because his opinion agrees with their preconceived notion, rather than from one of practical experience. Then they put this preconceived notion into practice and fail as a matter of course. The man who knows from experience is the one to draw information from, rather than from the man who theorizes without having had the practical experience.

BICYCLE BOARD OF TRADE.

The bicycle dealers of Ottawa have formed a board of trade with the following officers: President, Wm. Young; vice-president, Harry Ketchum; secretary-treasurer, John Macfarlane; auditor, H. Hardy; board of management, Messrs. B. Wilson, H. McColl, C. Cummings, H. Bysche, W. H. Fligg.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

A MEETING of the creditors of I. Rosenstein, general merchant, Grande River, Que., has been called to appoint a curator on March 15.

Dame Jeute Seiden, general merchant, Rigaud, Que., has assigned.

Daniel Nickerson, jr., general merchant, Cape Island, N.S., has assigned.

J. R. Graham, general merchant, Ouvry, Ont., has assigned to M. A. Sanders.

Charles Narbonne, contractor, Longueuil, Que., is offering 20c. cash on the dollar.

David Gowland, general merchant, Fulton, Ont., has assigned to C. J. McLaughlin.

George Street, pumpmaker, etc., Delhi, Ont., has assigned to B. W. Thompson.

S. A. Rourke, general merchant, Clavering, Ont., has assigned to J. McLauchlan.

Assignment has been demanded of M. S. Rosenstein, general merchant, Douglastown, Que.

L. A. Ferland, general merchant, St. Jean des Chaillons, Que., is offering 50c. on the dollar.

Oliver & Byron, general merchants, Selkirk West, N.W.T., have assigned to A. Macdonald.

J. R. Hewer, dealer in agricultural implements, Springfield, Ont., has assigned to Wm. Warnock.

M. M. McKenzie & Co., general merchants, Wyoming, Ont., have assigned to C. B. Armstrong.

The Canada Varnish Co., Montreal, has assigned, and a meeting of creditors has been called for March 10.

J. W. Robert, general merchant, St. Alexis des Monts, Que., has assigned to Bilodeau & Renaud.

T. H. Robertson, general merchant, New Richmond, Que., has compromised at 50c. on the dollar.

J. McGaw, hardware dealer, Markham, Ont., has assigned to J. O'Brien, Stouffville, and a meeting of his creditors has been held.

H. P. Cloverdale, general merchant, Nelle's Corners, Ont., has assigned to C. S. Scott and a meeting of his creditors has been called.

T. Pomerleau, general merchant, St. Francois East, Que., has assigned, and V. E. Paradis has been appointed provisional guardian.

PARTNERSHIPS FORMED AND DISSOLVED.

Matthews & Scott have formed partnership to succeed R. T. Matthews, general merchant, Queensport, N.S.

J. Loewen, general merchant, Gretna, Man., has admitted W. Abrams, under the style of Loewen & Abrams.

O'Neal & Hobin, grocers and hardware dealers, Welland, Ont., have dissolved, Mr.

Hobin retiring. The business will be continued by James S. O'Neal.

Partnership has been registered by L. M. Crane & Co., oil dealers, Montreal.

J. W. Stewart & Co., wholesale and retail paint and oil dealers, Montreal, have dissolved.

Pollock & Burke, tinsmiths, etc., Ruthven, Ont., have dissolved, T. W. Pollock continuing.

Eichenberg & Yokom, dealers in agricultural implements, Vienna, Ont., have dissolved, J. A. Eichenberg continuing.

Partnership has been registered by Joseph B. Learmont, George Caverhill and Thomas Newman, under the style of Caverhill, Learmont & Co., wholesale hardware and metal merchants, Montreal. Dame C. R. Caverhill has retired from the firm.

SALES MADE AND PENDING.

G. L. Brown, general merchant, Oromocto, N.B., has sold out.

Richardson & Miller, general merchants, Carman, Man., have sold out.

The stock of J. A. Mailloux, tinsmith, Sawyerville, Que., has been sold.

The stock of Kerr & Co., general merchants, Grand Valley, Ont., has been sold.

The stock of the estate of W. H. Bennett, general merchant, Boissevain, Man., has been sold.

The assets of J. E. Machaud & Co., general merchants, Laprarie, Que., have been sold.

The assets of F. Pouliot, general merchant, St. Samuel de Gayhurst, Que., are to be sold on March 10.

The stock of the estate of A. Ballantine & Son, general merchants, Neepawa, Man., has been sold.

The business of J. Mills & Son, general merchants, Granville Ferry, N.S., is advertised for sale.

The stock of the estate of G. M. Bell, hardware dealer, etc., Hamilton, is to be sold by auction.

The assets of G. A. Vallee, general merchant, St. Anne de Bellevue, Que., are advertised for sale.

CHANGES.

John E. Hills, general merchant, Oxford, N. S., has retired from business.

S. Dowad, general merchant, Brandon, Man., has removed to Minnedosa.

S. E. Morton, general merchant, Keswick, Ont., has sold out to J. Connell.

Joseph Weber, potter, Egmondville, Ont., has sold his pottery, etc., to John Allen.

Hainstock & Dean, general merchants, Olds, Man., have sold out to W. J. Brumpton.

T. H. Hinton, hardware dealer, etc., Pincher Creek, Man., has sold out to W. Berry & Son.

J. A. Bouck, tinsmith, Kars, Ont., is removing to Metcalfe, Ont., and will be succeeded in Kars by Fred. Kerr.

FIRES.

R. Halliday & Co., general merchants, Chesley, Ont., have been burned out; insured.

The premises of M. W. Robinson, bicycle dealer, Kingston, Ont., have been damaged by fire; insured.

Alick E. Chandler, general merchant, Plumas, Man., has been burned out; insurance, \$6,000.

George Wilson & Co., St. Catharines, Ont., have suffered loss to their planing mill, etc., by fire; partially insured.

Bicycles**Guns****Revolvers****Iver Johnson**

Fire-Arms
and
Bicycles

are
Standard.

SEND FOR CATALOGUES.

Iver Johnson Arms & Cycle Works

BRANCHES:—

NEW YORK—99 Chambers St.
BOSTON—408 Washington St.
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**FITCHBURG,
MASS.**

H. S. HOWLAND, SONS & CO.

WHOLESALE
ONLY.

37-39 Front Street West, **Toronto.**

ONLY
WHOLESALE.

CORN PLANTERS



"Triumph,"



"Triumph" with Pumpkin Seed Attachment.
"Triumph" always gives satisfaction.

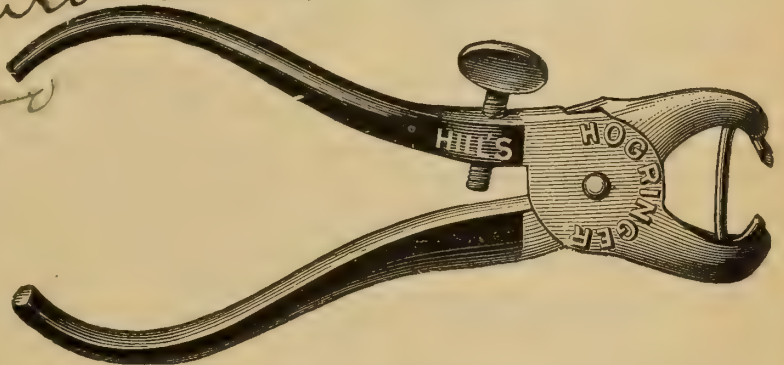
HOG RINGS



Nos. 1. 2, 3.

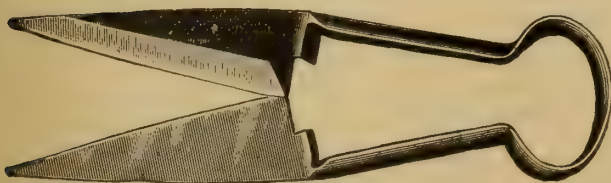
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HOG RINGERS

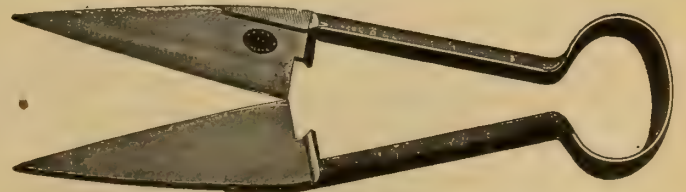


Cast and Malleable.

SHEEP SHEARS



Boker's.



Burdon & Wilkinson.



Write for prices. No better values on the market. Our prices are right.

H. S. HOWLAND, SONS & CO., Toronto.

WE APPRECIATE
LETTER ORDERS.

Graham Wire and Cut Nails are the Best.

WE SHIP
PROMPTLY.

CATALOGUES, BOOKLETS, ETC.**HARDWARE SPECIALTIES.**

IT is generally accepted as good policy to be acquainted with new specialties on the market. To keep up-to-date in this respect one should always secure the catalogues issued from time to time by the various specialty manufacturers.

A catalogue of this class of goods which is right up-to-date has been issued by F. E. Kohler & Co., Canton, Ohio. This list includes some of the newest ideas in post-hole diggers, weeding hooks, hose-menders, lawn sprinklers and other garden tools, kettle scrapers, vegetable mashers and other kitchen utensils, and miscellaneous tools and contrivances.

Another United States hardware specialty manufacturing firm whose goods are favorably known in Canada is The Adams Co., Dubuque, Iowa. This firm make a feature of stove fixtures, display brackets, clothes reels, griddles, shoe lasts, barrel trucks, etc., and many of their lines are models of utility and beauty. The good points of the diamond vise made by this firm are also well illustrated in this catalogue.

SPRING AND GEAR CATALOGUE.

Jas. Warnock & Co., Galt, Ont., have issued their catalogue for 1900. To those who are acquainted with this firm it is hardly necessary to refer to the comprehensive list of gears and springs that is included in this work. A thorough examination of this catalogue is really an education, showing, as it does, the ingenious improvements that have been made in this class of goods in recent years. James Warnock & Co. state that the quality of their goods will be maintained during 1900 at the high standard of previous years.

"THE INVENTOR'S HELP."

A revised and enlarged edition of this valuable book has just been published by Marion & Marion, the well-known patent attorneys, of Montreal and Washington. It is a complete expose of patent law, giving the cost of patents in every country and how successful inventors have made money. The work concludes with "A Word of Warning to Patentees" and "Hints on the Sale of Patents." The pitfalls into which an unwary inventor would stumble are pointed out. It is a trustworthy guide to inventors, and is sent by mail for the nominal price of 10c.

AIR COMPRESSORS.

A catalogue that will be of much interest to all users of compressed air power is that issued by The New York Air Compressor Co. This catalogue contains illustrations and descriptions of this firm's standard

sizes of air compressors, actuated by steam, gas or gasoline engines, belt power or water-wheel, together with many hints of value to users of compressed air power.

The useful information and tables which the catalogue embodies, give it an especial value as a book of reference to all interested in the subject.

This catalogue will be followed shortly by the issue of a more elaborate and voluminous one, now in preparation. All of the literature issued by this company is mailed without charge upon application to its main office, No. 120 Liberty street, New York.

SHUTTING OFF STEAM.

"Shall we stop our advertising for a while now?"

This is a question that some business men are apt to ask themselves, particularly in the summer, or during what they regard their "dull season."

Suppose your engineer asked you:

"Shall I stop putting coal on my fires, sir?"

What would you reply?

"Why no—unless you want the engines to stop!"

The advertiser who thinks of discontinuing may argue, "We have been advertising so long and so steadily that our name and specialties are well known, and we intend to advertise again when business is better in our line than it appears to be now; in the meantime our business won't stop."

No; neither will the engine stop the minute the men suspend shoveling in coal. The point is, however, that when the engine is to be started again, ten times as much has been lost in power as have been saved in fuel and feed.

Using up reserve force never pays.

It is a loss, however it may be looked at. The buying public is prone to forget. It is, moreover, much more difficult and much more expensive to retain a lost customer than "to prevent his straying away.—Money Maker Magazine.

MANITOULIN ISLAND.



There is an agitation among the inhabitants of Manitoulin Island, Ont., especially in the town of Little Current, for the construction of a railway from that town to the north shore of the Island.




A company has been organized which offers, if granted a bonus, to erect a railroad and to spend about \$2,000,000 in mineral development, etc. As the population of Manitoulin is about 15,000 and is steadily increasing, there seems to be good reason that transportation facilities should be secured for the inhabitants, and that the natural resources of the Island should be developed.

**FAUGH
NA
BALLAGH!—
THE
CANADIANS
CLEARED
THE WAY
AT
PAARDEBURG
THE
CANADA
PAINT
COMPANY
IS A
CANADIAN
COMPANY
IN THE
FRONT
RANK
IN ALL
THAT
APPERTAINS
TO
COLORS
VARNISH
PAINTS
STAINS
THE**

Canada Paint Co.

LIMITED

 **WRITE THEM** 

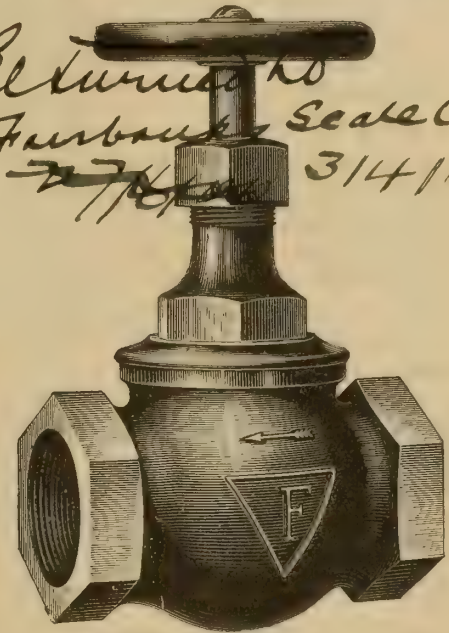
Tinplates, Coke, Calumet Brand.
 " Charcoal, Allandale Brand.
 " Best Charcoal (Tissued)
 Victor  Brand.
 Terne Plates, Allandale Brand.
 Galvanized Canada Plates, Allandale Brand.
 Sheet Iron.
 Canada Plates, Ordinary, Allandale Brand.
 " " All-Polished,
 Victor  Brand.
 Galvanized Sheets, Victor  Brand.
 " " Best Best Poplar Brand.
 Window Glass.
 Sheet Zinc.
 Oakum, Rylance & Sons, All Qualities.
 Linseed Oil, Pure, Raw and Boiled.
 Portland Cement, All Qualities.
 Castor Oil, Commercial Quality, equal to pure.

ALL ABOVE WARRANTED.
 SPECIAL PRICES FOR IMPORT.

J. WATTERSON & CO., : MONTREAL.

VALVES.

FAIRBANKS



ASBESTOS DISK

WRITE FOR CATALOGUE.

The Fairbanks Co.

749 Craig Street, MONTREAL.

HEADQUARTERS FOR BICYCLE GAS LAMPS--Latest Designs.

Banner Bicycle Lamp.

The Only Self-Governing Gas Lamp Manufactured.



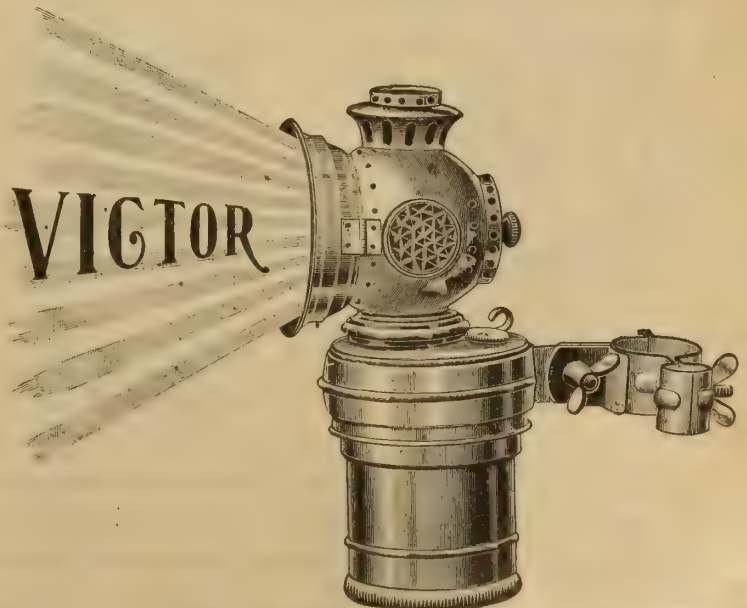
WARRANTED.

ONLY DIRECTIONS REQUIRED: Fill water tank full of water; fill carbide chamber full of carbide; turn water valve full on, and the lamp takes care of the rest.

LIST PRICE, \$3.50.

Victor Bicycle Lamp.

Burns Acetylene Gas—(Gives a Brilliant Light).



The most popular low-priced lamp in the market.

LIST PRICE, \$2.50.

THE TRADE ONLY SUPPLIED—DISCOUNT ON APPLICATION.

Bicycle Oil Lamps,
 different designs, at lowest prices.

WALTER GROSE, 30 ST. DIZIER ST., MONTREAL

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, March 9, 1900.

HARDWARE.

THE week is characterized by a freer movement of goods from wholesale warehouses, the only drawback in this respect being the difficulty of securing prompt shipment owing to the congested condition of traffic on the railways, due to the storm. Prices generally are steady, and the jobbers meet in Toronto this week to discuss an advance in cutlery on account of the rise in England. There have been slight alterations in carpet tacks, and brass wire is somewhat lower, but all other lines are firm.

BARBED WIRE—Business in barbed wire has been quiet, with no change, the base being \$3.72½.

SMOOTH STEEL WIRE—The chief complaint at present is the difficulty experienced in getting the goods forward. The base price is \$3.45 per 100 lb.

GALVANIZED WIRE—The same remarks apply in this line. We quote as follows: Nos. 6, 7 and 8 gauge, \$4.37½; No. 9,

\$3.47½; No. 10, \$4.52½; No. 11, \$4.57½; No. 12, \$3.62½; No. 13, \$3.72½; No. 14 \$5.12½; No. 15, \$5.42½; and No. 16, \$5.62½.

FINE STEEL WIRE—Without change. Discounts 12½ per cent.

BRASS AND COPPER WIRE—There has been a decline in brass wire, discounts now being 55 and 2½ per cent. Copper is unchanged at 50 and 2½ per cent.

FENCE STAPLES—These are now commencing to move out. We quote \$3.75 for bright and \$4.35 for galvanized.

FINE STAPLES—Unchanged. Discounts are: Coopers' staples, 35 per cent.; poultry netting, 35 per cent., and electrical, etc., 35 per cent. off list.

WIRE NAILS—Business is expanding, and the only difficulty is the delay in getting goods forward. We quote \$3.45 for jobbing and \$3.35 for carlots.

CUT NAILS—The movement in these has increased since the reduction in freights. Base price is steady at \$2.85 per keg f.o.b. Montreal, carlots \$2.75.

HORSE NAILS—Trade is not active. Dis-

counts are: 50 per cent. on Standard, and 50 and 10 on Acadian.

HORSESHOES—There is a moderate trade noted. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow shoes, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; X L steel shoes all sizes, 1 to 5, No. 2 and larger, \$4.20; No. 1 and smaller, \$4.45; feather-weight, all sizes, \$5.45; toe weight steel shoes, all sizes, \$6.55 f.o.b. Montreal.

SCREWS—There is only a fair volume of trade this week. Discounts are: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS—There is a satisfactory movement. Discounts are: Tire bolts, 60 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.;

LARGEST DEALERS IN CANADA

IN

Eavetrough

3 Styles—4 Sizes.

Tinned Sheet Irons

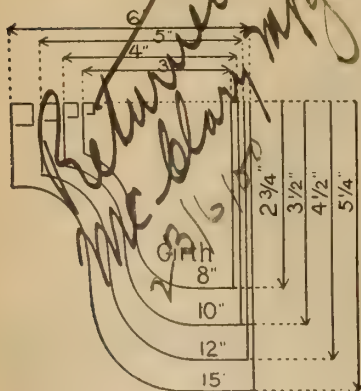
For Milk Cans and Dalry Goods.

Tin Plates

Galvanized Sheet Irons

Canada Plates

Black Sheet Irons



SPECIAL—22 Gauge 48 x 96-in. Galvanized Sheet Iron, for making **SAP PANS**.

Write for Prices.

Everything for the Tinshop.

"Prompt Shipment" Our Motto.

THE McCLARY MFG. CO.

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER

Apollo galvanized iron is
worth a profit to any work-
er—makes him a profit—an
extra profit. Works easier.

Apollo Iron and Steel Company
26 St Sulpice Street
Montreal

Cements { **PORTLAND
ROMAN
KEENE'S**

Bricks . . { **FIRE
BUILDING
PAVING**

Sand . . . { **SILICA FIRE
MOULDING
BUILDING**

F. HYDE & CO.

31 Wellington street, MONTREAL

English Castor Oil

GUARANTEED PURE.

Pharmaceutical, Tasteless, Cold Drawn
First Pressure
Second Pressure

In cases of 2 tins and in barrels. Stocked
by all Hardware, Oil and Color men.

The Hull Oil Manufacturing Co.
LIMITED

B. & S.H. THOMPSON & CO.

Agents for Canada

MONTREAL

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable
Castings, Boiler Tubes, Engine Cylinders, Hy-
draulic and other Machinery where great strength
is required; Strong, High Silicon Iron, for Foundry
Purposes.

bolt ends, 52 ½ per cent.; nuts, square, 3 ½ c.
off; nuts, hexagon, 4c. off; tapping nuts,
60 per cent; tire bolts, 60 per cent.; stove
bolts, 60 and 10 per cent.; plough bolts, 50
per cent.

RIVETS, ETC.—There is a fair inquiry
for these. Discounts: Carriage section,
wagon box, rivets, etc. (steel), 60 per cent.
off the list; ditto (Norway iron), 60 per cent.;
black M rivets (steel), 55 per cent.; ditto
(Norway iron), 45 per cent.; iron burrs, 40
per cent.; copper rivets, 35 per cent.; bifur-
cated, with box, \$1.25; coppered iron rivets
and burrs, in 5-lb. carton boxes, 30c. per lb.

TACKS—There has been some alteration
in tacks which are quoted 90 per cent.
discount, in dozens, and 35 per cent. in
bulk.

WRINGERS—There is a fair inquiry and
difficulty about procuring prompt shipment.

CORDAGE—The hemp market is un-
settled but rope has not been affected. We
quote as follows: Manila, 7-16 and up, 15 ½
to 16c.; ¾, 16 ½ c., and ¼ and 5-16, 17c.
Sisal, 7-16 and up, 13 to 13 ½ c.; ¾, 14c.;
¼ and 5-16, 14 ½ c.

HARVEST TOOLS—There is some inquiry
for these.

SPADES AND SHOVELS—Business is quiet
and prices unchanged at 40 and 5 per cent.
off list.

CUTLERY—The jobbers meet this week to
consider the advisability of an advance in
their selling price for cutlery.

SPORTING GOODS—These are commenc-
ing to move more freely.

FIREBRICKS—Quiet and firm at \$19 to
\$24 per 1,000, as to brand.

SHOT—There is a good inquiry for shot,
which rules firm at \$5.75 per 100 lb.

CEMENT—Quiet and unchanged. We
quote as follows: Belgian, \$2.10 to \$2.40;
English, \$2.45 to \$2.60; German, \$2.60 to
\$2.80.

METALS.

The buoyancy on metals was quite
marked during the past week on the outside
markets, advances in Scotch pig, copper,
spelter, and tin being quite sharp. This
also has led to corresponding advances
here in some cases, but not in all.

PIG IRON—In Scotland, pig iron has ad-
vanced lately 1s. 3d. Here the market
keeps firm, with none offering on spot, but
to arrive via Portland \$26 to \$26.50 is
quoted, and for delivery after the opening
of navigation \$24.50.

BAR IRON—Continues firm at former
rates, \$2.40 to \$2.50.

BLACK SHEETS—Steady. We quote as
follows: 8 to 15, \$3.10; 18 to 20, \$2.90;
22 and 24, \$2.95; 26, \$3.10, and 28, \$3.15.

GALVANIZED IRON—Remains much the
same. We quote as follows: No. 28
Queen's Head, \$4.75 to \$5.00, and No.

**"Dominion Crown"
Galvanized Canada
Plates.**

A. C. LESLIE & CO.

MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can
supply your wants with
—quality the best and
prices right. Catalogues
and full information for a
request.

THE R. McDOUGALL CO., Limited

Manufacturers, Galt, Canada.

ADAM HOPE & CO.

30 JOHN STREET N.

Hamilton, Ont.

PIG TIN

"Lamb and Flag"

INGOT COPPER

PIG LEAD

ZINC SPELTER

ANTIMONY

All orders promptly
shipped from stock.

NOVA SCOTIA STEEL Co

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

ELASTILITE VARNISH

satisfies everyone who is looking for a thoroughly good and reliable varnish for either interior or exterior use. This is why we are just now flooded with orders for this brand.

For use everywhere and on everything where a rubbed surface is not required.

Made on scientific principles.

Represents the result of years of practical experience in varnish making.



Manufactured only by

The Imperial Varnish and Color Co., Limited
TORONTO, ONTARIO, CANADA.

We are Offering

Window Glass, Paints, Oils, Cordage, Builders' Hardware, Wire, Wire Nails, Lawn Mowers, Harvest Tools, Spades and Shovels at closest prices.

OUR MOTTO:

PROMPT SHIPMENT, RIGHT PRICES.

JOHN BOWMAN
HARDWARE & COAL CO.,
....London, Ont.

26, \$4.50 to \$4.75; Comet, No. 28, \$4.45 to \$4.70, and No. 26, \$4.15 to \$4.45.

INGOT COPPER—The firm feeling is retained, prices being $\frac{1}{8}$ c. higher at New York, while London has stiffened $\frac{1}{4}$ the ton. Here we quote values stiff at 18c.

INGOT TIN—The rising tendency in this metal continues unchecked. In London, there has been a jump of £6 10s. per ton, and, in New York, of 2c. per lb. As a consequence, prices here were marked up to 38 to 39c.

LEAD—Continues steady at \$4.60 to \$4.75, as to quantity.

LEAD PIPE—In fair demand. We quote: 7c. for ordinary and $7\frac{1}{2}$ c. for composition waste, with 15 per cent. off.

IRON PIPE—Quiet and steady. We quote: $\frac{1}{4}$, \$3.40; $\frac{3}{8}$ to $\frac{1}{2}$, \$3.60; $\frac{3}{4}$, \$4; 1, \$6; $1\frac{1}{4}$, \$7.60; $1\frac{1}{2}$, \$9.75, and 2-in., \$13.35.

TIN PLATES—Firm and unchanged, at \$4.50 for coke and \$4.75 base for charcoal plate.

CANADA PLATE—Importers experience difficulty in securing delivery. We quote: 52's, \$3.25; 60's, \$3.35; 75's, \$3.45; full polished, \$3.60; and galvanized, \$4.85.

TERNE PLATE—Business fair and prices firm at \$8.75.

SWEDISH IRON—Steady at \$3.75.

COIL CHAIN—Remains the same. We quote: No. 6, $12\frac{1}{2}$ c.; No. 5, 11c.; No. 4,

$10\frac{1}{2}$ c.; No. 3, 10c.; $\frac{1}{4}$ -inch, $8\frac{1}{2}$ c.; 5-16, \$6.00; $\frac{3}{8}$, \$5.40; 7-16, \$5.15; $\frac{1}{2}$, \$5.00; 9-16, \$4.85; $\frac{5}{8}$, \$4.80; $\frac{3}{4}$, \$4.75; $\frac{7}{8}$, \$4.75, and 1 inch, \$4.75.

SHEET ZINC—Very firmly held at $6\frac{1}{2}$ to 7c. as to quantity.

ANTIMONY—Unchanged, but firm, at $10\frac{1}{2}$ c.

SPELTER—Outside markets report substantial gains, New York 5c. per 100 lb., and London 2s. 6d. the ton. Here values are firm at \$5.50.

PAINTS AND OILS.

There is an increased movement in this branch of trade since the new freights came into force, but owing to the snow blockade there is considerable delay in getting goods forward. No changes of importance are to report. We quote:

WHITE LEAD—Best brands, Government standard, \$6.75; No. 1, \$6.37 $\frac{1}{2}$; No. 2, \$6; No. 3, \$5.62 $\frac{1}{2}$, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

DRY WHITE LEAD—\$5.75 in casks; kegs, \$6.

RED LEAD—Firm; casks, \$5.10; in kegs, \$5.35.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, $6\frac{1}{2}$ c.; in oil, pure, 9c.; No. 1, $7\frac{1}{2}$ c.

PUTTY—We quote: Bulk, \$1.75; bladders, in bbls., \$1.90; bladders, in cases, \$2.05; in tins, \$2.15 to \$2.40.

LINSEED OIL—Raw, 68c.; boiled, 71c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 83c.; two to four barrels, 82c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—Firm; \$1.20 to \$1.40 per gallon.

CASTOR OIL—Firm; $7\frac{1}{2}$ to 8c.

SEAL OIL—42 to 45c.

COD OIL—32 $\frac{1}{2}$ to 35c.

PARIS GREEN—Firmly held at the rise: 1-lb. packets, 19 $\frac{1}{2}$ c., and drums, 18 $\frac{1}{2}$ c.

NAVAL STORES—Fair demand for all lines, and prices show no change: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3 to \$3.50; cotton waste, $4\frac{1}{2}$ to $5\frac{1}{2}$ c. for colored, and 6 to $7\frac{1}{2}$ c. for white; oakum, $5\frac{1}{2}$ to $6\frac{1}{2}$ c., and cotton oakum, 10 to 11c.

GLASS.

There has been no change here yet, but traders state that an advance cannot be put off much longer. Cables state that the strike is still on in Belgium. We quote as follows: First break, \$2.00; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PETROLEUM.

Steady. We quote as follows: "Acme," 18½c.; "Perfection" and "Silver Star," 17½c.; Canadian refined, 17½c., and Pratt's Astral, 22½c.

HIDES.

Lambskins have advanced 10c., to \$1 to \$1.10. Beef hides are unchanged: No. 1, 9c.; No. 2, 8c., and No. 3, 7c.

COAL.

Unchanged. We quote: Stove, \$6; chestnut, \$6; egg, \$5.75; Scotch grate, \$6.25; Scotch steam, \$4.25 to \$4.75; Tower ports steam, \$3.75 to \$4.

MONTREAL NOTES.

There has been a slight decline in the price of brass wire.

J. H. Ashdown, the well-known Winnipeg wholesale man, was in town this week.

Ingot tin has been advanced here 3c. per lb., in sympathy with outside markets.

The wholesale Hardware Association meets in Toronto this week to consider higher prices on several lines of hardware.

The first sales of Belgian cement for spring delivery ex wharf were made this week. The price was \$2.05 ex wharf for 1,200 barrels.

ONTARIO MARKETS.

TORONTO, March 9, 1900.

HARDWARE.

THE wholesale hardware trade has not been characterized by any particularly striking features during the past week. A great deal of merchandise is being shipped, orders for which were placed some time ago. This is keeping the different houses busy, but, as far as new business is concerned, there is not a great deal to be noted. Very few changes have taken place in prices during the past week. In fact, the only change worthy of note appears to be in cistern and force pumps, which are quoted 25 to 30 per cent. higher by the manufacturers. There is some talk of a further advance in the price of barbed wire and galvanized wire, but, so far, it has not taken place. The general tone of the market is steady to firm, and a brisk spring trade is confidently expected. Immediate business rules quiet, the bad conditions of the country roads making it difficult for the travelers to cover their regular territory.

BARBED WIRE—Quite a few shipments of orders, booked some time ago, are being made this week, and some fresh orders have been received for shipment from Cleveland. Prices are firm and a further advance is talked of. At present, however, we still quote \$3.72½ Toronto for less than carlots, and \$3.47½, f.o.b. Cleveland for carlots.

SMOOTH STEEL WIRE—Orders booked some time ago for oiled and annealed wire are now being forwarded with some freedom, and a few new orders are coming in. An odd order or so is still being received for hay-baling wire. Base price is unchanged at \$3.45 per 100 lb.

GALVANIZED WIRE—Forward orders are being shipped this week from Cleveland to the trade in Canada. Prices are unchanged. We quote f.o.b. Toronto: Nos. 6, 7, 8 gauge, \$4.40; No. 9, \$3.47½; No. 10, \$4.55; No. 11, \$4.60; No. 12, \$3.62½; No. 13, \$3.77½; No. 14, \$5.15; No. 15, \$5.45; No. 16, \$5.65.

WIRE NAILS—Trade is in a fairly good condition. New orders are coming in steadily, and a good many placed some time ago are being shipped. Quotations rule steady, the base price being unchanged \$3 10 for cutlery and \$3 50 for less than carlots, f.o.b. Toronto, Hamilton and London.

CUT NAILS—Business in cut nails continues quiet and featureless, with the base price unchanged at \$2.85 f.o.b. Toronto, Hamilton and London.

HORSE NAILS—A small trade is still only to be noted. Discount 50 per cent. on standard oval head, and 50 and 10 on Acadian.

HORSESHOES—Trade is steady, but without any striking features. We quote f.o.b. Toronto, Hamilton, London and Guelph: No. 2 and larger, light, medium and heavy iron shoes, \$4.05; snow shoes, \$4.30; light steel shoes, \$4.35; featherweight shoes, all sizes, \$5.60. No. 1 and smaller, light, medium and heavy iron shoes, \$4.30 per keg; iron snow shoes, \$4.55; light steel shoes, \$4.60; featherweight steel shoes, all sizes, \$5.60.

SCREWS—A good, steady trade is still being done. We quote: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS—A steady business is still to be reported in stove and tire bolts. We quote as follows: Norway bolts, full square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 62½ per cent.; nuts, square, 3¼c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

RIVETS AND BURRS—The usual steady trade without any striking features is to be noted. We quote: Carriage section, wagon

box, rivets, etc. 45 per cent.; black M rivets, 45 per cent.; iron burrs, 40 per cent.; copper rivets, 35 per cent.; bifurcated, with box, \$1.25; coppered iron rivets and burrs, in 5-lb. carton boxes, 30c. per lb.

WASHING MACHINES—Quite a demand for washing machines is springing up all over the country. "Hardwaremen seem to be selling as many washing machines as they are churns," remarked one jobber.

WRINGERS—Trade is fair and prices unchanged. Wringers are quoted as follows: "Leader," \$60 per doz.; "Royal Canadian," \$58; "Royal American," \$50. Prices are all f.o.b. Toronto, Hamilton, Brockville, and Montreal. Discount, 45 per cent. Terms, four months, or 3 per cent. 30 days.

CHURNS—Orders are being delivered which were booked some time ago. Discount 58 per cent. on revolving churns from factory and 56 per cent. from stock in Montreal.

BUILDING PAPER—Trade is fairly good and prices unchanged.

ROPE—There is not a great deal doing and prices are steady and unchanged at 15½c. per lb. for manila, and 12½c. per lb. for sisal.

HARVEST TOOLS—Shipments are still being forwarded. Discount, 50 and 10 to 50, 10 and 5 per cent.

SPADES AND SHOVELS—Little or no new business is coming to hand, but goods are being delivered which were ordered some time ago. Discount, 40 and 5 per cent.

SPORTING GOODS—Trade is quiet and featureless in this line.

CUTLERY—Trade is quiet, except for shipment to the Northwest and British Columbia, to which parts of the Dominion some good orders are going forward this week.

PUMPS—Manufacturers of cistern and force pumps announce an advance of 25 to 30 per cent. in force pumps.

GREEN WIRE CLOTH—A good many orders are being delivered this week. The price is firm at \$2 per 100 square feet.

SCREEN DOORS AND WINDOWS—Shipments are arriving at the wholesale warehouses this week, and the latter are now making delivery to their customers. Most of the orders for next season's supply have been booked.

WARE—Very little business is being done in either enameled or tinware.

STOVES—Quite a little demand for steel ranges has been experienced the past week, but very little is being done in other kinds of cooking stoves.

GAS STOVES—Some gas stoves have been sold for future delivery, and samples have been delivered to dealers, but regular shipments will not go forward for another month.

MILK CAN TRIMMINGS—These are going

out freely to fill orders booked some time ago.

SAP BUCKETS—Some moderately large shipments have been made during the past week.

POULTRY NETTING—A little is being done in the way of forward delivery. Discount, 45 per cent.

CEMENT—The demand has not yet opened. Prices keep firm, but without change. We quote nominally in barrel lots: Canadian Portland, \$2.65 to \$2.90; Belgian, \$3 to \$3.10; English do., \$3.25; Canadian hydraulic cements, \$1 to \$1.10; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

The metal markets are characterized by a great deal of firmness as a whole and a fair business is being done.

PIG IRON—The market is steady, both in regard to prices and business. We quote: No. 1 Hamilton, \$24 to \$25 per ton at the furnace; No. 1 Tonawanda, \$25.40 in bond, Toronto, and No. 2, \$24.40; No. 1 Southern, \$24 in bond, Toronto.

BAR IRON—Business keeps moderate, with prices firm and unchanged. The base price is still \$2.45 to \$2.50 per 100 lb.

PIG TIN—Further strength has been developed by the market during the past week, and local quotations are now 36 to 37c. per lb. The demand is better than it was, buyers who were holding off having been forced into the market. There does not, however, appear to be any speculative buying.

TIN PLATES—Inquiries have been a great deal more numerous, and an increase in business is to be noted on both import and stock account. Prices rule firm.

TINNED SHEETS—A fair trade is, on the whole, being done, and it is expected to shortly improve.

TERNE PLATES—Continue dull and featureless.

BLACK SHEETS—Business has ruled good during the past week for black sheets. Base price is unchanged at \$3.50.

CANADA PLATES—Shipments are being made from stock, but a good many import orders are still being booked. It was thought that most of the import orders had been booked, but the experience of the past week has shown that this opinion was somewhat astray. We quote: All-dull, \$3.25 to \$3.50; half-polished, \$3.35 to \$3.60; all-bright, \$3.85 to \$4.

GALVANIZED IRON—Inquiries have been more numerous, and shipment from stock has been larger. Some of the inquiries have been for pretty heavy lots. Import orders are still being booked. Quotations are unchanged at \$5.10 for "Queen's Head"

and \$4.75 for American, with 15c. additional for less than case lots.

COPPER—Ingot copper rules quiet, but the demand for sheet copper is still good. We quote: Ingot, 19 to 20c. per lb., and sheet, 23 to 23½c. per lb.

SPELTER—Trade has been quiet, with prices unchanged at 7 to 7¼c. per lb.

ZINC SHEETS—Only a moderate demand is to be noted. The ruling price on cask lots is 7½c. per lb., and part casks, 7¼c. per lb.

BRASS—Trade has been good the past week.

LEAD—A improved demand for large lots is to be noted. We quote 4¾ to 5c. per lb.

SOLDER—Prices have advanced on account of the increased cost of tin, and we now quote as follows: Half-and-half, 22 to 23c.; refined, 21½ to 22c.; wiping, 21 to 21½c. per lb.

LEAD PIPE—There is not much doing. We quote: Ordinary pipe, 7c., and waste, 7½c. per lb. Discount, 15 per cent.

IRON PIPE—A fair trade is being done, and prices are firm at quotations. We quote as follows: Black pipe, ¼ to ¾ inch, \$3.60; ½ inch, \$3.70; ¾ inch, \$4.20; 1 inch, \$5.90; 1¼ inch, \$7.85; 1½ inch, \$9.75; 2 inch, \$13; 2½ inch, discount off to 6 in the list 45 per cent. Galvanized pipe is quoted as follows: ½ inch, \$6.50; ¾ inch, \$8; 1 inch, \$11.50; 1¼ inch, \$16; 1½ inch, \$20; 2 inch, \$28.50.

RANGE BOILERS—Business is but moderate. We quote: Ronald's, tested to 200 lb., guaranteed for 2 years, 30 gals., \$6.75; 35 gal., \$7.75; 40 gal., \$9. Ronald's extra heavy, tested 250 lb., guaranteed for 5 years, 30 gal., \$8.40; 35 gal., \$9.25; 40 gal., \$10.60.

BOILER TUBES—Trade keeps fair. We quote: 1½-inch, 13 to 14c.; 2-inch, 15 to 16c.; 2½ inch, 18 to 19c., and 3 inch, 19 to 20c.

ANTIMONY—Business in antimony is exceptionally brisk, and stocks are much reduced. We still, however, quote at 11 to 11½c. per lb.

PAINTS AND OILS.

The orders coming in for April delivery show that hardwaremen throughout the country are making preparations for an unusually busy year. Travelers state that in all sections of the country there is every evidence of a brisk building year, which fact may largely account for the optimistic feeling and the heavy buying. Prices for all materials keep firm. An advance in white lead is anticipated. Linseed oil is 1c. higher, and predictions of a scarcity are freely made. Turpentine has been somewhat irregular in the South this week, but the changes of the week, as a whole, result

Oakey's

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.

West Troy, N.Y.

DERBY SNAP.

With Plated Rust Proof and Guarded Spring.

"THE LATEST AND BEST."

For Sale by all Jobbers at Manufacturers' Prices.



PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., USA

FOR SALE.

Fifty shares of The Peterborough Lock Mfg. Co.'s stock; par value, \$5,000.00, fully paid up; paying 6 per cent. interest. For particulars, etc., address, **Walter Grose, No. 30 St. Dizier St., Montreal.**

SEND for specimen copy of Phillips' Monthly Machinery Register, containing over 5,000 entries of new and second-hand machinery of every description. The oldest established and most successful medium in the world. Established 25 years for the purpose of introducing those who have machinery for sale, to those who wish to buy, has a circulation of about 50,000 copies per annum, all over the world, and is used for continual reference by a large number of firms. It is consequently a most valuable advertising medium for all engineers and manufacturers. Subscription, \$5. per annum, plus postage 6d. Sole Proprietor, CHAS. D. PHILLIPS, M.I.M.E., Newport, Mon., England. Telegraphic address "Machinery, Newport, Mon."

Do you handle the ...

Aylmer Spray Pumps?

IF NOT,

Why not do so?



THE AYLMER is universally acknowledged by the fruit-growing community to be the best Pump in the market to-day, and during the past two years has taken first place at every contest wherever shown, taking the Jubilee award at Toronto Industrial Exhibition, also first place at St. Petersburg, Russia, at Manchester, Eng., and at Ottawa Ont.

THE AYLMER is to-day the most powerful, easiest-working and most durable Pump in the market. If our travellers have not called on you write us for terms. Liberal discounts to the trade. **EVERY PUMP WARRANTED.**

AYLMER IRON WORKS

in a considerable advance. Prices are, consequently, stiff here, and an advance of 2c. is anticipated. Other materials are unchanged. We quote:

WHITE LEAD—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½; No. 3, \$5.75; No. 4, \$5; dry white lead in casks, \$5.75.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE AND ORANGE MINERAL—Litharge, 6 to 6½c.; orange mineral, 8 to 8½c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22½c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$1.90; bladders, in 100 lb. kegs, \$2.05; bulk, in bbls., \$1.75; bulk, in less quantities, \$1.90.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PARIS GREEN—Petroleum, bbls., 18c.; arsenic, kegs, 18¼c.; drums, 50 and 100 lb. 18¼c.; drums, 25 lb., 19¼c.; tins, 1 lb., 20¼c.; tins, ½ lb. 22¼c.; packages, 1 lb., 19¼c.; packages, ½ lb., 21¼c.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No. 1 quality, \$1.00 per gallon.

SEAL OIL—54c. per gallon, and yellow seal at 45c.

CASTOR OIL—East India, in cases, 9 to 9½c. per lb. and 9½ to 10c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 68c.; boiled, 71c.; 5 to 9 barrels, raw, 67c.; boiled, 70c.; 10 to 19 barrels, raw, 67c.; boiled, 70c. To outside points, 2c. more is charged.

TURPENTINE—Single barrels, 83c.; two to four barrels, 82c., freight allowed; in less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged. To outside points 2c. more.

GLASS.

The price of star window glass, announced last week, is firmly maintained. The new quotations on double diamond glass have been definitely settled. It will be seen that an advance is made in all sizes up to 70 united inches; that from 71 to 80 inch sizes are unchanged, and that all sizes above 80 inches show a decline. The full list of the new window glass prices is published on page 30. We quote first break as follows: Star, in 50-foot boxes, \$2.20, and in

84,000 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

For sale all over the World.



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass**. Also of a durable, highly-polished material called "**MARBLETT**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow. 12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No. 68 St. Helens.

100-foot boxes, \$4.20; double diamond under 25 united inches, \$6.25, Toronto. Hamilton and London; terms 4 months or 3 per cent, 30 days.

OLD MATERIAL.

Prices are stiff. The demand is active, but heavy roads are still interfering with the movement of stock. We quote jobbers' prices as follows: Agricultural scrap, 70c. per cw.; machinery cast, 70c. per cwt.; stove cast scrap, 45c.; No. 1 wrought scrap, 65c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 10½c.; heavy copper, 14c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, 11c.; scrap lead, 2¾c.; zinc, 3c.; scrap rubber, 6c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES—There is a good demand, but the deliveries are limited. Prices are unchanged. We quote: Cowhides, No. 1, 9c.; No. 2, 8c.; No. 3, 7c. Steer hides are worth ½c. more. Cured hides are quoted at 9½c.

SKINS—The movement is light, as few skins are offering. The demands keeps brisk at firm prices. We quote as follows: No. 1 veal, 8-lb. and up, 11c. per lb.; No. 2, 9c.; dekins, from 40 to 45c.; culls, 20 to 25c. Sheep and lambskins are selling at \$1.10 to \$1.25.

WOOL—As nearly all fleece wool is in consumers' hands, business is now quiet. Prices are steady. We quote: Combing fleece and clothing wool, at 19 to 20c. and unwashed at 12c.

PETROLEUM.

The demand keeps good. There is no change in prices. We quote: Pratt's Astral, 20c. in bulk (barrels, \$1 extra); American water white, 20c. in barrels; Photogene, 19c.; Sarnia water white, 18½c. in barrels; Sarnia prime white, 17c. in barrels.

COAL.

The effects of the heavy snowstorm of Tuesday and Wednesday of last week are still felt. No deliveries are being made from the mines to wholesalers. Prices are firm. We quote anthracite at Buffalo and bridges for immediate delivery as follows: Nut, \$5 per gross ton, or \$4.46 per net ton; egg and

stove, \$4.75 per gross ton, or \$4.24 per net ton; grate, \$4.50 per gross ton, or \$4.01 per net ton.

MARKET NOTES.

Pig tin is quoted at 1 to 2c. per lb, dearer at 36 to 37c.

Cistern and force pumps are quoted 25 to 30 per cent. higher by the makers.

CARELESS BUYING.

BEING present recently in a stockroom in which was displayed the thousand and one articles which some factors' representatives consider it necessary to cart about the country (more, I imagine, as reminders to ironmongers giving out orders than as specimens of finish, etc.), I could not help noticing the very careless way in which the customer was giving his order, taking, in fact, not the slightest trouble to make a note of the multifarious things he was purchasing, and leaving a great many items quite at the traveler's discretion, with such expressions as "All right, I'll leave it to you; send on as near as you 'can,'" "You know, the usual thing," etc. Having a chat with the traveler afterwards, he told me that although he called upon a very large number of ironmongers (his ground taking him six months to cover) he could only remember about one or two amongst the whole of his customers who made a note of the orders they gave him, and only about the same number of his customers took the trouble to ascertain from their stock the particular "hand" of the locks left on their shelves, but would carelessly say "Oh, send 'em handed." A casual inspection of the stock might, perhaps, have revealed the fact that the order should have been for all right-handed or the reverse. Would it be strange if, in such a case, the ironmonger found his stock of 6-inch rims to consist of all left-handed locks when a carpenter customer calls and asks for his order to be made up chiefly of rights?—"Rover" in Ironmonger.



Pullman Sash Balance Co.

Makers of the

"Pullman"
Hardware
Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

MANITOBA MARKETS.

WINNIPEG, March 5, 1900.

THIS will be a season of great building operations, and all lines of building hardware are already in demand. Building paper has advanced this week, and 75c. is now quoted for standard brands, such as "Anchor," "Jubilee" and "Cyclone." Tarred papers have advanced 5c. Linseed oil has again advanced quite 2c. per gallon, and is now quoted at 74c. for raw and 77c. for boiled. Spring orders are going out freely, and all hardware houses appear busy. With the exception of the above changes, the price list of last week carries. We quote:

Barbed wire, 100 lb.	\$4 00
Plain twist	4 00
Staples	4 50
Oiled annealed wire.	10 4 12
"	11 4 19
"	12 4 25
"	13 4 40
"	14 4 52
"	15 4 65
Wire nails, 30 to 60 dy, keg.	4 00
" 16 and 20	4 05
" 10	4 10
" 8	4 15
" 6	4 30
" 4	4 35
" 3	4 40
Cut nails, 30 to 60 dy.	3 40
" 20 to 40	3 45
" 10 to 16	3 50
" 8	3 55
" 6	3 60
" 4	3 90
" 3	4 15
Horsenails, 45 per cent. discount.	
Horseshoes, iron, No. 0 to No. 1.	4 90
No. 2 and larger	4 65
Snow shoes, No. 0 to No. 1.	5 15
No. 2 and larger	4 90
Steel, No. 0 to No. 1	5 20
No. 2 and larger	4 95
Bar iron, \$3.10 basis.	
Swedish iron, \$5 basis.	
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge.	3 75
28 gauge.	4 00
Galvanized American, 16 gauge.	4 25
18 to 22 gauge	4 50
24 gauge.	4 75
26 gauge.	5 00
28 gauge.	5 25
Genuine Russian, lb.	12
Imitation	8
Tinned, 24 gauge, 100 lb.	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, 1C charcoal, 20 x 28, box	11 00
" IX	13 00
" IXX	15 00
Ingot tin.	38
Canada plate, 18 x 21 and 18 x 24	4 00
Sheet zinc, cask lots, 100 lb.	9 00
Broken lots.	9 50
Pig lead, 100 lb.	4 50
Wrought pipe, black up to 2 inch.	50 and 10 p.c.
Over 2 inch.	45 p.c.
Rope, sisal, 7-16 and larger.	13 50
" 3/4	14 00
" 1/2 and 5-16	14 50
Manila, 7-16 and larger	16 00
" 3/4	16 50
" 1/2 and 5-16	17 00
Solder	25 1/4
Cotton rope, all sizes, lb.	16
Axes, chopping	\$ 7 00 to 12 00
" double bits.	12 00 to 18 00
Screws, flat head, iron, bright.	75 and 10 p.c.
Round "	70 p.c.
Flat " brass	70 p.c.
Round " "	60 and 5 p.c.
Coach	57 1/2 p.c.
Bolts, carriage 5-16 and smaller.	42 1/2 p.c.
3/4 and larger.	37 1/2 p.c.
Machine	45 p.c.
Tire.	55 p.c.
Sleigh shoe.	65 p.c.
Plough	40 p.c.

Rivets, iron.	37 1/2 p.c.
Copper, No. 8, lb.	33 1/2 c.
Spades and shovels.	40 p.c.
Harvest tools.	50, 10 and 5 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1.	1 50
No. 2.	1 25
Octagon extra.	1 65
No. 1.	1 25
Linseed oil, raw, per gal.	74
" boiled "	77
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol.	30 p.c.
" military.	15 p.c.
American R.F.	40 p.c.
C.F. pistol.	10 p.c.
C.F. military.	Net.
Loaded shells, Robin Hood, M	\$20 00
Eley's soft, 12 gauge.	16 50
chilled, 12 gauge.	18 00
soft, 10 gauge.	21 00
chilled, 10 gauge.	23 00
American, M.	16 25
Shot, Ordinary, per 100 lb.	6 25
Chilled.	6 75
Powder, F.F., keg.	4 75
F.F.G.	5 00
Robin Hood	10 00
Tinware, pressed, retinned.	75 and 2 1/4 p.c.
" plain.	70 and 15 p.c.
Graniteware, according to quality.	50 p.c.
Turpentine, by barrel.	84c.
Less than barrel.	89c.

PECK, BENNY & CO.'S LOYAL EMPLOYEES.

A few days ago, the employes of Peck, Benny & Co., Montreal, sent the following cable to the Right Hon. Joseph Chamberlain:

"French and English-Canadian employes Peck, Benny & Co.'s rolling mills, Montreal, tender their sincere congratulations British successes in Africa."

Since then, the following, which explains itself, has been received:

OTTAWA, March 6, 1900.

To PECK, BENNY & Co., Montreal.

The Governor-General has received the following cable from Secretary of State for Colonies: "Inform Peck, Benny & Co. Her Majesty's Government much gratified by message showing patriotic spirit of their French-Canadian and British employes."

GOVERNOR-GENERAL'S SECRETARY.

THE DEALERS' POINT OF VIEW.

The Metallic Roofing Co. is using a series of artistic advertisements in the leading newspapers of the country. The effect has been to rouse widespread interest in its high-grade goods—an interest which has done much to facilitate local sales by the dealers who carry them.

Nowadays dealers appreciate the advantages of handling goods which are advertised by the manufacturers. Capable advertising of reliable lines creates a demand which insures ready sales for the retailer. The Metallic Roofing Co.'s good work along this line is worthy of note. Their metallic finish for interior decoration and other high-class fire-proof building materials are now becoming as widely and favorably known to the general public as to the building fraternity, a fact which go-ahead dealers will find of immense advantage in furthering their own trade in these goods.

THE INCREASE IN RECEIPTS OF MANILA HEMP.

Receipts of manila hemp at the forwarding ports continue to increase. The receipts of last week were 49,000 bales, nearly three times as much as was received the same week of last year.

The following table shows the receipts since January 1, being several weeks prior to and several weeks since the hemp ports were opened:

Week of Jan. 1	3,000
Week of Jan. 8	1,000
Week of Jan. 15	2,000
Week of Jan. 22	1,000
Week of Jan. 29	2,000
Week of Feb. 5	12,000
Week of Feb. 12	49,000

The total receipts for the seven weeks, 70,000 bales, lack 38,000 bales of equaling the receipts of the first seven weeks of 1899.

Shipments of 23,000 bales have been made from Manila since January 1, but only 1,000 bales were destined to the United States. A shipment of 1,000 bales cleared for the United States last Friday, the first this year.

While these figures are of interest, they are not regarded as having any effect upon the twine market of 1900. It is generally conceded that all manila hemp available for several months to come will be demanded by rope manufacturers. None of the manila hemp en route, or to be shipped between now and June 1, will go into binder twine. —The Farm and Implement News.

CANADIAN PRODUCTS WANTED.

The following were among the inquiries relating to Canadian trade received at the Canadian Government Offices in London recently:

Inquiry is made for names of firms in Canada manufacturing furniture for export; also for firms who manufacture tallow and grease for export.

An important London house, doing a large commission business in Canadian products, is desirous of corresponding with exporters of wood pulp evaporated apples, tinned salmon, etc.

An inquiry comes from Denmark for the names of two or three good Canadian firms that would be likely to interest themselves in the introduction of modern high-class dairy machinery and plant, cooling apparatus, etc.

The names of the firms inquiring can be secured on application to the editor of **HARDWARE AND METAL**.

Max Goldberg, general merchant, Riviere Desert, Ont., has been succeeded by Donovan Bros.

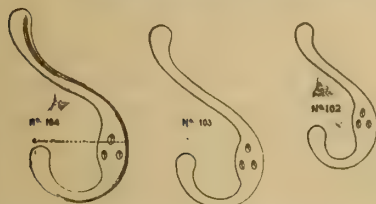
Thomas Grace, general merchant, Kazabazua, Que., has sold out to H. Bolan, general merchant, St. Cecile de Masham, Que., who has disposed of the latter business to Mrs. Paul Bertrand.

PERSONS addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.



SAVE MONEY BY BUYING

Gunn's Patent Brassic Goods



Equal to solid brass in every particular. Cost less money—look and wear as well. Sales increasing all the time.

THE GUNN CASTOR CO., Limited
KNOX HENRY,
Canadian Agent, 220½ Board of Trade MONTREAL

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

FOR SALE

In the flourishing town of Seaforth, Ontario, that old-established **HARDWARE AND STOVE BUSINESS** of Johnson Bros., lately conducted by Mr. D. W. Johnson, deceased. This affords a rare opportunity for anyone wishing to engage in this line of business. Stock is largely staple and amounts to about \$14,000. Full particulars will be furnished upon application to

J. C. SMITH,
Box 453, SEAFORTH.

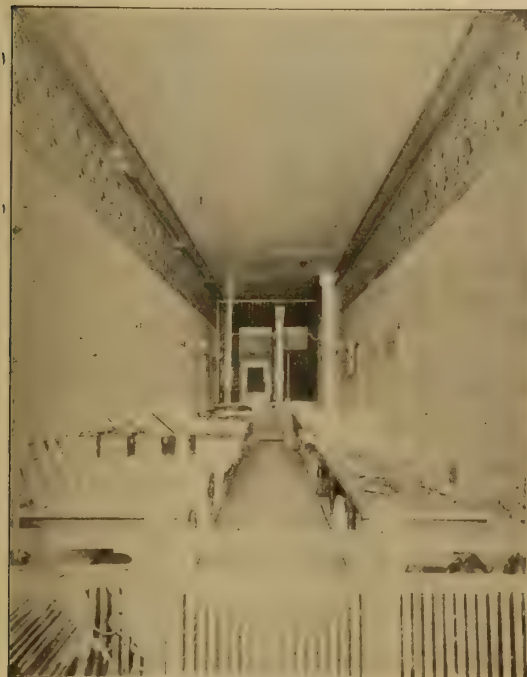
MANUFACTURERS

Babbitt Metals . . .
Tinners' and Plumbers' Solder
Ingot Brass, etc.

IMPORTERS AND DEALERS

Pig Tin, Pig Lead
Ingot Copper . . .
Antimony, etc.

SYRACUSE SMELTING WORKS. Factories: MONTREAL, and SYRACUSE, N.Y.



Luxfer Prisms successfully lighting a store 100 feet long.



Ordinary glass made the store unrentable without artificial light.

A visit to our test rooms will furnish ample proof that these contrast pictures underestimate rather than exaggerate the lighting results of Luxfer Prisms. Write for our blank form and obtain an estimate of cost.

THE LUXFER PRISM CO., Limited

98-100 KING STREET WEST,

TORONTO

Specified
by
Architects.
Approved
by
Owners.
Appreciated
by
Tenants.

Form
Your
Own
Opinion.

The Cheapest or the Best— Which?

The experience of the world has become crystallized into a proverb that "the best is the cheapest."

We make the best horse nails that an experience of 35 years in the manufacture of this one article has shown us is produced anywhere.

In buying our "C" brand you have the benefit of this long experience, and also the guarantee of our Company that every box we sell is warranted free from any imperfection; that is—if you should find any crooked or faulty nails, any that in use have shown faults not discovered before—that we will replace free of all expense to you any box of horse nails bearing our trade mark.

You take no risk therefore in buying the best. Don't be fooled by any assurances made by any seller of "cheap" nails which are pushed because they offer a larger profit about their being "just as good." **There is only one best**, and that one must embody the best material, made in the best manner, of the best pattern, and have the best reputation with the best people, both dealers and consumers. What horse nails fulfil these conditions best? The "C" brand without a doubt.

We ask buyers wishing our brand to specify for it particularly, and note that our name is on each box of the genuine as made by us. There are others! there is only one "C" and is made only by the

**Canada Horse Nail
Company.**

MONTREAL.

WESTMAN BROS.' NEW STORE.

NO more progressive firm exists in Western Ontario than Westman Bros., Chatham. In 1895, this firm purchased the stock of D. & F. Shoemaker, which, during four succeeding years, was conducted under the able management of W. Harry Westman, who had for the previous eight years managed the East End store of A. Westman, London, Ont.

A. D. Westman, who for seven years past had traveled for The Hobbs Hardware Co. in Northern Ontario, Manitoba and British Columbia, resigned his position with that firm a year ago to assist his brother in the rapidly-developing business.

Finding their premises inadequate, they recently purchased the block of two stores owned by the Barfoot estate, and have turned them into one large store, and, by building thereto an addition of 100 feet, made a spacious store of 35 x 186 feet, part of which is used for an agricultural implement warehouse, in which line an extensive business is done by the firm. Above are the workshops and storerooms, covering an area of 35 x 100 feet, greatly needed in the development of their plumbing, hot water heating and tinner's departments.

The main store is fitted up with hardwood floors and shelving, with sliding ladders, plate glass front and electric lights. One especially nice feature is the up-to-date sanitary conveniences for customers' use that have been put in, and will, doubtless, be fully appreciated by the firm's patrons.

While the customers may enjoy the advantages that enterprise of this kind inaugurates, yet the promoters as fully benefit by the increased space, by the greater pleasure that such space affords in the better display of goods, as well as greater ease in effecting sales, advantages which the firm regard as full compensation for the expense of the improvements.

It will afford the many personal friends of Mr. A. D. Westman, who knew him as a "Knight of the Grip," to know that now his peregrinations throughout the land have ceased, he still is so circumstanced that he finds great scope for his tireless energies and pleasant personality, and with your correspondent will join in wishing him and his confrere every success as a result of their enterprising efforts.

SCOTT MCKERROW.

J. H. Mendels, general merchant, Perth, Ont., has disposed of his branch at Brightside, Ont., to Benj. Willis.

T. Morrison has purchased Morrison Bros.' general store stock in Boissevain, Man., and will carry on the business under the style of T. Morrison & Co.



American Tire Co.
Toronto.

Our new book

To the trade:

By mail on receipt of your request, the most comprehensive list ever issued in Canada.

Everything for bicycle builders and dealers in cycle materials and sundries at rock bottom prices.

"All Dunlop Tires in 1900"

Your guaranty of goodness in a Dunlop tire is the guaranty from the makers.

"The Dunlop detachable tire is guaranteed against all defects of workmanship, materials or design, for one year from date of purchase."

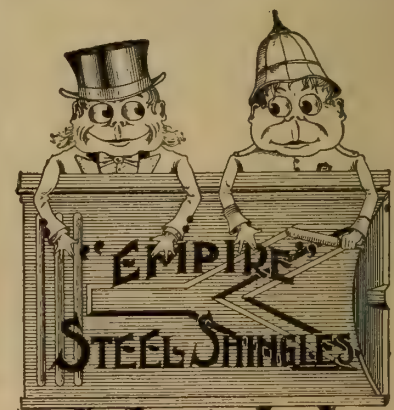
No other tire is guaranteed thus.

Dunlop tires on all good wheels without extra charge.



"The only tools."

The Dunlop Tire Co., Limited,
Toronto.
Montreal. Winnipeg. St. John.



"WE HOLD A VASTER 'EMPIRE' (SHINGLE TRADE) THAN HAS BEEN"
METALLIC ROOFING CO.
TORONTO. (LIMITED)
SEND FOR CATALOGUE.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
22 St. John Street, Montreal.

Representing British and American manufacturers of
Tinplates, Tinned Sheets, Terne Plates, Canada Plates, Gal-
vanized Sheets, Imitation Russia Sheets, Black Sheets—Iron
and Steel—Hoops and Bands, Proved Coil Chain, Brass and
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.

**VanTuyl & Fairbank**

Petrolia, Ont.

Headquarters for . .

Oil and Artesian Well
Pumps, Casing, Tubing
Fittings, Drilling
Tools, Tables, etc.

R. C. LEVESCONTE

Barrister, Solicitor, Notary, Etc.

THE MCKINNON BUILDING
Cor. Jordan and Melinda Streets

. . . TORONTO

Telephone 689.
Cable "LeVesconte" Toronto.

E. T. WRIGHT & CO.,

Mfrs., Hamilton, Ont.

Retinned Dairy Pails.



Milk Can Trimmings.

**"JARDINE"****TIRE UPSETTERS
WILL UPSET TIRES**

Some machines sold as Upsetters will not.
Perhaps you make as much money on the
sale of a useless Upsetter as on a good
one, but your customer does not. He
don't want a machine because it is called
an Upsetter; he wants a machine to upset
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.

HESPELER, ONT.

TINNERS' AND ROOFERS' SUPPLIES
PIPE, GUTTER, HANGERS, HOOKS, STRAPS, EARS, ELBOWS,
REGISTERS, ROOFING, ETC.
Large Stock, Great Variety, Prompt Shipments. Write for Catalogue and Prices
BERGER BROS. CO.,
231 and 237 Arch Street, - PHILADELPHIA.

HARRINGTON & RICHARDSON ARMS CO.

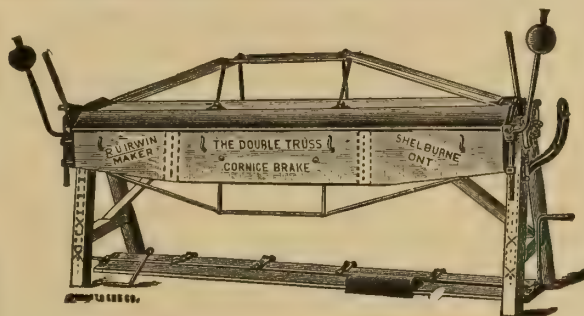
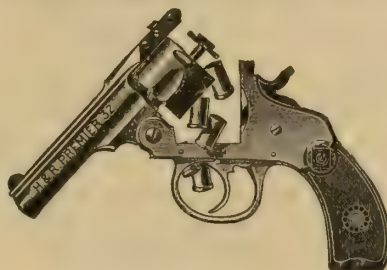
WORCESTER, MASS., U. S. A.

Makers of —

High Grade REVOLVERS

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and
Hardware Stores almost everywhere.



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$50

Very handy header attachment, \$10 extra
if required.

Send for circulars and testimonials to

**The Double Truss Cornice
Brake Co. SHELBURNE, ONT.**

STEVENS ...FINE TOOLS

We make a perfect line
of —

CALIPERS and DIVIDERS

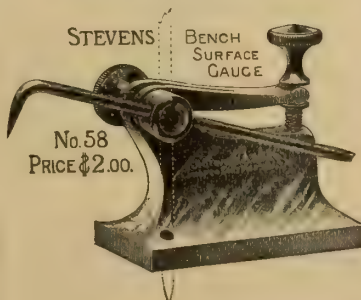
Also such tools as Surface Gauges, Tool
Makers' Clamps, Center Punches, etc.

Write for our New Catalogue containing a description of our Tools.
It is also a valuable hand-book of information for mechanics and people
interested in such lines.

J. Stevens Arms & Tool Co.

P.O. Box 216, Chicopee Falls, Mass, U.S.A.

Carried by our representatives at Toronto and Montreal.

**HUTCHISON, SHURLY & DERRETT**

DOVERCOURT
TWIN MILLS.

1078 BLOOR STREET WEST
TORONTO.

Having equipped our Factory with entirely new machinery, we are prepared
to furnish the best made goods in the market at closest prices and make
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.

HEATING AND PLUMBING

PLUMBERS' LICENSES IN TORONTO.

THE recommendation of the property committee of the Toronto city council that the fee for plumbers' licenses should be reduced from \$10 to \$1, and that \$1 should be charged on each occasion when an inspector is required, was considered by the council on Monday.

James Wilson, of The John Ritchie Plumbing and Heating Co., Limited; Harry Hogarth, of Fiddes & Hogarth, and William Mansell, of Purdy, Mansell & Co., appeared before the council as representatives of the Toronto Master Plumbers' Association, and protested against the change in the by-law.

Each of these master plumbers claimed, and, in the claim, expressed the opinion of the majority of the employing plumbers of Toronto, that to reduce the license fee would enable many incompetent workmen to do plumbing which would be dangerous to the health of the community as well as discreditable to the profession. It had been found advisable to have a uniform and comparatively high fee for hotel licenses, and also for cigar licenses, and it would be a mistake to place the license fee for doing plumbing, which so closely affected the public health, at a figure which would enable ignorant and incapable workmen, who would not pay the \$10 fee, to start in business.

The council adopted the report of the legislative committee, but, on Wednesday, the City Health Officer reported in favor of leaving the by-law as it stands. So far, therefore, no change has yet been made in the by-law.

HAMILTON PLUMBING BY-LAW.

A despatch from Hamilton states that when the plumbing by-law, which the Hamilton, Ont., Master Plumbers' Association have had in course of preparation for some time, was brought before the board of health a determined opposition was made to its adoption. The by-law contemplated the compulsory use of iron pipe for sewer connections, the appointing of a plumbing inspector and the imposing a license tax of \$25 on master plumbers.

Deputations for and against the proposed by-law appeared before the board. It was decided to hear six speakers on each side.

Adam Clark, representing the Master Plumbers' Association, and Ald. Findlay were the principal supporters of the by-law.

Petitions signed by ratepayers opposed to it were presented by A. M. Lewis and Ald. Evans.

After the depositions had been heard, the board discussed the by-law. The majority of the members proved to be opposed to it, and it was decided not to recommend that the by-law should be passed by the council.

PLUMBING AND HEATING NOTES.

The Oriental Bath Co., Montreal, have dissolved.

P. Dagenais & Cie., contractors, Montreal, have assigned.

H. W. Prendergast has been appointed curator of H. Roy, plumber, Montreal.

The Aylmer Manufacturing Co., Limited, Aylmer, Ont., has been incorporated.

Cope & Frey have started as dealers in electric and gas supplies in Vancouver.

The Citizens' Electric Co., of Smith's Falls, Ont., Limited, have been incorporated.

Claxton Bros., plumbers and steam-fitters, Winnipeg, have sold out to James B. Heatly.

The Brandon, Man., Electric Light Co., Limited, is applying for power to increase its capital stock to \$125,000.

Guest & Co., Toronto, are putting a water motor for the pipe organ in the Brant street Methodist church, Brantford.

PLUMBING AND HEATING CONTRACTS.

Montreal plumbers are at present figuring on the plumbing and heating work in the new drill hall at Kingston, Ont. The contracts have not yet been awarded, but it is expected that they will be in the course of a week or so.

The work of plumbing and heating in the new factory building in course of construction for The Alaska Feather and Down Co., Montreal, has been awarded to Jas. Ballantyne, St. Antoine street.

The contract for heating the new Webster House, which is going up on the site of the old building recently destroyed by fire on St. James street, Montreal, has been awarded to Carroll Bros., of St. Antoine street.

The Quebec harbor commissioners have confirmed an agreement permitting the new Great Northern Railway Company to build shops for their rolling stock on Louise embankment. The work will commence at once, and will cost \$50,000.

SOME BUILDING NOTES.

THE contract for the erection of the new Hudson's Bay block on Granville street, Vancouver, has been let to C. P. Shindler, and work on the foundation commenced. The entire block, 100 x 120 feet, is to be made into one building, with four storeys and basement.

A new hotel to accommodate 200 skilled mechanics is now being erected near the coke ovens, Sydney, N.S.

A building permit has been issued in Toronto to Mr. Flaus, for a two storey and attic residence on Crescent road to cost \$2,500.

The contracts for building the new foundry on Pelham avenue, Toronto Junction, Ont., have been let, and the work will commence as soon as spring opens.

The Electro Vapor Launch Co., Hamilton, intend erecting in that city a plant to make gas engines and launches. J. R. Hesse, Hamilton, is secretary of the company.

The work of clearing away the ruins of the old Theatre Francais, Montreal, is to be commenced at once, and even before the winter is over the preparations for the rebuilding will have been completed. It is the intention of Daniel Ford, owner of the property, to make the building one of the most complete in America.

Mr. Fripp, architect, Vancouver, reports that he is preparing plans for the alterations to St. James' church, one dwelling house on Pacific street, to cost \$2,000; one dwelling house on Alberni street, to cost \$2,500, and three dwelling houses, to cost \$2,000 each, on Comox street, Vancouver, and for an Anglican church in Abbotsford, B.C.

DAVIDSON'S "TRIPLE" SAUCEPANS.

One of the benefits derived from a travelers' conference is the adoption of new lines, and the combination triple saucepans now being put on the market by the Thos. Davidson Manufacturing Co., Montreal, is one of the results. These goods have no need of description, as their merit as well as the many uses to which they can be put are well known to the dealer, and will be especially acceptable to those dealers who make the oil and gas stove trade a specialty.

These saucepans are made in crescent steel agate and also in pieced tinware. Sample orders will enable dealers to become thoroughly acquainted with the selling qualities of this line.

Toronto Foundry Co.

Manufacturers of **SOIL PIPE, FITTINGS,
SINKS, BOILER STANDS.**

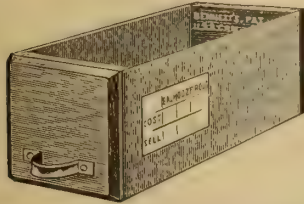
Nos. 146-148-150 Niagara Street, TORONTO

The only Exclusive Manufacturers of
Soil Pipe and Soil Pipe Fittings in
Canada.

All goods stamped T. F. Co. are warranted

CANADIAN ADVERTISING is best done by THE
E. DESBARATS ADVERTISING AGENCY.
MONTREAL.

THE HARDWAREMAN OF DUNDALK
HAS PUT IN 592



BENNETT'S SHELF BOXES

and endorses them thus:

Dundalk, Ont., Feb. 13, 1900.

To J. S. Bennett.

Dear Sir,—Boxes to hand and all in place. Fit like a glove. They are all you claim them to be and much more. They are handy, clean and neat, and have an elegant appearance. Enclosed find cheque for same.

Yours, J. GARDINER.

Boxes made to fit your present shelving. Full particulars from

J. S. BENNETT, 20 Sheridan Ave., Toronto.



Ontario Nut Works, Paris BROWN & CO.

Manufacturers of
All sizes of Hot Pressed
Nuts, Square and Hexagon

GEORGE TUCK & CO.

.. Importers of ..

Asbestos and Tuck's Packings

Pipe and Boiler Coverings, Cotton Waste, Oils,
Oakum, etc., and General Engineers' Supplies.

No. 7 ST. PETER STREET, - - MONTREAL

THE . . .

Waggoner Extension Ladder.

The strongest, lightest and most convenient ladder in the market. The only really satisfactory extension ladder made. Pulls up with a rope. Made in all lengths. Also extension and other step ladders, sawhorses, ironing boards, painters' trestles, etc. All first-class goods. Write for quotations to

The Waggoner Ladder Company, Limited, London, Ont.



Revolution Counter

An accurate
record
always
"in sight."

Should you desire to auto-
matically keep a numerical re-
cord of any goods you may be
turning out attach one of our
Box Pattern Counters.

Price \$9.00

ENGINEERS' SUPPLIES

The James Morrison Brass Mfg. Co., Limited.
TORONTO.

COME. LET US REASON TOGETHER.



First Floor Tank.

Suppose you should discover

A HOLE IN YOUR CASH DRAWER

through which you were losing pennies daily. Would you take weeks and months to debate in your mind whether you would repair it or not? Hardly. Everything about the place would come to a standstill if necessary, until that leak was stopped. Why? Because it means

A MONEY LOSS.

This being the case, isn't it a trifle odd, knowing as you MUST know, that in handling oil in the old-fashioned way, drawing from leaky barrels or pumping into "sloppy" measures, you are daily and hourly losing money as surely as though there were a hole in your cash drawer, that you procrastinate and debate in your mind whether "it will pay" to stop the leak? It WILL pay, and you can do it by installing in your store a

BOWSER 3 Measure OIL TANK Self Measuring

Gallons, Half-Gallons and Quarts
at a stroke.

NO WASTE, NO LOSS, NO SLOP, NO DIRT,
NO MEASURES, NO FUNNELS. YOUR OIL
IS WASTING; ISN'T IT TIME TO STOP IT?

Let Us Quote You Prices To-day.

Send Your Address.

S. F. BOWSER & CO., P. O. Box 564
TORONTO, ONT.

Factory: Fort Wayne, Ind.

EXTENDED INSURANCE.

One of the many liberal features embodied in the
UNCONDITIONAL ACCUMULATIVE POLICY
issued by the

Confederation Life Association.

HEAD OFFICE--TORONTO.

is the provision for Extended Insurance. After three full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

W. C. Macdonald,
Actuary.

J. K. MACDONALD,
Managing Director

"QUICK MEAL" SUMMER STOVES

They're wonderful sellers—promising even greater success this year than last. Better order now—Blue-Flame Oil, or Gasoline—we are sole Canadian agents.

The Wickless, Blue-Flame Oil has everywhere given supreme satisfaction—it's a special favorite—now ready in all sizes and styles.

Our Oxford Ranges for gas promise even greater greater things for 1900 than ever before.

Send for our catalogues. They cover the entire field of summer stoves, providing for any possible need.

Prompt orders will likely save money for you—as prices have an upward tendency.

THE GURNEY FOUNDRY CO., LIMITED

TORONTO

WINNIPEG

VANCOUVER

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

The supremacy of —

"PLYMOUTH"

IT PAYS TO BUY
THE BEST.



This Trade Mark is
on every Tag.

DISTRIBUTORS:

will always be maintained. Dealers who are in business to stay want twine that will sell well, and satisfy their customers, the kind that presents good "talking points" and which backs up arguments by its performance. Twine which farmers grow enthusiastic over, which they cheerfully recommend to their neighbors, is the most profitable for dealers to buy.

PRUDENT PEOPLE PREFER "PLYMOUTH."

PLYMOUTH BINDER TWINE AGENCY,

54 Bay Street, TORONTO.

CANADA IRON FURNACE CO.,
Limited

Manufacturers of

CHARCOAL Pig Iron

MONTREAL.

BRAND "C.I.F." THREE
RIVERS

PLANTS AT

Radnor Forges, Que.
Lac a lac Tortue.Three Rivers.
Grand Piles.

Geo. E. Drummond,

Managing-Director and Treasurer

WARNOCK'S TOOLS

have been Canada's Standard for 55 years---
since 1844. Every article bearing our name
is fully guaranteed. Always specify
"Warnock's."

James Warnock & Co., - Galt, Ont.

CURRENT MARKET QUOTATIONS.

March 9, 1910.

These prices are for such quantities and
quantities as are usually ordered by retail
dealers on the usual terms of credit, the
lowest figures being for larger quantities and
prompt pay. Large cash buyers can fre-
quently make purchases at better prices. The
Editor is anxious to be informed at once of
any apparent errors in this list, as the desire
is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb. ingots, per lb. 0 37
Straits 0 37

Tinplates.

Charcoal Plates—Bright.
M.L.S., equal to Bradley. Per box
I.O., usual sizes \$7 30
I.X. 8 50
I.X.X., " 10 00
Famous—
I.O. 6 50
I.X. 8 00
I.X.X. 9 00
Raven & Vulture Grades—
I.O., usual sizes 5 25
I.X. 6 25
I.X.X. 7 25
I.X.X.X. 8 25
D.C., 12"x17 4 75
D.X. 5 50
D.X.X. 7 50

Coke Plates—Bright.

Bessemer Steel—
I.O., usual sizes 4 61
I.O., special sizes, base. 4 75
20x28 9 25

Charcoal Plates—Terne.

Dean or J. G. Grade—
I.O., 20x28, 112 sheets 8 50
I.X., Terne Tin 10 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X.X., 14x56, 50 sheet bxs } Per lb.
" 14x60 " } 0 07 0 07 1/2
" 14x65, " }
Tinned Sheets.
72x30 up to 24 gauge. 0 08 0 08 1/2
" 26 " 0 08 1/2 0 09
" 28 " 0 09 0 09 1/2

Iron and Steel.

Common Bar, per 100 lbs 2 45 2 55
Refined 2 85 2 95
Horse Shoe Iron 2 70 2 89
Hoop steel, 1 1/2 to 3 in. base,
extras for smaller sizes 3 25
Swedish " " base 4 00 4 25
Sleigh Shoe Steel " base 2 85
Tire Steel 2 85
Machinery 3 25
Cast Steel, per lb 0 10 0 14
Toe Oak Steel 3 50
Thos. Firth & Sons' Cast Steel 0 12 0 14
Russian Sheet, per lb 0 10 1/2 0 11
Tank Plates, 1-5 and thicker. 3 00 3 25
Boiler Rivets 4 50 5 00

Boiler Tubes.

1 1/2-inch 0 13 0 14
2 " 0 15 0 16
2 1/2 " 0 18 0 19
3 " 0 19 0 20

Steel Boiler Plate.

1/4 inch 3 25
3-16 inch 3 40
1/2 inch and thicker. 3 25

Black Sheets.

18 gauge 3 10

20 gauge 3 10
22 to 24 " 3 20
26 " 3 30
28 " 3

Canada Plates.

All dull, 52 sheets 3 50
Half polished 3 60
All bright 4 00

Iron Pipe.

Wrought pipe, per 100 feet, 1/4 to 3/4 inch,
\$3 60; 1/2 inch, \$3.10; 3/4 inch, \$4.20; 1 inch,
\$5.90; 1 1/2 inch, \$7.85; 2 inch, \$9.75; 2 1/2 inch,
\$13.00. 2 1/2 to 6 inch, discount 45 p.c.
Galvanized, 1/2 inch, \$6.50; 3/4 inch, \$8.00;
1 inch, \$11.50; 1 1/4 inch, \$16.00; 1 1/2 inch
\$20.00; 2 inch, \$28.50.

Galvanized Iron.

Queen's
G.C. Comet. Amer. Head.
16 gauge 4 50 4 35
18 to 24 gauge 4 50 3 80 4 50 4 60
26 " 4 75 4 10 4 50 4 65
28 " 5 00 4 35 4 75 5 10
Less than case lots, 15c. per 100 lb. additional
28 gauge American equals 26 gauge English.

Chain.

Proof Coil, 3-16 in., per 100 lb 8 50
" 5-16 " " 6 00
" 3/4 " " 5 45
" 7-16 " " 5 15
" 1 " " 5 10
" 1 1/2 " " 4 10
" 2 " " 4 75

Halter, kennel and post chains, 40 and 50 p.c.
Cow ties 40 p.c.
Stall fixtures 35 p.c.
Trace chain 25 and 5 p.c.
Jack chain, iron, single and double, dis-
count 35 p.c.
Jack chain, brass, single and double, dis-
count 40 p.c.

Copper.

Ingot 0 19 0 20
English B.S., ton lots
Lake Superior
Bolt or Bar
Outlengths, round, 1/2 to 3/4 in.
round and square
1 to 2 inches. 0 23 1/2 0 25

Sheet.

Untinned, 14 oz., and light, 16
oz., 14x48 and 14x60 0 23 0 23 1/2
Untinned, 14 oz., and light, 16
oz., irregular sizes 0 23 0 23 1/2
NOTE.—Extra for tinning, 2 cents per
pound, and tinning and half planishing 3
cents per pound.

Tinned copper sheets 0 26
Planished 0 32

Braziers. (In sheets.)

4x8 ft. 25 to 30 lbs. ea., per lb. 0 25 1/2
35 to 45 " 0 24 1/2
50-lb. and above, " 0 23 1/2

Boiler and T. K. Ritts.
Plain Tinned, per lb 0 28
Spun, per lb 0 32

Roll and Sheet, 14 to 30 gauge.

15 per cent.
Sheets, hard-rolled, 2x4 0 24 0 25
Tubing, base, per lb. 0 24 0 25

Zinc Spelter

Foreign, per lb 0 07 0 07 1/2
Domestic 0 07 1/2

Zinc Sheet.

5 cwt. casks 0 07 1/2
Part casks 0 07 1/2

Lead.

Imported Pig, per lb 0 04 1/2 0 05
Domestic, per lb 0 05
Bar, 1 lb. 0 05
Sheets, 2 1/2 lbs. sq. ft., by roll. 0 05 1/2 0 05 1/2

Sheets, 3 to 6 lbs., per sq. ft.,
by roll. 0 05 0 05 1/2

NOTE.—Cut sheets 1/2 cent per lb. extra
Pipe, by the roll, usual weights per yard, lists
at 7 cents per lb. and 15 per cent. discount
f.o.b. Toron o.

NOTE.—Cut lengths, net price, waste pipe
8-ft. lengths, lists at 7 1/2 cents.

Shot.

Ordinary, drop, \$5.25 per 100 lb.; chilled
\$5.50 per 100 lb. F.O.B. Toronto; terms 2
per cent. cash, freights equalized on Montreal

NOTE.—Prices of this graded according to
quantity. The prices of other qualities of
solder in the market indicated by private
brands vary according to composition.

Bar half-and-half 0 22 0 23
Refined 0 21 1/2 0 21 1/2
Wiping 0 21 0 21 1/2

NOTE.—Prices of this graded according to
quantity. The prices of other qualities of
solder in the market indicated by private
brands vary according to composition.

White Lead. Per cwt.
Pure, Assoc. guarantee, ground in oil
25 lb. irons 6 87 1/2
No. 1 do 6 50
No. 2 do 6 12 1/2
No. 3 do 5 75
No. 4 do 5 37 1/2
Munro's Select Flake White 7 12 1/2
Elephant and Decorators' Pure 6 87 1/2

Red Lead.
Genuine, 560 lb. casks, per cwt. \$... \$5 50
Genuine, 100 lb. kegs, per cwt. 5 75
No. 1, 560 lb. casks, per cwt. 5 25
No. 1, 100 lb. kegs, per cwt. 5 00

White Zinc Paint.
Elephant Snow White 0 08 0 09
Pure White Zinc 0 08 0 19
No. 1 0 06 0 07 1/2
No. 2 0 05 0 06 1/2

Dry White Lead.
Pure, casks 5 75
Pure, kegs 6 25
No. 1, casks 5 10
No. 1, kegs 6 00

Prepared Paints.
(In 1/4, 1/2 and 1 gallon tins.)
Pure, per gallon 1 20
Second qualities, per gallon. 1 00
Barn (in bbls.) 0 75
The Sherwin-Williams Paints 1 30
Canada Paint Co's Pure 1 20
Sanderson Peary's Pure 1 20

Colors in Oil.
(25 lb. tins, Standard Quality.)
Venetian Red, per lb 0 05
Chrome Yellow 0 11
Golden Ochre 0 06
French 0 05
Marine Black 0 09
Green 0 09
Chrome 0 08
French Imperial Green 0 19

Colors, Dry.
Yellow Ochre (J.C.) bbls 1 35 1 40
Yellow Ochre (J.F.L.S.) bbls 2 75
Yellow Ochre (Royal) 1 10 1 15
Brussels Ochre 2 00
Venetian Red (best), per cwt. 1 80
English Oxides, per cwt. 3 00 3 25
American Oxides, per cwt. 1 75 2 00
Canadian Oxides, per cwt. 1 75 2 00
Super Magnesia Oxides, 93 p.c. 2 00 2 25
Burnt Sienna, pure, per lb. 0 10
Umber, " 0 10
do Raw 0 09
Drop Black, pure 0 09
Chrome Yellows, pure 0 18
Chrome Greens, pure, per lb. 0 12

Golden Ochre 0 03 1/2

Ultramarine Blue in 28-lb
boxes, per lb. 0 08 0 24

Fire Proof Mineral, per 100 lb. 1 00
Genuine Eng. Litharge, per lb. 0 07
Mortar Color, per 100 lb. 1 25

English Vermillion 0 80
Pure Indian Red, No. 45, lb. 0 08
Whiting, per 100 lb. 0 55

Sulphate of Copper.
Casks, for spraying, per lb. 0 17
100-lb. lots, do. per lb. 0 08

Putty.
Bladders in bbls. 1 90
Bladders in 100 or 200 lb. kegs or bxs 2 45
Bulk in bbls., per 100 1 75
Bulk in less quantities 1 90
25-lb. tins, 4 in case 2 35
12 1/2-lb. tins, 8 in case 2 40

Varnishes.
(In 5-gal. lots.) Per gal.
Carriage, No. 1 1 45 1 65
" body 4 00 4 50
" rubbing 2 00 2 50
Gold Size, Japan 1 50 1 70
Brown Japan 1 20 1 40
Elastic Oak 1 45 1 65
Furniture, extra 1 10 1 40
" No. 1 1 80 1 00
Hard Oil Finish 1 35 1 55
Light Oil Finish 1 60 1 80
Demar 1 65 1 85
Shellac, white 2 20 2 40
" orange 2 00 2 20
Furniture Brown Japan 0 80 1 00
Black Japan 1 20 1 40
" No. 1 0 80 1 00

THE IMPERIAL VARNISH & COLOR CO.,
LIMITED.

The Imperial Varnish & Color Co's., Limited,
Elstiltite Varnish, 1
gal. can, each, \$3.00
Granatine Floor
Finish, per gal., \$2.50.
Ela-tonia (for front
doors), per gal., \$3.50.
Maple Leaf Coach
Enamels: Black, Lt.
Green, Blue, Vermil-
ion, Dark Wine,
Maroon, Deep Green,
Yellow, White Car-
mine; Size 1, \$1.10;
Size 2, 60c.; Size 3,
40c. each.

Linseed Oil.
Raw. Boiled.
1 to 4 bbls. \$0 69 delivered \$0 72
5 to 9 bbls. 68 71
10 to 19 bbls. 65 f.o.b. pointship't 68
1 to 9 bbls., Toronto, Hamilton, London,
Guelph, 2c. less; Montreal, Ottawa, Kingston
and Quebec, 1c. less.

Turpentine.
Single barrels 0 83
2 to 4 barrels 0 82
Freight allowed. Toronto, Hamilton Lon-
don, Guelph, 2c. less.

Castor Oil.
East India, in cases, per lb. 0 19 0 19 1/2
" small lots. 0 19 1/2 0 10

Cod Oil, Etc.
Cod Oil, per gal. 0 50 0 55
Pure Olive 1 20
" Neatsfoot 90

Glue.
Common 0 8 1/2 0 09
French Medal 0 18 0 14 1/2
Cabinet, sheet 0 12 0 13
White, extra 0 18 0 20
Gelatine 0 22 0 30
Strip 0 18 0 20
Coopers 0 19 0 20
Huttner 0 18

Maple Leaf Brand
LIQUID COACH ENAMEL
THE IMPERIAL VARNISH & COLOR CO.
TORONTO, MONTREAL, CANADA

CORPORATE MARK



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO.,

Montreal

HARDWARE.

Ammunition.

Cartridges.
B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 p. c. Amr
Central Fire Cartridges, pistol sizes, Dom
30 per cent.
Central Fire Cartridges, Sporting and Mili
tary, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer.
net list. B. B. Caps, discount 45 per cent.
Amer.
Loaded and empty Shells, "Trap" and
"Dominion" grades, 25 per cent. Rival
and Nitro, 10 p. c.
Brass shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.

Best thick white felt wadding, in 3/4 lb.
bags, 1 00
Best thick brown or grey felt wads, in
1/2 lb. bags, 0 70
Best thick white card wads, in boxes
of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxes
of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes
of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000
each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000
each, 10 gauge, 0 25
Thin card wads in boxes of 1,000
each, 8 gauge, 0 60
Chemically prepared black edge grey
cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 60
9 and 10 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink
edge, best white cloth wads, in
boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.

Anvils.

Per lb., 10 0 12 1/2
Anvil and Vise combined, 4 50
Wilkinson & Co.'s Anvils, lb., 0 69 0 09 1/2
Wilkinson & Co.'s Vices, lb., 0 09 1/2 0 10

Augers.

Gilmour's, discount 50 and 10 p. c. off list.

Axes.

Chopping Axes—
Single bit, per doz, 5 50 10 00
Double bit, " 12 00 18 00
Bench Axes, 40 and 15 p. c.
Broad Axes, 33 1/3 per cent.
Hunters' Axes, 5 50 6 00
Boy's Axes, 5 75 6 75
Splitting Axes, 6 50 12 00
Handled Axes, 7 00 10 00

Axle Grease.

Per gross, 5 50 6 00

Bath Tubs.

Zinc, 3 90 4 00

Copper, discount 40 and 10 p. c. off revised list

Anti-Friction Metal.

Tandem " A, per lb., 0 23
" B, " 0 19
" C, " 0 11 1/2
Magnolia Anti-Friction Metal, per lb., 0 25
F. O. B. New York or Chicago.

Bells.

Hand.

Brass, 60 per cent.

Nickel, 55 per cent.

Door.

Gongs, Sargent's, 5 50 8 00

Petersboro', discount 27 1/2 per cent.

Cov.

American make, discount 66 2/3 per cent.

Canadian, discount 45 and 50 per cent.

Farm.

American, each, 1 25 3 00

House.

American, per lb., 0 35 0 40

Bellows.

Hand, per doz., 3 35 4 75

Moulders', per doz., 7 50 10 00

Blacksmiths', discount 40 per cent.

Belting.

Extra, 50 per cent.

Standard, 50 and 10 to 50, 10 and 5 per cent.

Agricultural, 60 and 10 p. c.

Bits.

Auger.

Gilmour's, discount 50 and 10 per cent.

Rockford, 50 and 10 per cent.

Jennings' Gen., net list.

Car.

Gilmour's, 47 1/2 to 50 per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz., 0 65 0 90

Diamond, Shell, per doz., 1 00 1 50

Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.

All sizes, per lb., 0 07 1/2 0 12

Bolts and Nuts.

Per cent.

Norway Bolts, full square, 65

Common Carriage Bolts, all sizes, 50

full square, 65

Machine Bolts, all sizes, 52 1/2

Coach Screws, 65

Sleigh Shoe Bolts, 52 1/2

Blank Bolts, 70

Bolt Ends, 62 1/2

Nuts, square, 3 1/2 c. off

Nuts, hexagon, 4 c. off

Tapping Nuts, 60

Tire Bolts, 60

Stove Bolts, 60 and 10

Stove rods, per lb., 5 1/2 to 6 c.

Plough Bolts, 50

Boot Calks.

Small and medium, ball, per M., 4 25

Small heel, per M., 4 50

Bright Wire Goods.

Discount, 55 per cent.

Broilers.

Light, dis., 65 to 67 1/2 per cent.

Reversible, dis., 65 to 67 1/2 per cent.

Vegetable, per doz., dis. 37 1/2 per cent.

Henis, No. 8, 6 00

Henis, No. 9, 7 00

Queen City, 7 50 0 00

Butchers' Cleavers.

German, per doz., 6 00 11 00

American, per doz., 12 00 20 00

Building Paper, Etc.

Plain building, per roll, 0 30

Tarred lining, per roll, 0 40

Tarred roofing, per 100 lb., 1 60

Coal Tar, per barrel, 3 50

Pitch, per 100 lb., 0 30

Carpet felt, per ton, 4 60

Bull Rings.

Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, dis., 60 per cent.

Wrought Steel.

Fast Joint, dis. 60 and 10 per cent.

Loose Pin, dis. 60 and 10 per cent.

Berlin Bronzed, dis. 70, 70 and 5 per cent.

Horse. Bronzed, per pair, 0 40 0 65

Cards.

Horse, per doz., 0 60 1 00

Carpet Stretchers.

American, per doz., 1 00 1 50

Bullard's, per doz., 6 50

Castors.

Bed, new list, dis. 55 to 57 1/2 per cent.

Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.

Nos. 31 and 32, per gross, 50 9 50

Cement.

Canadian Portland, 2 65 2 90

English, 3 00 3 00

Belgian, 2 70 2 70

Canadian hydraulic, 1 00 1 10

Figures are for barrel lots.

Chalk.

Carpenters, Colored, per

gross, 0 45 0 75

White lump, per cwt., 0 60 0 65

Red, 0 05 0 06

Crayon, per gross, 0 14 0 18

Chisels.

Socket, Framing and Firmer.

Broad's, dis. 60 and 5 per cent.

Warnock's, dis. 60 per cent.

Churns.

Revolving Churns, metal frames—No. 0, \$8—

No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—

No. 4, \$12.00—No. 5, \$16.00 each. Ditto,

wood frames—20c. each less than above.

Discounts: Delivered from factories, 18

p. c.; from stock in Montreal, 56 p. c.

Terms, 4 months or 3 p. c. cash in 30 days,

Cinder Sifters.

Per doz., 1 25

Clips.

Axle dis. 65 per cent.

Closets.

Plain Ontario Syphon Jet, 8 00

Emb. Ontario Syphon Jet, 8 50

Fittings, 1 00

Plain Teutonic Syphon Washout, 4 75

Emb. Teutonic Syphon Washout, 5 25

Fittings, 1 00

Plain Richelieu, 5 00

Emb. Richelieu, 4 75

Fittings, 1 25

Closet connection, 1 25

Basins, round, 14 in., 0 65

" oval, 17 x 14 in., 1 55

" 19 x 15 in., 2 30

Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 33 1/3 per cent.

Crosscut Saw Handles.

S. & D., No. 3, per pair, 17 1/2

" 5, " 22 1/2

" 6, " 15

Boynton pattern, " 20

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis.

40 per cent.

Hart Mfg. Co. (bolt dies), (Amer. list), dis.

per cent.

Door Springs.

Torrey's Rod, per doz., (15 p. c.), 2 00

Coil, per doz., 0 88 1 60

English, per doz., 2 00 4 00

Draw Knives.

Broad's, dis. 60 to 60 and 7 1/2 per cent.

Warnock's, dis. 60 to 60 and 7 1/2 per cent.

Drills.

Hand and Breast.

Miller's Falls, per doz. net list.

DRILL BITS.

Morse, dis., 37 1/2 to 40 per cent.

Standard, dis. 50 and 5 to 55 per cent.

ELBOWS. (Stovepipe.)

No. 1, per doz., 1 80

No. 2, per doz., 1 60

ESCUTCHEONS.

Discount, 27 1/2 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES.

Black Diamond, 50 and 10 to 60 per cent.

Kearney & Foots, 60 and 10 to 60 per cent. to 60,

10, 10.

Nicholson File Co., 50 and 10 to 60 per cent.

Jowitt's, English list, 25 to 27 1/2 per cent.

FORKS.

Hay, manure, etc., dis., 50 and 10 per cent

revised list.

FRUIT PRESSES.

Henis', per doz., 3 25 3 50

Shepard's Queen City, dis. 15 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each, 1 65 2 40

GLASS—Window—Box Price.

Star

D. Diamond

Per 50 ft. Per 100 ft. Per 50 ft. Per 100 ft.

Under 26, 2 20 4 20

26 to 40, 2 40 4 60

41 to 50, 5 00

51 to 60, 5 25

61 to 70, 5 60

71 to 80, 6 00

81 to 85, 6 85

86 to 90, 7 65

91 to 95, 15 00

96 to 100, 18 00

101 to 105, 20 00

106 to 110, 23 00

111 to 115, 27 00

16 x 16 10 per cent. off.

HALTERS.

Rope, 3/8 per gross, 9 00

" 1/2, " 14 00

" 5/8 to 3/4, " 3 87 1/2 4 00

Leather, 1 in., per doz., 5 15 5 20

Web, — per doz., 1 87 2 45

HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can. dis.

25 to 27 1/2 per cent.

Tack.

Magnetic, per doz., 1 10 1 20

Sledge.

Canadian, per lb., 0 07 1/2 0 08 1/2

Ball Pean.

English and Can., per lb., 0 22 0 25

HANDLES.

Axe, per doz., net, 1 50 2 00

Store door, per doz., 1 00 1 50

Fork.

C. & B., dis. 40 per cent. rev. list.

Hoe.

C. & B., dis. 40 per cent. rev. list.

Saw.

American, per doz., 1 00 1 25

Plane.

American, per gross, 3 15 3 75

Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair, 0 13 1/4

HANGERS.

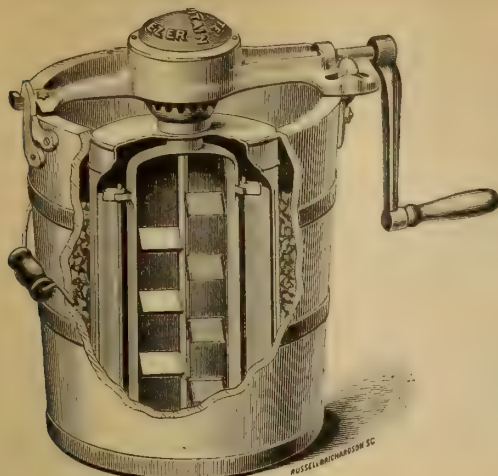
doz. pairs

Steel barn door, 5 85 6 00

Stearns, 4 inch, 5 00

" 5 inch, 6 50

Lane's covered—

TRIPLE
MOTIONDUPLEX
DASHERQUICKEST
FREEZINGBEST
RESULTS

STRONG POINTS

THAT MAKE

White Mountain Freezers

Superior to any ICE CREAM FREEZER made.

THAT'S WHY WE SELL THEM.

McCLARY MFG. CO.,

London, Toronto, Montreal,
Winnipeg and Vancouver.

H. S. HOWLAND, SONS & CO.,

Toronto,

SOLE AGENTS FOR THE DOMINION.

HOOKS.

Cast Iron.		
Bird Cage, per doz.	0 50	1 10
Clothes Line, per doz.	0 27	0 63
Harness, per doz.	0 72	0 88
Hat and Coat, per gross.	1 00	3 00
Chandelier, per doz.	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis.		
47 1/2 per cent.		

Wire.

Hat and Coat, discount 45 per cent.		
Belt, per 1,000.	0 60	0 70
Screw, bright, dis. 55 per cent.		

HORSE NAILS.

"C" brand 50 p.c. dis.		
"M" brand 50 p.c.		
Acadian, countersunk head and oval top, 50 and 10 per cent.		

HORSESHOES.

Iron Shoes.		
Light, medium, and heavy.	4 05	4 30
Snow shoes.	4 30	4 55
Steel Shoes.		
Light.	4 35	4 60
Featherweight (all sizes).	5 60	5 60
Toe weight steel shoes.		6 70

JAPANNED WARE.

Discount, 45 and 5 per cent. off list, June, 1899.		
Star, per doz.	3 00	3 25

ICE PICKS.

Brass spun, 7 1/2 p.c. dis. off new list.		
Copper, per 100.	0 30	0 50
American, 60 and 10 to 65 and 5 p.c.		

KETTLES.

Lock, Can., dis., 27 1/2 p.c.		
Cabinet, trunk, and padlock.		
Am. per gross.		60

KNOBES.

Door, japanned and N.E., per doz.	1 50	2 50
Bronze, Berlin, per doz.	2 75	3 25
Bronze Genuine, per doz.	6 00	9 00
Shutter, porcelain, F. & L. screw, per gross.	1 30	4 00
White door knobs—per doz.	1 25	

HAY KNIVES.

Discount, 50 and 10 per cent.		
Cold Blast, per doz.	7 50	
No. 3 "Wright's"	8 50	
Ordinary, with O burner	4 25	
Dashboard, cold blast	9 50	
No. 0.	6 00	
Japanning, 50c. per doz. extra.		

LANTERNS.

Porcelain lined.	2 20	5 60
Galvanized	1 87	3 85
King, wood	2 75	2 90
King, glass	4 00	4 50
All glass	1 20	1 30

LINES.

Fish, per gross.	1 05	2 50
Chalk	1 90	7 40

LOCKS.

Canadian, dis. 27 1/2 p.c.		
Russell & Erwin, per doz.	3 05	3 25
Cabinet.		

Eagle, dis. 30 p.c.

English and Am., per doz.	50	6 00
Scandinavian,	1 00	2 40
Eagle, dis. 15 to 17 1/2 p.c.		

MACHINE SCREWS.

Flat head, discount 25 p.c.		
Round Head, discount 20 p.c.		

MALLET.

Tinsmiths', per doz.	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.	3 85	5 00
Caulking, each.	60	2 00

MATTOCKS.

Canadian, per doz.	8 50	1 00
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MEAT CUTTERS.

American, dis. 25 to 30 p.c.		
German, 15 per cent.		

MILK CAN TRIMMINGS.

Discount, 25 per cent.		
Quotations are:		
2d. and 3d.	\$3 85	\$4 50
3d.	3 50	4 15
4 and 5d.	3 25	4 00
6 and 7d.	3 15	3 85
8 and 9d.	3 00	3 65
10 and 12d.	2 95	3 60
16 and 20d.	2 90	3 55
30, 40, 50 and 60d. (base).	2 85	3 50
Steel Cut Nails 10c. extra.		

NAIL PULLERS.

German and American.	1 85	3 50
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NAIL SETS.

Square, round, and octagon, per gross.	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 45 per cent. for McMullen's.		
Canada refined (Toronto)	0 13 1/2	
Sarnia Water White	0 15	
Pratt's Astral	0 18	
Sarnia, Prime White	0 14	
American w. w.	0 16 1/2	

OILERS.

McClary's Model galvan. oil can, with pump, 5 gal., per doz.	0 00	10 00
Zinc and tin, dis. 50, 50 and 10.		
Copper, per doz.	1 25	3 50
Brass,	1 50	3 50
Malleable, dis. 25 per cent.		

PAIS.

Galvanized pails, discount 45 per cent.		
Galvanized darning pails, discount 45 per cent.		
Galvanized washtubs, discount 45 per cent.		

PIECED WARE.

Discount 40 per cent. off list, June, 1899.		
Per doz.	6 00	9 00

PICTURE NAILS.

Porcelain head, per gross.	1 50	3 00
Brass head,	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 55 per cent.		
Wood, fancy Canadian or American, 37 1/2 to 40 per cent.		
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.		
Miscellaneous, dis. 25 to 27 1/2 per cent.		
Bailey's Victor, 25 per cent.		

PLANE IRONS.

English, per doz.	2 00	5 00
Button's Genuine, per doz pairs, dis. 37 1/2 to 40 p.c.		
Button's Imitation, per doz.	5 00	9 00
German, per doz.	0 60	2 60

PRESSED SPIKES.

Discount, 20 per cent.		
Hothouse, per doz.	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning.	0 35	2 50

PULLEYS.

Canadian cistern.	1 40	2 25
Canadian pitcher spout.	1 15	2 00

PUNCHES.

Saddlers', per doz.	1 00	1 85
Conductors',	9 00	15 00
Tinners' solid, per set.	0 00	0 72
"hollow, per inch.	0 00	1 00

RANGE BOILERS.

Galvanized, 30 gallons	6 75	
" 35 "	7 75	
" 40 "	9 00	
Copper,	22 00	
" 30 "	26 00	
" 40 "	30 00	

RAKES.

Cast steel and malleable Canadian, list dis. 50 and 10 p.c. revised list.		
Wood, 25 per cent.		

RASPS AND HORSE RASPS.

New Nicholson horse rasp, discount 60 p.c.		
Globe File Co.'s rasps, 60 and 10 to 70 p.c.		
Heller's Horse rasps, 50 to 50 and 5 p.c.		

RAZORS.

Geo. Butler & Co.'s.	8 00	18 00
Boker's	7 50	11 00
Wade & Butcher's	3 60	10 00
Theile & Quack's	7 00	12 00
Elliot's	4 00	18 00

REAPING HOOKS.

Discount, 50 and 10 per cent.		
Registers.		
Discount,		60 per cent.

RIVETS AND BURRS.

Carriage, Section, Wagon Box Rivets, etc., 45 p.c.		
Black M. Rivets, 45 p.c.		
Black and Tinned Rivets, 45 p.c.		
Extras on Iron Rivets in 1-lb. cartons, 1/2c. per lb.		
Extras on Iron Rivets in 1/2-lb. cartons, 1c. per lb.		
Copper Rivets & Burrs, 35 p.c. dis., and cartons, 1c. per lb. extra, net.		
Extras on Tinned or Coppered Rivets in 1/2-lb. cartons, 1c. per lb.		
Burrs, iron or steel, 40 per cent.		
Terms, 4 mos. or 3 per cent. cash 30 days.		

RIVET SETS.

Canadian, dis. 35	37 1/2 per cent.	
Rope, ETC.		
Sisal.		Manila.
7-16 in. and larger, per lb.	12 1/2	15 1/2
3/8 in.	13	16
1/2 and 5-16 in.	13 1/2	16 1/2
Cotton	14	14
Russia Deep Sea	15 1/2	
Jute	8	
Lath Yarn	9 1/2	
New Zealand Rope.	10 1/2	

RULES.

Boxwood, dis. 75 and 10 p.c.		
Ivory, dis. 37 1/2 to 40 p.c.		

SAD IRONS.

Mrs. Potts, plain, polished	0 95	
"nickle-plated.	1 05	

SAND AND EMERY PAPER.

Dominion Flint Paper, 47 1/2 per cent.		
B & A. sand, 40 and 2 1/2 per cent.		
Emery, 40 per cent.		

SAP SPOUTS.

Bronzed iron with hooks, per doz.	9 50	
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SAWS.

Hand, Diaston's, dis. 12 1/2 p.c.		
S. & D., 40 per cent.		
Crosscut, Diaston's, per ft.	0 35	0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.		
Hack, complete, each.	0 75	2 75
"frame only.	0 75	

SASH WEIGHTS.

Sectional, per 100 lbs.	3 25	
Solid,	1 50	

SASH CORD.

Per lb.	0 23	0 30
"Lincoln," per doz.	6 50	

SAW SETS.

Gurney Scales, 45 p.c.		
B. S. & M. Scales, 45 p.c.		
Champion, 55 per cent.		
Fairbanks Standard, 35 p.c.		
"Dominion, 55 p.c.		
"Richelleu, 55 p.c.		
Chatillon Spring Balances, 10 p.c.		

SCREW DRIVERS.

Sargent's, per doz.	0 65	1 00
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SCREWS.

Wood, F. H., iron, and steel, 80 p.c.		
Wood B. H., "dis. 75 p.c.		
"F. H., brass, dis. 75 p.c.		
Wood, B. H., "dis. 67 1/2 p.c.		
"F. H., bronze, dis. 67 1/2 p.c.		
"R. H., "62 1/2 p.c.		

Drive Screws, 80 per cent.

Bench, wood, per doz.	3 25	4 00
"iron,	4 25	5 75

SCYTHES.

Discount, per doz, net.	9 10	15 00
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SCYTHE SNATHS.

Canadian, dis. 45 p.c.		
Shears		
Seymour's, dis. 50 and 10 p.c.		
Heinisch, dis. 50 and 10 p.c.		
Seymour or Heinisch tailor shears, 15 p.c.		

SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.		
Sinks.		
Steel and galvanized, discount 45 per cent.		

SNAPS.

Harness, German, dis. 25 p.c.		
Lock, Andrews'	4 50	11 50

SOLDERING IRONS.

1, 1 1/2 lb., per lb.	0 37	
2 lb. or over, per lb.	0 34	

SQUARES.

Iron, No. 493, per doz.	2 40	2 55
Mo. 494,	3 25	3 40
Steel, dis. 50 and 5 to 50 and 10 p.c., rev. list.		
Try and bevel, dis. 50 to 52 1/2 p.c.		

STAMPED WARE.

Pain, dis. 75 and 12 1/2 p.c. off revised list.		
Retinned, dis., 75 p.c. off revised list.		

STAPLES.

Galvanized	4 00	4 25
Bright	0 00	4 00

STOCKS AND DIES.

American dis. 25 p.c.		
STONE.		Per lb.
Washita.	0 28	0 60
Hindustan	0 06	0 67
"slip.	0 09	0 09
Labrador	0 13	
"Ax.	0 15	
Turkey	0 50	
Arkansas	0 00	1 50
Water-of-Ayr	0 00	0 10
Scythe,	3 50	5 00
Grind,	15 00	18 00

STOVE PIPES.

Nestale in crates of 25 lengths.		
6 inch Per 100 lengths.	8 00	
7 inch	8 50	

Stove Polish.

No. 4—3 dozen in case, net cash	\$4 80	
No. 6—3 dozen in case,	8 40	

Trunk nails, black	65	
Trunk nails, blued	65 and 5	
Clout nails, blued and tinned	35	
Chair nails	35	
Cigar box nails	35	
Patent brads	40	
Fine finishing	40	
Picture frame points	10	
Lining tacks, in papers	10	
" " in bulk	15	
" " solid heads, in bulk	75	
Saddle nails in papers	10	
" " in bulk	15	
Tufting buttons, 22 line, in dozens only	60	
Tin capped trunk nails	15	
Zinc glazier's points	5	
Double pointed tacks, dozens	85	
" " bulk	35	

TAPE LINES.		
English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS
Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRANSOM LIFTERS.
Payson's per doz

TRAPS. (Steel.)
Game, Newhouse, dis. 2 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

TROWELS.
Disston's, discount 10 per cent.
German, per doz

TWINES.		
Bag, Russian, per lb.	0 21	
Wrapping, mottled, per pack	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb.	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55
VICES.		
Hand, per doz	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb.	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz	6 50	13 00

ENAMELLED WARE.
White, Princess, Turquoise, Blue and White,
discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10
and 10 per cent.

WIRE.
Brass wire, 50 to 50 and 2½ per cent. off the
list
Copper wire, 45 and 10 per cent. net cash 30
days, f.o.b. factory.
Smooth Steel Wire, base, \$3.45 per 100
lb. List of extras: Nos. 2 to 5, ad.

vance 7c. per 100 lb.—Nos. 6 to 9, base—
No. 10, advance 7c.—No. 11, 14c.—No. 12,
20c.—No. 13, 35c.—No. 14, 47c.—No. 15,
60c.—No. 16, 75c. Extras net per 100 lb.:
Coppered wire, 60c.—tinned wire, \$2—
oiling, 10c.—special hay-bailing wire, 30c.
—spring wire, \$1—best steel wire, 75c.—
bright soft drawn, 15c.—in 50 and 100-lb.
bundles net, 10c.—in 25-lb. bundles net,
15c.—packed in casks or cases, 15c.—
bagging or papering, 10c.

Fine Steel Wire, dis. 12½ per cent.
List of extras: In 100-lb. lots: No.
17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20,
\$6.50—No. 21, \$7—No. 22, \$7.50—No. 23,
\$7.65—No. 24, \$8—No. 25, \$9—No. 26,
\$9.50—No. 27, \$10—No. 28, \$11—No. 29,
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15
No. 33, \$16—No. 34, \$17. Extras net—
tinned wire, Nos. 17-25, \$2—Nos. 26-31,
\$4—Nos. 32-34, \$6. Coppered, 5c.—oil-
ing, 11c.—in 25-lb. bundles, 15c.—in 5 and
10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—
in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—
packed in casks or cases, 15c.—bagging or
papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$4.40
No. 9, \$3.47½—No. 10, \$4.55—No. 11, \$4.60
No. 12, \$3.62½—No. 13, \$3.77½—No. 14,
\$5.15—No. 15, \$5.45—No. 16, \$5.65.

Clothes Line Wire, 19 gauge,
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Galvanized, 4 barb, 2½ and 5 Toronto
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WIRE CLOTH.
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Acme, 35 to 37½ per cent.
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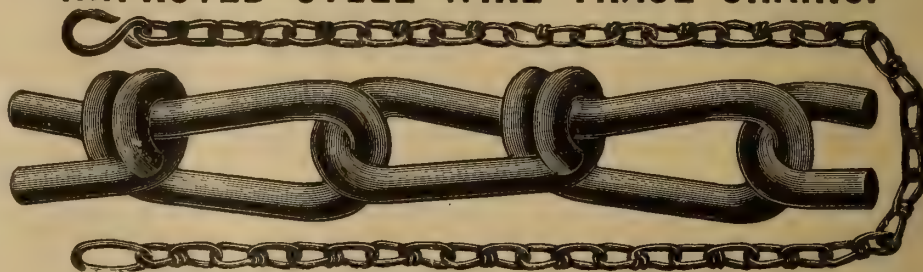
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Tinware
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Stoves.**

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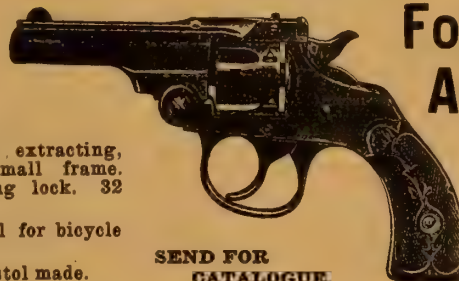
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HIGH PRESSURE PACKING

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HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand
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VOL. XII.

MONTREAL AND TORONTO, MARCH 17, 1900.

NO. 11



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Best Anti-Friction Metal for
all Machinery Bearings.

GENUINE MAGNOLIA METAL is made up
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FAC-SIMILE.

The name and trade
mark appear on each box
and bar, and besides this
the words "Manufactured
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side of each bar.

Magnolia Metal is still selling at the same price it has always sold at—no advance.

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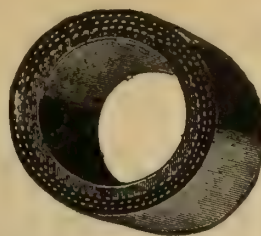


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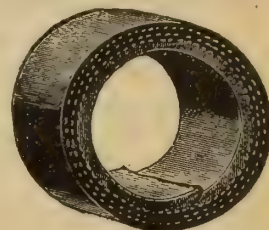
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Hose with lapped or butted seam.
Liable to open where joined.

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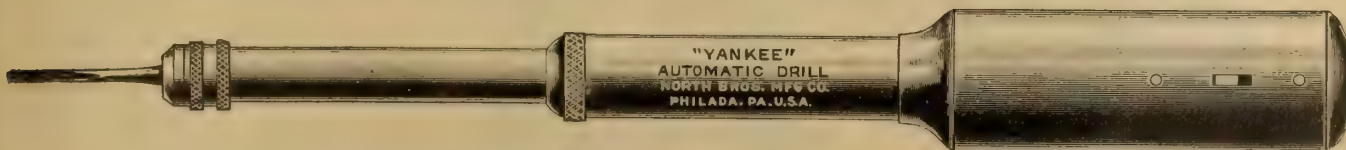
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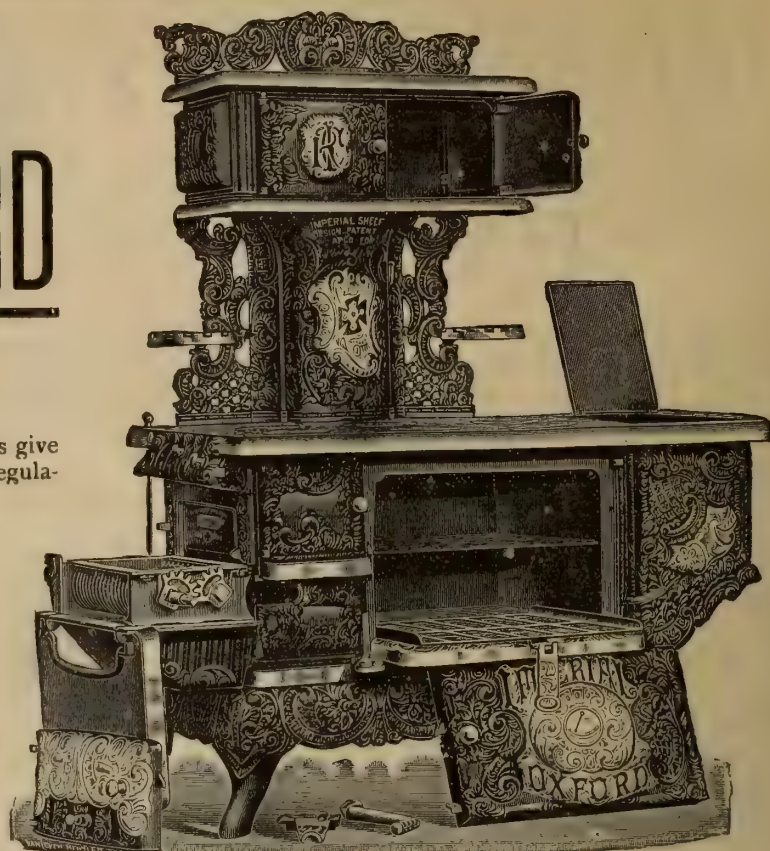
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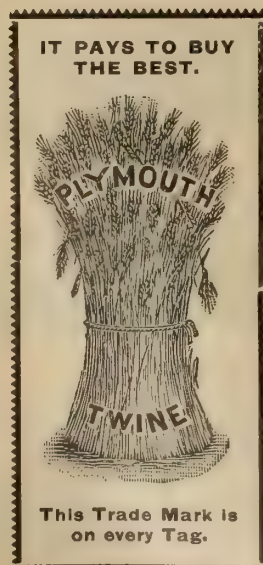
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Wheels on the feet.

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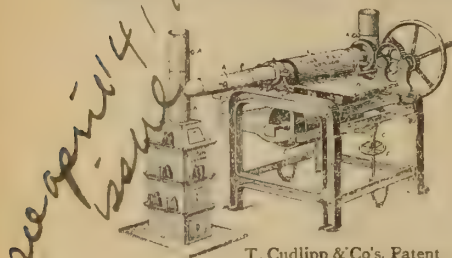
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T. Cudlipp & Co's. Patent

are heated by the waste heat of the ironing stove,
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MACHINERY for hand or power. Lists free.
Agents wanted in all parts.

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Hardwood CHARCOAL in Bulk or Sacks.
WOOD ALCOHOL equalling Methylated Spirits as a solvent.

Manufactured only by...

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Factories { Fenelon Falls.
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75 YEARS.

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HEINISCH SHEARS.

Tailors' Shears,
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PATENTED FEATURES: Improved Steel Stand,
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LAWN MOWERS.

High and Low Wheels,
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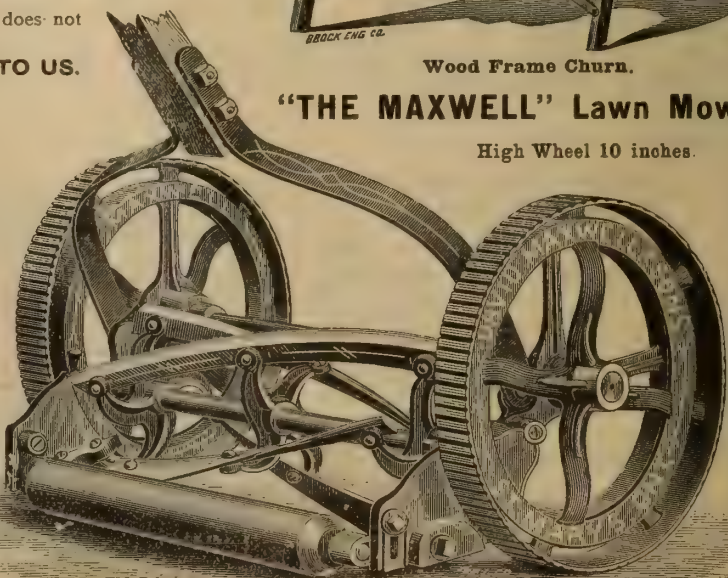
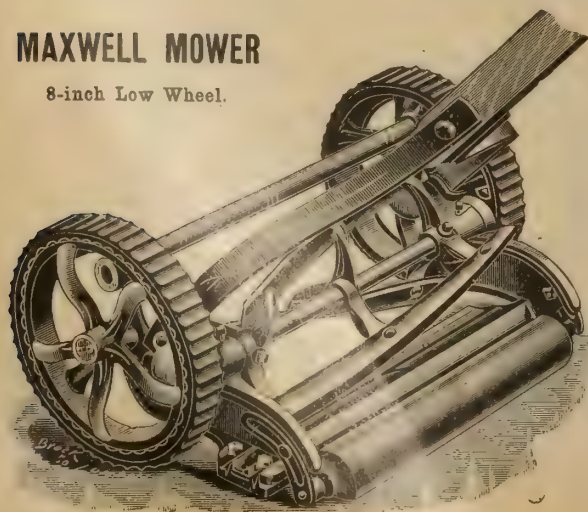
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High Wheel 10 inches.

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HARDWARE AND METAL

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**WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER**

A SLUMP IN TIN.

LAST week, there was a sensational advance in the price of ingot tin. This week, there has been an equally sensational decline, which fully bears out the opinion of conservative observers that legitimate demand has had nothing whatever to do with the movement of values lately.

On Tuesday, there was a decline in London, between the opening and closing prices, of £6 per ton, owing to the absence of speculative support.

This makes a clean drop in the week of £12 per ton, spot tin opening in London

on Tuesday, March 6, at £153, whereas it closed on Tuesday of this week at £141.

In New York, in the same interval, Straits spot fell from \$35 per 100 lb. to \$33.75, a decline of \$1.25.

It is understood that the slump has brought out some inquiry in New York, both for spot and future delivery.

During February, the total shipments from the Straits were 2,900 tons, and the total visible on the 28th 16,373 tons, against 17,771 tons on June 31 and 20,060 tons on February 28, 1899.

Spot stocks in London, Holland, and the United States at the end of February were 8,791 tons, against 10,698 tons at the end of January.

ABOLISHING THE DISCOUNTS.

The question of net prices versus discounts appears to be becoming a live issue in Europe.

The ironmasters of Belgium have announced that the discount of 2½ per cent. which they have hitherto allowed will be discontinued and that net prices for bars, strips, angles, etc., will hereafter prevail. The ironmasters of France have come to a similar conclusion.

The Scottish association appears, so far, to be the only organization in Great Britain that has abolished discounts, but the question is being actively agitated by ironmasters' organizations in other parts of the island, and the movement is receiving the warm support of the trade papers.

So far in Canada the question excites no live interest. **HARDWARE AND METAL** would, however, like to secure the views of the trade in regard to the matter.

BUSINESS MEN FOR PARLIAMENT.

ANOTHER vacancy has occurred in the Canadian Senate by the death of Senator Lewin.

In appointing a successor it is to be hoped the Government will select a business man.

Legislating, in either the Senate or the Commons, is practically only another term for business. Because this has been recognized but seldom and ignored with frequency, it is none the less a fact.

Representative institutions are not in favor with a great many thinking men, some of whom go so far as to wish for their removal. And we have no reference to men who are on principle opposed to representative government. We have in mind only such men as are zealous for good government, but are discouraged, because, under the party system now in vogue, there is so much bad government, no matter which party may be in power.

But while the party system of government may not be the ideal system, it would be much more efficient than it is were those appointed to both Senate and Commons selected, not for their adherence to party principles, as is now too often the case, but for their practical business common sense.

Upon this hinges the whole question of good or bad government.

None are more interested in having good government than the business men of the country, and it behooves them at all times to exercise their influence to secure the appointment to the Senate, as well as to the Commons and the Legislature, of men whose first qualification is sound business common sense. What their party complexion is should be of secondary consideration.

THE AFFAIRS OF A TRUST.

A DIGEST of the affairs of the American Steel and Wire Co., compiled from the report of the Industrial Commission appointed to examine into the trust question in the United States, is most interesting, particularly to those engaged in the hardware trade.

The report shows that The American Steel and Wire Co. operates iron mines in the Lake Superior region. It controls, perhaps, one-sixth or one-seventh of the output of that region. It owns and operates coal mines and burns coke. It operates eight or nine blast furnaces, 17 open-hearth furnaces, from 22 to 25 rod-rolling mills and from 20 to 30 wire mills. Its finished product is plain wire, barbed wire, wire fencing, rope, etc., wire nails and all kindred articles. The company does not produce all its own raw materials, but buys from 40 to 45 per cent. of them. The holders of probably one-half or two-thirds in value of the stock of The American Steel and Wire Co. are identical with those of The American Steamship Co., operating ore and grain boats on the Great Lakes. It has, however, so happened that these vessels, during 1899, carried no ore for The American Steel and Wire Co. The manager of the steamship company is directed to earn as much as possible with the boats.

The combination into The American Steel and Wire Co. was not rendered necessary by excessive competition and consequent losses among the wire companies. The Consolidated Steel and Wire Company, for example, made between 27 and 28 per cent. during the last three years of its existence. It was believed, however, that more profit would be made through better management under consolidation.

The capital of The American Steel and Wire Co. consists of \$40,000,000 preferred and \$50,000,000 common stock. The various plants consolidated stand on the books at present as having cost the combination about \$75,000,000, and there is a working capital of perhaps \$16,000,000 or \$18,000,000 above that. The value of \$75,000,000 includes the plants as working plants, comprising good-will, patents and everything.

Mr. Gates testified that The American Steel and Wire Co. produces from 75 to 90

or 95 per cent. of the steel rods and smooth wire (the basis of wire nails, etc.) manufactured in the United States. The combination owns two rod mills, while there are five large rod mills outside, three belonging to The Federal Steel Co. The American Steel and Wire Co. produces about the same proportion—65 to 95 per cent.—of wire nails. It has practically a monopoly of the manufacture of barbed wire and wire fence, by ownership of all the patents on these goods and on the machinery used in making them. There are, however, two or three concerns which manufacture barbed wire under a license, and these have no agreement as to prices.

The American Steel and Wire Co. makes no discriminations in charges as between different buyers, except on the basis of the quantity purchased. The price for carload lots is 15c. per keg less than on part carloads, while the jobber's price on larger quantities than carload is 15c. lower still.

There is no monopoly of wire nail machinery or other machinery, excepting for barbed wire and woven wire.

Mr. Gates testified that the increase in the price of smooth wire and of wire nails since the formation of The American Steel and Wire Co. has been caused chiefly by the higher price of raw materials and of labor. The increase in barbed wire and woven wire fence has been greater, owing to the practical monopoly which the combination enjoys through patents.

An untidy window is just about as unnecessary in a hardware store as in a grocery store. And it is scarcely less unprofitable in the one than in the other.

FAVORABLE RAILWAY EARNINGS.

The earnings of the Canadian railways continue to increase.

The gross earnings of the Grand Trunk Railway System during February were \$1,587,923, against \$1,505,549 the same month last year. The earnings of the Canadian Pacific Railway were \$1,953,000 and \$1,752,000, respectively.

The earnings for the first two months of the year were \$4,104,000 for the Canadian Pacific and \$3,407,911 for the Grand Trunk, compared with \$3,616,570 and \$3,111,614, respectively, during the same period of 1899.

STRIKES AND THE IRON TRADE.

LABOR troubles promise to do a great deal of harm to the iron trade in Chicago unless they are speedily brought to an end. Already the strikes now on there have been severe enough to compel the closing of several machine shops.

The strike which is just now proving so disturbing in Chicago is among the union machinists. The chief bone of contention is the unionizing of the shops, although a nine-hour day with a ten-hour wage is an issue by no means small. It is said that only about 4,000 of the 14,000 machinists in Chicago are members of the machinists' union. If this be correct, the unionists have evidently a difficult proposition before them.

Chicago long ago earned a reputation for the vigor and character of its labor troubles. And it is evidently determined to maintain that reputation, bad and all as it is.

But Chicago is not the only city which has suffered from deplorable labor troubles. And, although many minds have given the matter much attention, the day when strikes shall be no more does not appear to have yet dawned.

AN ARBITRARY TRUST.

COAL is scarce just now the world over, but probably no country feels the conditions more severely than Germany. There, whatever chances there might be of manufacturers getting coal from other countries is practically made impossible because of the arbitrary methods of the coal syndicate in that country.

A good many of the dealers and consumers of coal in Germany are, it appears, bound by contracts imposed by the coal trust to use none but domestic coal. Now, although they cannot get enough of the home product they are precluded from purchasing the foreign coal because of the heavy penalties which would be thereby incurred.

A great deal of indignation exists because of the arbitrary power which the coal trust is exercising. Possibly this indignation may be the beginning of the end of the trust.

STOCK-TAKING AND DEAD STOCK *

BY JOHN SPOERL.

MAKE your own selections, instead of letting the salesman do it for you. Articles that he might recommend as being salable elsewhere may be entirely unsalable in your locality. Should any new articles of merit be offered to you that would displace similar articles in stock, buy very sparingly of it until you have disposed of the old stock before it is killed by the new. It may be true that your competitor is offering the new article before you do, but your customers are not supposed to know what your competitor is selling. They should depend upon you to supply their every want in your line and go nowhere else.

TO CONTROL YOUR TRADE

and hold it in this manner is a secret that is disclosed in one word, "Honesty." The old man with a lifetime experience will say that "Honesty is the best policy." The "smart" young man will say, "Get money honestly if you can, but get money," the inevitable result of which is failure. Never betray the trust placed in you by a customer, study each transaction separately and make it bring in a return of many others. A small profit on many sales to the same party will amount to more than a large profit on a single transaction that may cause him never to return.

You no doubt remember the time when the sale of locks Nos. 11, 13 and 22 was discontinued by the manufacturer. I fortunately had quite a stock of them on hand at the time, which many would have classed as dead stock. I placed an order for 25 dozen more of them at once, and when the stock of competitors was exhausted I doubled my price and monopolized the demand that continued for repairs at an increased profit over more than up-to-date articles. At one time I purchased a quantity of wire netting—a substitute for lath. It would not sell. Nobody wanted it.

DEAD STOCK FROM THE START.

It "died a-bornin'." I brought it to the front, recommended it for stable and cellar window screens, cut it in small quantities to suit purchasers, and disposed of it all at a price far in advance of the price it would bring for the purpose it was intended.

I once purchased 75 barrels of mixed tiling from the dead stock of a dealer at one dollar per barrel. I found it to be a recreation to arrange the old stuff into new designs and patterns that were suited to the tastes of my customers. While the stock was old the designs were new and put life into it.

PUT YOUR WHOLE SOUL

into your business, mingle with your customers, load a keg of nails in their wagon and learn all you can about their wants to your stock. Do not get above your clerks; keep yourself down to their level, or, still better, keep them up to your own. Set good examples for them to follow; learn them the art of keeping stock alive by keeping it moving. Show them the advantage of holding trade by honesty in each transaction and grade their merits by continued sales to the same customer instead of by the profit a single sale that drives him to your competitor.

Lest you might infer that I am an old fogey, I want to digress from the subject of dead stock and say a word about

LIVE STOCK.

At one time I carried more than a dozen standard brands of razors. I was unable to recommend any one brand over the others; they were all equally good. I found that customers were frequently unable to make a selection. They expected me to assist them. I discontinued the sale of all the brands except one, which I now purchase in quantity and have my own name put on by the makers. The customers never get rattled now in making the selection of a razor; they have but one brand to select from, and in the absence of the others it is always the best.

My sale of razors has increased ten-fold; every purchaser recommends them to others. If you can get your name on a good article it will keep it alive and never annoy you by becoming dead stock.

COURTESY IN BUSINESS

THERE are many characteristics that all who would be successful in business should cultivate, but there is none that offers a readier or more permanent reward than courtesy.

The merchant who is able to so control himself that, notwithstanding what trouble or anxiety may be oppressing him, he can greet his customers, young and old, and the traveling man who calls on him, with a pleasant smile or hand shake and to treat his help with kindness, will deserve the friendship of all and the large trade he is almost sure to get.

While the man whose temperament is such that anxiety makes him irritable and "cranky" is not to be blamed, he cannot look for the same friendship and trade that falls to the lot of his ever-courteous competitor.

It is undoubtedly a difficult matter at

times, when some especially tiresome customer wastes your time or your clerks' just when you need it most; or when a group of noisy children invade your store—when you are busy at the books—making much noise but few purchases; or when one or two travelers come in when you feel you haven't five minutes to spare.

Yet, a moment's thought will be sufficient to convince one that in all such conditions courteous treatment is the most practical, and that often time and trouble can be saved by candid, courteous treatment with either customer or traveler.

The traveler is not an intruder. Modern conditions have made him almost as important a factor in the commercial world as even the retailer. His business is honorable and legitimate, and it is but his due that he should be received courteously. If you haven't time to talk to him, tell him so, and do it in such a way that he will see that you would talk to him if you could.

If you have time, but know you don't want his goods, give him a hearty handshake and tell him you cannot give him an order. If the line he has is new, listen to him, for there may be money in doing so. Treat him, at all events, as a man doing work that few are fitted for and that is worthy of the appreciation of the retailer as well as the wholesaler.

Customers, too, are indispensable to a successful business. Some of them know this too well, and are, consequently, a sore trial on your patience. Reason it out. Do you want his trade with the trouble it brings, or do you not? If you do, he is entitled to respect as well as courtesy. If you don't, candidly and courteously tell him he is more bother than he is worth. You may lose him—you may convert him to better ways.

Children are especially susceptible to kind treatment. They, as a rule, will readily comply with any request accompanied by a few kind words or a pleasant smile. It never, never pays to be cranky to a child or to an adult.

WHEN THE SAP STARTS TO RUN.

Have you pushed the sale of maple sugar and syrup-making supplies to the extent you might?

In a spring like the present, when butter and honey are both scarce and high, every farmer will likely try to get the most he can out of his maple trees.

The supplies he will need for this work should stand pushing during the next week or two.

The Carleton Place branch of McNally Bros., general merchants, Carleton Place and Westport, Ont., has been burned out.

*Paper read before the Ohio Hardware Association.

IVER JOHNSON — JOHN P. LOVELL.

THE Iver Johnson Sporting Goods Co., jobbers in all goods known to the sporting trade, have purchased the remaining stock, fixtures, good-will and store lease of the retail and jobbing business of the John P. Lovell Arms Co., at 163 Washington street, Boston, and will remove to and occupy the entire Lovell building on April 1.

The importance of this transaction can best be judged from the fact that the John P. Lovell Arms Co. has always claimed to be the largest exclusive sporting goods company in the United States; and, as in addition to their present store in Boston, the Iver Johnson Sporting Goods Co. own and operate large stores in Worcester and in Fitchburg, Mass., this latest move, by combining the Iver Johnson Sporting Goods store with that of the Lovell Company, places them in the position of being by far the largest exclusive sporting goods concern in the United States.

The progress and growth of this company has been little short of phenomenal. Originally organized in Fitchburg, they gradually extended their field of operations, embracing Worcester first, and finally entering Boston market about four years ago; there they located first on Boylston street; but so rapidly did the business grow that a more central location was deemed necessary, which was found at 406-408 Washington street, in the heart of the shopping district. This removal, by the way, set many tongues wagging, and many were the doubtful shakes of the head among the wisecracks, who contended that a sporting goods store, in such an expensive location, could never be made to pay. The confidence of the company never wavered for an instant, however, and the results more than justified the step; for, by putting in a magnificent stock, which they supplemented by vigorous up-to-date business methods and push, backed by ample capital, the venture was not only made to pay handsomely, but it has run almost all of the company's competitors off their feet.

Thus the name of the younger concern succeeds the older: "Iver Johnson Sporting Goods Co., Successors to John P. Lovell Arms Co." will now appear at 163 Washington Street, and thus once again the names of Iver Johnson and Lovell are coupled, after a separation of nearly five years.

For 25 years, the Iver Johnson Arms & Cycle Works manufactured fire arms, bicycles and police goods for the John P. Lovell Arms Co., the old Lovell Diamond bicycle always bearing the name of the Fitchburg concern as its maker, and on the

strength of the quality of these goods, the Lovell reputation largely rested.

About five years ago, the relations between the two concerns were ruptured, the Iver Johnson Arms & Cycle works bringing out the now famous Iver Johnson bicycle, and marketing same direct, together with their revolvers and guns—already of world-wide reputation.

As the trade, generally, is aware, the Iver Johnson Sporting Goods Co. is "Backed by the factory," but this really consists mainly in the prestige the name gives, for the Sporting Goods Co. stands firmly on its own feet, and with a growing and prosperous business, requires no backing, being numbered among New England's financially soundest houses.

The Iver Johnson Sporting Goods Co. has handled not only all the lines which the Lovell Co. has had, but several additional ones, and they are the largest jobbers in all sporting goods, so that they can not only take care of the Lovell trade, and their own custom, but also a largely increasing business.

HAMILTON'S NEW BICYCLE WORKS.

Tenders are being asked for the construction of the works to be built for the National Cycle and Automobile Company, Hamilton, Ont. The premises will have a frontage, including two wings, of 700 feet, four storeys high, and 66 feet wide. They will be built on strictly modern factory plans, with six-inch floors and light accommodation for 1,000 hands. The location is on Emerald street, north of the Grand Trunk track, and between it and the proposed T. H., and B. spur line. It is expected that the cost of the buildings will be in the neighborhood of \$35,000, and already \$350,000 worth of machinery has been contracted for to equip the works. Under the agreement with Hamilton the company is to start out with a list of 800 employees, and the premises must be ready for occupancy by August 1, of this year. The power to run the works will be electricity of 500 horse-power, and, besides this, there will be 1,500 incandescent lights in the place.

GAS COOKING APPARATUS.

The widespread use of gas for cooking purposes, especially during the summer months, makes the booklet which the Gurney Foundry Co., Limited, have just issued, especially seasonable and useful. The booklet deals not only with the various Oxford ranges and stoves, which are fully illustrated and described, but devotes a couple of pages to the advantages of gas for cooking over either coal or wood. Hardwaremen who handle gas stoves should get a copy of this booklet.

GOLD ORES OF ONTARIO.

IN the 7th annual report of the Ontario Bureau of Mines, Dr. A. P. Coleman says: "On the whole the conviction has been reached that in spite of a few fairly rich veins, our gold ores are in general of low grade, though often present in amounts extensive enough to justify working on a very large scale. Fortunately, all the properties developed except those of Mar-mora prove to have essentially free miling ores, so that the cost of treatment is reduced to a minimum. As roads and steamboat and railway conditions improve, the cost of labor and supplies will fall; and ease of access with a salubrious climate and safety for life and property must give the region an advantage over most others." It is to the extensive deposits of low-grade gold ore that the Ontario mining districts will owe their future prosperity. Rich ores may yield greater returns for a limited time, but low-grade ores of sufficient quantities assure dividends for years, and also assure the employment of labor and the establishment of a permanent industry.

Taking an average obtained by a comparison of the great gold-producing mines of the United States, Australia and the Transvaal, it appears that \$5 per ton may be considered low-grade, and \$7 per ton as an approach to high-grade ores.

Compared with these, the West Ontario mines give the following results: Average value of ore per ton—Mikado, Shoal Lake, Lake of the Woods, \$7; Sultana, Lake of the Woods, \$6; Regina, Lake of the Woods, \$6; Golden Star, Lower Seine Valley, \$5.65; Hammond Reef, Upper Seine Valley, \$3.70; Alice A., Lower Seine Valley, \$5.60. These values are necessarily liberal, as it is difficult to arrive at exact values, and they give an average value to West Ontario gold ores of \$5.66 per ton.

The Hammond Reef and Alice A. are only illustrations of what can be done in Western Ontario. That many other large bodies of low-grade ore exist in that district is indisputable, and in the near future these and similar large bodies of low-grade ore will prove to be the principal gold-producers in Ontario.

WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.
Limited
HAMILTON, ONT.

GREATER THAN THE AUTOMOBILE.

IN proportion as bicycles now outnumber horse-drawn carriages, so will motor bicycles outnumber motor carriages when both are at the height of their popularity, writes Charles W. Mears, in *Iron Age*.

This statement, entirely unexpected at a time when the world seems to regard the motor carriage, or the automobile, as its eighth wonder, is founded upon the thoughtful opinion of men prominent in the two industries of bicycle building and of automobile manufacture, and has, beyond the mere expression of a belief, good reason for its existence. The statement does not argue that motor vehicles are not to enjoy a popularity enormously beyond the expectation of the casual observer of things locomotive, nor does it comprehend in any degree the use as a draft wagon of the horseless vehicle. Quite on the contrary, it admits the one and leaves wholly out of consideration the other; and is meant to apply to only the motor vehicle designed to carry human freight.

This vehicle must necessarily have but a limited sale. It is primarily the rich man's equipage and can hardly ever be else, for its price, at present prohibitive to the average American citizen, will be many years in tumbling from its now lofty perch to an approachable figure. Considerations other than that of first cost, which will limit the sale of the passenger automobile to the well-to-do classes, are the expenses of running, repairs and housing. It cannot be maintained for the proverbial song, nor can it be housed in the back hallway, the kitchen or the cellar as are so many of that utilitarian steed, the plebeian bicycle. Until a more general knowledge of machinery is disseminated the motor carriage in the hands of the public will be a frequent repair-shop visitor, and its intricate parts and expensive machinery will tax the owner's purse to no inconsiderable extent.

But, despite all this, the horseless carriage possesses so many advantages that it will not be compelled to beg for purchasers. It is safe to venture the forecast that for two years at least no automobile factory in this country will be able at any time to fill its orders upon receipt thereof, and there promises after that to be a healthy demand that will establish the motor vehicle industry on a most substantial footing.

But for the same reasons that the bicycle of to-day is the vehicle of the masses, will the motor bicycle of the morrow prove itself equally popular and useful? It will be the bicycle that we already know, but little altered from its present form save in the addition of a motor attached to the handle bar or suspended from the top bar of the

What a Practical Painter of Thirty-Eight Years' Experience Thinks of S.-W.P.

RICHMOND, P.Q., February 13th, 1900.

THE SHERWIN-WILLIAMS Co.

MONTREAL, QUE.

SIRS,—I enclose you a few names as Mr. Johnson asked me to do. Now, sirs, after using your paint since you first put up a can of it in Montreal, I must say that I am more than satisfied with it. In saying so, I know what I am talking about. I am a painter of thirty-eight years' experience, and having mixed and used tons of paint, I am satisfied that I cannot make anything that will stand the weather, and look as well, as your paint. After years of exposure to the weather, it seems to hold the oil, and I believe it to be cheaper than that I mix myself; it goes further.

I can well recommend it to all who paint, as being the best and cheapest in the market. "The best is always the cheapest." I was sick of the trash people put on the market, and had the cheek to tell me that they were first-class, when they were only fit to be turned into the dump.

Hoping you will always continue to make first-class goods in future, as you have done in the past.

I am,

Yours, very truly,

(Signed) R. SULLIVAN,

Painter, etc.

frame. It will weigh perhaps twice its present weight and will sell at its introduction at not more than \$250. This price will rapidly be lowered through fighting competition to a rock-bottom \$100, a figure that will appall no one. Its motor will doubtless be of the storage battery type and shorn of intricacies. Machine and motor will be built for rough usage, and one will need to be neither a millionaire to buy and house it, nor a machanic to operate it. It will appeal to the masses. No cyclist of to-day will be content until he shall possess the "flying machine" of the twentieth century, wherewith he may ride the country over at his heart's content and with no thought of his physical limitations. We know that the country's cyclists are a legion to our millionaires' corporal's guard, considering which, the motor bicycle dawns upon us with a future far more promising than that held by the more loudly heralded motor carriage, or, as it is more widely known, the automobile.

PUTTING IN NEW MACHINERY.

Lee, Cowan & Bowen, manufacturers of carriage, wagon and truck springs, Syracuse, N.Y., have issued the following circular to the trade: "Requiring greater facilities for handling our enlarged business, we have ordered new and up-to-date machinery, and

with an increased force will soon be in position to fill orders much more promptly."

THE AGE OF IRON.

What the completed twentieth century will reveal is well set forth by Director W. R. Merriam in a contribution to a recent issue of *The North American Review*. Director Merriam's remarks apropos of the subject may be summed up in these words: "The census, taken at the dawn of the twentieth century, marks the greatest epoch in our natural life. The age of iron has come to a climax with a force almost dynamic. The world has witnessed the golden age of Augustus, the silver age of Elizabeth, the era of great wars and of wonderful progress in the arts and sciences, but as the nineteenth century culminates, behold! the age of iron and steam and electricity, telegraphs, sewing machines, telephones, automobiles; an age which is devoted to material development, to the accumulation of wealth, and to the upbuilding of vast enterprises and which hails the advent of the uncrowned king of commerce, the consolidation of great corporate interests. Highwater mark in our great commercial and industrial life has been attained, and to that fact the vast enumeration to be taken next year will add to its testimony. The work of the twelfth census will mark the industrial growth of the nation, and be another mile post in its marvelous history."

STEEL PLANT FOR HAMILTON.

A CONTRACT was closed by The Wellman-Seaver Engineering Co., of Cleveland, this week, to construct for the Nickel Steel Co., of Hamilton, Ont., a plant that will rival many in the United States. The site selected is adjacent to the city of Hamilton, and located directly upon Hamilton Bay. The tract of land is a large one, and not only are the railroad facilities excellent, but the depth of water is such as to enable ore-carrying vessels to unload at the plant. It is the present intention to commence the construction of the buildings as soon as the frost is out of the ground, and work will be pushed, although no date for the probable completion of the work is given.

The plant will consist, primarily, of four blast furnaces, the capacity of each being in the neighborhood of 600 or 700 tons daily. The furnaces will be located adjoining the docks and provided with a full equipment of appliances for handling ore. Ample provision will also be made for the storage of sufficient ore to supply the furnaces throughout the winter season. There will be two large open-hearth steel plants, each consisting of twelve 50-ton furnaces, making a total of 24 furnaces, with a daily capacity of 2,400 tons. In conjunction with the open-hearth plant will be a large mixer plant and pig casting machines. A blooming mill will be built of sufficient capacity to take care of the entire product of the open-hearth furnaces.

The finishing departments will consist of rail, billet and plate mills. There will be two separate plate mills, one arranged to roll plates of considerable width and thickness, such as are required for the heaviest marine and boiler work, and the other arranged for rolling from large to small sizes of plates in extra lengths for structural and bridge work. The machine shop, foundry, and blacksmith shop will all be fully in keeping with the rest of the plant, both in size and equipment. It is the intention to use electrical power almost exclusively throughout the plant, and the general installation of appliances will represent the best modern practice. The Nickel Steel Co., it is understood, has secured large ore and coal properties, which place it in an independent position as regards raw material and fuel. European capital is interested to a considerable extent in the project, and it is expected that the trade of the plant will come from both the United States and Europe.

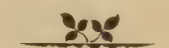
The Iron Trade Review, of Cleveland, in its issue of March 15, in commenting upon the matter, says: "The Canadian bonus of \$5 a ton on steel will make shipment into the United States possible. The Wellman-

Seaver Engineering Co. has designed the plant throughout, and will supervise the construction up to the time the works are placed in actual operation. While no definite predictions are made as to the time of completion, it is hoped, should no unforeseen difficulties intervene, to be ready to put the furnaces in blast in March, 1901,

and that the steel works will be ready for operation three to six months later."

A. D. Hamelin, general merchant, Deschambault, Que., is dead.

Hermine Michaud, proprietor of Pineau & Co., general merchants, etc., Fraserville, Que., is dead.



NOT
CONTROLLED
BY
THE TRUST.



The Iver Johnson BICYCLE

HIGHEST GRADE **\$35.00.**

Equal to any \$50 machine in the market, yet \$15 cheaper. Remember we build none but Honest Cycles at Honest Prices.

SEND FOR CATALOGUE.
WE WANT GOOD AGENTS.

Iver Johnson Arms & Cycle Works

BRANCHES:—

NEW YORK—99 Chambers St.
BOSTON—408 Washington St.
WORCESTER—304 Main St.

FITCHBURG,
MASS.

Gilbertson's Galvanized Sheets

PATENT

COMET
BRAND

FLATTENED

are suitable for all kinds of Galvanized work demanding uniform quality; being made of superior Siemens Steel, they will double seam either way of grain, are smooth, soft, and well galvanized, every sheet being carefully selected; weight and count of sheets per case fully equal to the best known brands imported, and cost less.

GILBERTSON'S are the only galvanizers who not only roll all their Steel Sheets, but manufacture all their own Steel in their own Steel Works, thus enabling them to put a soft and regular quality of steel into their sheets, which is impossible for galvanizers who buy their steel in the open market.

GILBERTSON'S CORRUGATED GALVANIZED SHEETS—all sizes.

"GILBERTSON'S" SIEMENS-MARTIN TINPLATES

are soft, extra well coated, noted for deep stamping qualities, and for canners of fruits, meats, and fish have no equals. Cost no more than brands not nearly as well coated, or of equal quality.

BRANDS: "Gilbertson's," "Parsons," "Pontardawe,"
"Lincoln," "Comet," "Regina," "Gwyned."

GILBERTSON'S TERNEPLATES. "Regina" brand.

IMITATION RUSSIA SHEETS—will not crack or scale. Pickled, cold rolled and close annealed.

SIEMENS-MARTIN STEEL SHEETS, close annealed, close annealed and cold rolled (flat and free from buckles), also pickled.

BLACK CEILING PLATES, "Comet" brand. Pickled, cold rolled and close annealed.

BLACK TAGGER PLATES. Pickled and close annealed.

Supplies carried by all wholesale jobbers. In ordering please mention brands.

ALEXANDER GIBB,

Agent

22 St. John Street, MONTREAL.

H. S. HOWLAND, SONS & CO.

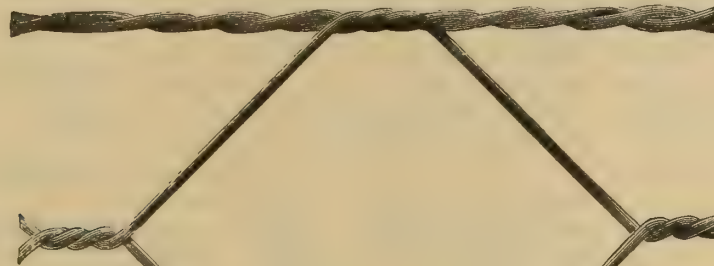
WHOLESALE
ONLY.

37-39 Front Street West, **Toronto.**

ONLY
WHOLESALE.

POULTRY NETTING.

50 Yards
in a
Roll.



50 Yards
in a
Roll.

STOCK SIZES—
Width in inches,
12, 18, 24, 30.

STOCK SIZES—
Width in inches,
36, 48, 60, 72, 84

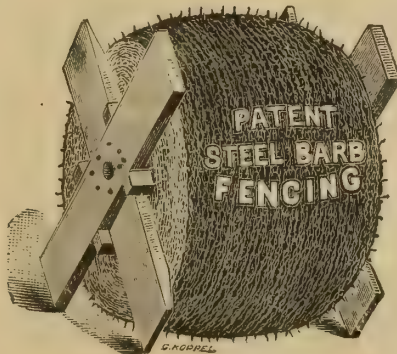
*all returned
march 29th 1900*
BARB WIRE.

Poultry Netting Staples.



Galvanized.

Barb Wire Staples.



Plain Twist, 2 Wires.



2-Barb, 5 inches between



4-Barb, 4 inches between.
4-Barb, 6 inches between.

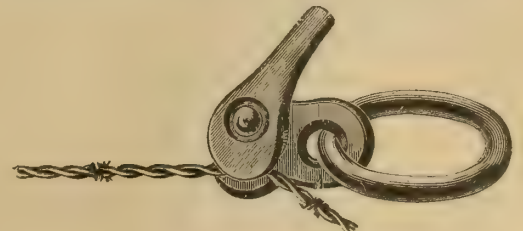
Steel Frame Fence Ratchets.



"The Buckeye."

ALSO
OILED AND ANNEALED
AND
GALVANIZED
WIRE,
ALL SIZES.

Barb Wire Stretchers.



"Hercules."

H. S. HOWLAND, SONS & CO., Toronto.

WE SHIP
PROMPTLY.

Graham Wire and Cut Nails are the Best.

OUR PRICES
ARE RIGHT.

GETTING CLERKS INTERESTED.

NOT all clerks can be interested to the same extent, writes R. L. Smith in an exchange, and it is a very hard matter for any man to feel the same interest and responsibility for a business that the proprietor feels unless he has at some time been the proprietor of a business himself. You have to travel a road to become acquainted with its windings.

Yet, it is not possible for many to have this advantage in training. This article will not admit of discussing the qualities the clerk should possess. This is left to your better judgment and the material at hand. But, by all means, get the best that can be had. If your business will not admit of a good man at a good salary, it certainly will not admit of a poor one at a small salary. No economy in that.

I once knew a man who was conducting a successful business. He employed, perhaps, 15 clerks regularly, and more during busy seasons. He began to economize, he called it, by laying off good salesmen and putting cheaper and, of course, less competent ones in their places, making a saving (?), he said, of several dollars per week, and for a while his sales seemed to keep up. He figured he was in this difference in salary, and regretted that he had not done that sooner.

How did it work? As the weeks went by he found he did not need all the help he had, though it was cheap, and it became necessary to let them out one by one, until his business had drifted to where he only needed five or six. He was in a dilemma. The bird had flown. He had reaped the results of good clerks at good salaries, and poor ones at cheap salaries. Low price gets a poor clerk, as it does most other things. He moved to another town, wiser by his experience, and with a determination, he said, "to employ the best help ever afterwards."

This proves that cheap help doesn't take the interest in your business necessary to its success. We take it for granted that you have the best clerks; you pay them satisfactory salaries. Now to the point. "The vital question," Brother Buckley calls it, "how can you get them to take the same interest in your business they would take in one for themselves?" Good treatment is a necessary adjunct to a good salary. Study your clerk; study yourself, to the end that there may exist a kind of kindred feeling of good-will and harmony between proprietor and clerk. You can serve no man faithfully if there is a continual discord between you.

To this end—

Don't antagonize your clerks in all they do.

Don't break your promises or suffer

yourself to overlook one you have made to your clerks, no matter how small. Now, clerks, erase the word "clerk" in the above two "don't's," and insert the word "boss," and it is suited to yourselves.

Don't be afraid to show your appreciation of your clerk's services by word or action. If he has the proper ambition it will stimulate him to further your interest, and he'll find real pleasure in it, for he will know it will be appreciated. A proprietor once remarked to me, nodding toward a young man in his employ, "There is the best worker and business boy I ever saw, but," he said, "I never tell a clerk these things when I think so; it won't do, it ruins them, it gives them the big head, and they begin to feel they know more about the business than I do. They soon think they are indispensable, and want more money."

He would address his clerks in the imperative, that would remind you of driving oxen, and reprimand them in the presence of customers for some trivial act of no consequence. His idea was to keep the clerk cowed and in ignorance of his real opinion of him for the reasons he above has stated. The essence of all, "for fear he would want more money." This young man soon drifted to more pleasant quarters, likewise the trade of this proprietor.

The service a clerk gives depends largely upon the social treatment and the confidence you place in him. Don't think because you pay him a good salary he is your automaton. Encourage your clerks to make suggestions, and emulate those firms which offer cash prizes to their clerks for the best written article on subjects relative to their business.

CANADIAN PRODUCTS WANTED.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government office in London during the week ending February 23:

The names of Canadian shippers of dried codfish are asked for.

An important London firm of lubricant manufacturers desire to enter into communication with Canadian importers of solidified lubricant, petroleum jelly, oils, greases, etc.

Inquiry is made for the names of Canadian manufacturers of paraffine wax, and exporters of graphite, crude oils, asbestos fibre, asbestos, soapstone, mica and other mineral substances.

Canadian manufacturers are invited by the promoters of an International Patentees Exchange and Mart to take advantage of the opportunity their exhibition department affords for the display of Canadian-made goods. A sales department is also being organized, and it is claimed that through this a large number of wholesale buyers throughout the kingdom will be made acquainted with the exhibits.

Inquiry comes from Fler de l'Orne, France, for names of Canadian exporters of linseed cake, wheat starch, and lubricating mineral oils.

VARNISH

THE CANADA PAINT COMPANY

LIMITED
VARNISH

AND

JAPAN

MANUFACTURERS
FOR

COACH BUILDERS

FOR

'BUS

CAB

CART OR

TROLLEY

FOR

HOUSE DECORATORS
YACHTS

FURNITURE

PIANOFORTES

CHAIRS AND

BICYCLES

FOR

EVERYTHING WHICH
NEEDS VARNISH!

THE

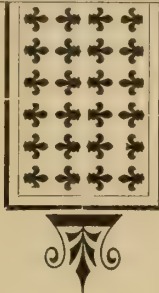
Canada Paint Co.

LIMITED

MONTREAL AND TORONTO

JAPANS

THE SPRING TRADE



To secure thoroughly reliable goods send
your orders for

**Ready-Mixed House and Floor Paints,
Varnishes, Japans, Coach Colors,
White Lead, Colored Paints, Enamels,
Wood Stains, Wall Tints, Putty, etc.**

To Henderson & Potts,

**NOVA SCOTIA PAINT AND
VARNISH WORKS,**

HALIFAX, and 747 Craig St., MONTREAL.

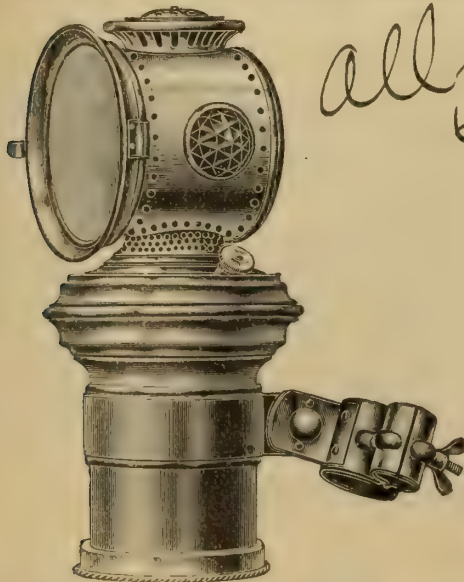
**Sole Agents for the
Dominion for**

Brandram's Celebrated White Lead.

HEADQUARTERS FOR BICYCLE GAS LAMPS -- Latest Designs.

Banner Bicycle Lamp.

The Only Self-Governing Gas Lamp Manufactured.



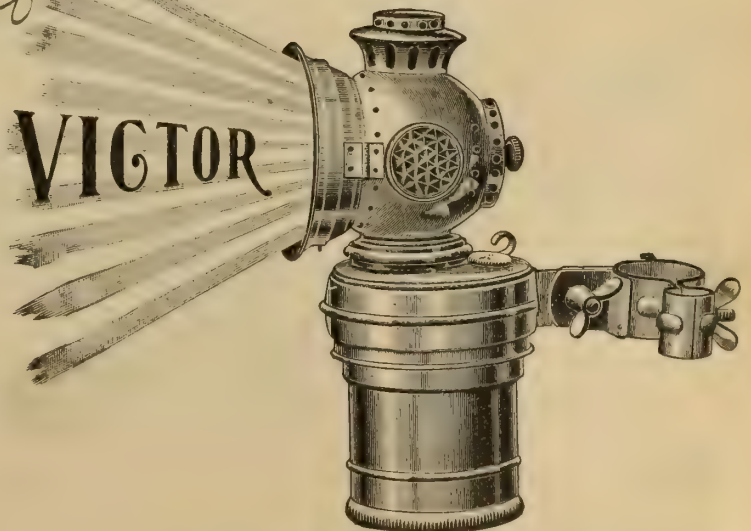
WARRANTED.

ONLY DIRECTIONS REQUIRED: Fill water tank full of water; fill carbide chamber full of carbide; turn water valve full on, and the lamp takes care of the rest.

LIST PRICE, \$3.50.

Victor Bicycle Lamp.

Burns Acetylene Gas—(Gives a Brilliant Light).



The most popular low-priced lamp in the market.

LIST PRICE, \$2.50.

THE TRADE ONLY SUPPLIED—DISCOUNT ON APPLICATION.

**Bicycle Oil Lamps,
different designs, at lowest prices.**

WALTER GROSE, 30 ST. DIZIER ST., MONTREAL

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, March 16, 1900.

HARDWARE.

SINCE the decline in freights on March 1 and the lifting of the snow blockade on the railways, the movement of general hardware of all sorts out of jobbers' hands has steadily increased in volume. There has been a decline in cordage, which is about the only change, but, in addition to the forwarding of goods ordered some time ago, a satisfactory number of new orders are coming in for barbed and plain wire, galvanized wire, fence staples, wire and cut nails, screws, bolts and rivets. Inquiry for cutlery is also noticeable, and sugar-making tinware is being asked for to an increasing extent. Cement for forward delivery is also brisk, and, altogether, the market is quite active and lively.

BARBED WIRE—This material continues firm, but there is no great activity to note. The base is unchanged at \$3.72½.

SMOOTH WIRE—Goods are moving out well since the decline in freights, and fresh

demand for a fair volume is also experienced. The base price is steady at \$3.45.

GALVANIZED WIRE—There is an increased movement in this material. We quote: Nos. 6, 7 and 8 gauge, \$4.37½; No. 9, \$3.47½; No. 10, \$4.52½; No. 11, \$4.57½; No. 12, \$3.62½; No. 13, \$3.72½; No. 14, \$5.12½; No. 15, \$5.42½; and No. 16, \$5.62½.

FINE STEEL WIRE—In more request, and firm at 12½ per cent. discount.

BRASS AND COPPER WIRE—No further change is to note. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

FENCE STAPLES—Moving well at \$3.75 for bright and \$4.35 for galvanized.

FINE STAPLES—Steady. Discounts are: Coopers' staples, 35 per cent.; poultry netting, 35 per cent., and electrical, etc., 35 per cent. off list.

WIRE NAILS—There is an increased movement in old orders and new business is quite important also. We quote \$3.45 for jobbing and \$3.35 for car lots.

CUT NAILS—Business in these is more

active and prices are steady at \$2.85 for jobbing and \$2.75 for car lots f.o.b. Montreal.

HORSE NAILS—There is a quiet business in these. Discounts remain 50 per cent. on Standard and 50 and 10 on Acadian.

HORSESHOES—There has been a steady trade in these. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow shoes, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; X L steel shoes all sizes, 1 to 5, No. 2 and larger, \$4.20; No. 1 and smaller, \$4.45; feather-weight, all sizes, \$5.45; toe weight steel shoes, all sizes, \$6.55 f.o.b. Montreal.

SCREWS—A good demand is noted in this line. Discounts are: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS—There is a fair trade doing. Discounts are: Tire bolts, 60 per cent.; common carriage bolts, all sizes, 50

The "Samson" Seamless Milk Can Bottom

The only ONE-PIECE BOTTOM made.

Light to Move

because there are no sharp corners to catch and tear the flooring.



Cheapest

because it takes just half the time and solder to insert body tin that it does for a pieced bottom.

Will not wear, tear the flooring, or collect dirt.

No hoops or rivets to break or tear off.

A full stock of BODY TIN for CANS AND VATS ALWAYS ON HAND.

THE McCLARY MFG. CO.

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER

If you find a buckle in galvanized iron, it isn't Apollo, we guess. If it is, send it back to your jobber at his expense.

Apollo Iron and Steel Company
26 St Sulpice Street
Montreal

Cements { **PORTLAND
ROMAN
KEENE'S**

Bricks . . { **FIRE
BUILDING
PAVING**

Sand . . . { **SILICA FIRE
MOULDING
BUILDING**

F. HYDE & CO.

31 Wellington street, MONTREAL

English Castor Oil

GUARANTEED PURE.

Pharmaceutical, Tasteless, Cold Drawn
First Pressure
Second Pressure

In cases of 2 tins and in barrels. Stocked by all Hardware, Oil and Color men.

The Hull Oil Manufacturing Co.
LIMITED

B. & S.H. THOMPSON & CO.

Agents for Canada

MONTREAL

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 52½ per cent.; nuts, square, 3½c. per lb. off; nuts, hexagon, 4c. off; tire bolts, 60 per cent.; stove bolts, 60 and 10; plough bolts, 50 per cent.

RIVETS—A good business is doing. Discounts: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 45 per cent. off; swedes iron burrs, 40 per cent. off; copper rivets, 35 per cent.; coppered iron rivets and burrs, in 5-lb. carton boxes, 45 per cent. off.

WRINGERS—There is a fair trade at unchanged prices.

CORDAGE—There has been a decline in rope as a result of the easiness in hemp. We quote: Manila, 7-16 and up, 15½; ¾, 16, and ¼ and 5-16, 16½c. Sisal, 7-16 and up, 12½c.; ¾, 13c., and ¼ and 5-16, 13½c.

HARVEST TOOLS—Goods are moving forward.

SPADES AND SHOVELS—Business much the same with old orders being shipped. Discounts 40 and 5 per cent.

CUTLERY—There is a fair movement of these goods on Western account.

SPORTING GOODS—Continue as reported last week.

TINWARE—Sugar-making utensils are now moving quite freely.

SHOT—In fair request and steady at \$5.75 per 100 lb.

FIREBRICKS—There has been a good demand for firebricks at \$19 to \$24 per 1,000, as to brand.

CEMENT—Increased demand for round lots, both from Western and Eastern buyers, has been a feature of the week. Prices are quoted as follows: German brands, \$2.60 to \$2.80; English, \$2.45 to \$2.60; Belgian, \$2.10 to \$2.40 per bbl., ex store.

METALS.

There has been some reaction in pig iron warrants in Great Britain, but the fact has not affected makers' prices, which continue stiff. All other iron material is naturally in sympathy. Copper has declined in London, but is firmer at New York, and is unchanged locally. There has been a sharp reaction in ingot tin both at London and New York, but the spot price has not yet been affected. Spelter has been lower in London and stronger at New York, and the spot quotation has moved with the latter market.

PIG IRON—Strength in pig iron is well maintained. What little Scotch there is here is held at \$28 ex yard, but to arrive after the opening of navigation \$25 to \$25.50 is quoted.

BAR IRON—Firmly held, with a good movement at \$2.40 to \$2.50, as to quantity,

**"Dominion Crown"
Galvanized Canada
Plates.**

A. C. LESLIE & CO.

MONTREAL.



IRON AND
BRASS

Pumps

Force, Lift and Cistern
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDougall Co., Limited

Manufacturers,

Galt, Canada.

ADAM HOPE & CO.

30 JOHN STREET N.

Hamilton, Ont.

PIG TIN

"Lamb and Flag"

INGOT COPPER

PIG LEAD

ZINC SPELTER

ANTIMONY

All orders promptly
shipped from stock.

NOVA SCOTIA STEEL Co.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

ELASTILITE VARNISH

satisfies everyone who is looking for a thoroughly good and reliable varnish for either interior or exterior use. This is why we are just now flooded with orders for this brand.

For use everywhere and on everything where a rubbed surface is not required.

Made on scientific principles.

Represents the result of years of practical experience in varnish making.



Manufactured only by

The Imperial Varnish and Color Co., Limited
TORONTO, ONTARIO, CANADA.

We are Offering

Window Glass, Paints, Oils, Cordage, Builders' Hardware, Wire, Wire Nails, Lawn Mowers, Harvest Tools, Spades and Shovels at closest prices.

OUR MOTTO:

PROMPT SHIPMENT, RIGHT PRICES.

JOHN BOWMAN
HARDWARE & COAL CO.,
....London, Ont.

BLACK SHEETS—Moving more freely. We quote: 8 to 15, \$3.10; 18 to 20, \$2.90; 22 and 24, \$2.95; 26, \$3.10, and 28, \$3.15.

GALVANIZED IRON—A good business is noted. We quote as follows: No. 28 Queen's Head, \$4.75 to \$5.00, and No. 26, \$4.50 to \$4.75; Comet, No. 28, \$4.45 to \$4.70, and No. 26, \$4.15 to \$4.45.

INGOT COPPER—Since last week, copper declined 10s. per ton in London, but, in New York, it advanced ¼c. per lb.* Here, it is unchanged, with business quiet at 18c.

INGOT TIN—There has been a sharp reaction in this metal outside, the price declining £8 10s. per ton in London and \$1.25 per 100 lb. in New York. Jobbers have made no change here yet, the range being quoted at 38 to 39c.

LEAD—This has been firm outside, and prices are steady here at \$4.60 to \$4.75, as to quantity.

LEAD PIPE—In fair request. We quote: 7c. for ordinary and 7½c. for composition waste, with 15 per cent. off.

IRON PIPE—Unchanged. We quote: ¼, \$3.40; ¾ to ½, \$3.60; ¾, \$4; 1, \$6; 1¼, \$7.60; 1½, \$9.75, and 2-in., \$13.35.

TINPLATES—As last quoted, with business fair. Coke, \$4.50, and charcoal, \$4.75, base.

CANADA PLATE—There is a good movement of these. We quote: 52's, \$3.25;

60's, \$3.35; 75's, \$3.45; full polished, \$3.60; and galvanized, \$4.85.

TERNE PLATE—Continues firm at \$8.75.

SWEDISH IRON—Prices on this line have been advanced 25c. to \$4.

COIL CHAIN—As last noted. We quote: No. 6, 12½c.; No. 5, 11c.; No. 4, 10½c.; No. 3, 10c.; ¼-inch, 8½c.; 5-16, \$6.00; ¾, \$5.40; 7-16, \$5.15; ½, \$5.00; 9-16, \$4.85; ⅝, \$4.80; ¾, \$4.75; ⅞, \$4.75, and 1 inch, \$4.75.

SHEET ZINC—Has advanced again ¼ to ½c. to 7 to 7½c.

ANTIMONY—Firmly held at 10½c.

SPELTER—While the London quotation has declined 5s. per ton on the week, the New York price has stiffened 5c. per cwt. Here prices are 25c. firmer in a jobbing way at \$5.75.

PAINTS AND OILS.

The movement in this branch both from first and second hands has been heavier, but there are no striking features. Paris green has not yet opened out, but there is an active inquiry for leads. White lead in England is cabled extremely firm, but no change is to note here. Linseed and turpentine are unchanged. We quote:

WHITE LEAD—Best brands, Government standard, \$6.75; No. 1, \$6.37½; No. 2, \$6; No. 3, \$5.62½, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

DRY WHITE LEAD—\$5.75 in casks; kegs, \$6.

RED LEAD—Firm; casks, \$5.10; in kegs, \$5.35.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

PUTTY—We quote: Bulk, \$1.75; bladders, in bbls., \$1.90; bladders, in cases, \$2.05; in tins, \$2.15 to \$2.40.

LINSEED OIL—Raw, 68c.; boiled, 71c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 83c.; two to four barrels, 82c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—Firm; \$1.20 to \$1.40 per gallon.

CASTOR OIL—Firm; 7½ to 8c.

SEAL OIL—42 to 45c.

COD OIL—32½ to 35c.

PARIS GREEN—Firmly held at the rise: 1-lb. packets, 19½c., and drums, 18½c.

NAVAL STORES—Fair demand for all lines, and prices show no change: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

GLASS.

There has been no change in glass here, one firm refusing to consent to an advance. We quote: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

PETROLEUM.

Unchanged. We quote: "Acme," 18½c.; "Perfection" and "Silver Star," 17½c.; Canadian refined, 17½c., and Pratt's Astral, 22½c.

HIDES.

As last quoted: Lambskins, \$1 to \$1.10. Beef hides—No. 1, 9c.; No. 2, 8c., and No. 3, 7c.

COAL.

Steady. We quote as follow: Stove, \$6; chestnut, \$6; egg, \$5.75; Scotch grate, \$6.25; Scotch steam, \$4.25 to \$4.75; Tower ports steam, \$3.75 to \$4.

MONTREAL NOTES.

The price of spelter here has moved up 25c. per 100 lb.

Jobbers have marked up the base on Swedish iron 25c.

There has been an advance of ¼ to ½c. in the price of sheet zinc.

The heavy reaction in tin has not as yet led to any change in the jobbing price here.

ONTARIO MARKETS.

TORONTO, March 16, 1900.

HARDWARE.

THE most striking feature of the hardware trade this week is the freedom with which goods ordered for March delivery are being forwarded. Shipments of this kind were large last week, but this week they are still larger. Orders for prompt shipment are, as a rule, slow. In fence wires of different descriptions, business is nearly altogether confined to the forwarding of old orders. Wire nails are still selling well, and quite a few cut nails are being forwarded on British Columbian account. Screws are also in good request, and the same can be said of stove and tire bolts. Payments are rather slow.

BARBED WIRE—Shipments are still being made on orders booked some time ago. Outside this there is practically nothing doing. We quote: \$3.72½ Toronto for less than carlots, and \$3.47½ f.o.b. Cleveland for carlots.

SMOOTH STEEL WIRE—Not many fresh orders are being received for oiled and annealed wire, but a good many shipments are being made. Little lots of hay-baling wire are moving. Base price, \$3.45 per 100 lb.

GALVANIZED WIRE—Shipments are being made from factory and an occasional

order is being received. We quote f.o.b. Toronto: Nos. 6, 7, 8 gauge, \$4.40; No. 9, \$3.47½; No. 10, \$4.55; No. 11, \$4.60; No. 12, \$3.62½; No. 13, \$3.77½; No. 14, \$5.15; No. 15, \$5.45; No. 16, \$5.65.

WIRE NAILS—The condition of the wire nail market continues satisfactory. A good many orders are coming in, and those who placed orders for future delivery are talking as if they might want shipment made earlier than expected. The base price is unchanged at \$3.40 for carlots and \$3.50 for less than carlots f.o.b. Toronto, Hamilton and London.

CUT NAILS—Some rather good orders are coming in from British Columbia, but business otherwise is quiet.

HORSE NAILS—Business is quiet and uninteresting. Discount 50 per cent. on standard oval head, and 50 and 10 on Acadian.

HORSESHOES—Trade is just moderate. We quote f.o.b. Toronto, Hamilton, London and Guelph as follows: No. 2 and larger, light, medium and heavy iron shoes, \$4.05; snow shoes, \$4.30; light steel shoes, \$4.35; featherweight shoes, all sizes, \$5.60. No. 1 and smaller, light, medium and heavy iron shoes, \$4.30 per keg; iron snow shoes, \$4.55; light steel shoes, \$4.60; featherweight steel shoes, all sizes, \$5.60.

SCREWS—Business continues satisfactory in this line. We quote: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

BOLTS AND NUTS—A good business is still being done in stove and tire bolts, but in carriage bolts there is little or nothing doing. We quote as follows: Norway bolts, full, square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 62½ per cent.; nuts, square, 3½c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

RIVETS AND BURRS—Trade keeps steady. We quote: Carriage section, wagon box, rivets, etc. 45 per cent.; black M rivets, 45 per cent.; iron burrs, 40 per cent.; copper rivets, 35 per cent.; bifurcated, with box, \$1.25; coppered iron rivets and burrs, in 5-lb. carton boxes, 30c. per lb.

WASHING MACHINES—A steady trade is to be noted in this line.

WRINGERS—Business keeps fair. Wringers are quoted as follows: "Leader,"

\$60 per doz.; "Royal Canadian," \$58; "Royal American," \$50. Prices are all f.o.b. Toronto, Hamilton, Brockville, and Montreal. Discount, 45 per cent. Terms, four months, or 3 per cent. 30 days.

CHURNS—Deliveries are still being made. Discount 58 per cent. on revolving churns from factory and 56 per cent. from stock in Montreal.

BUILDING PAPER—A fairly good trade is still to be noted.

ROPE—The market is quiet and prices unchanged at 15½c. per lb. for manila, and 12½c. per lb. for sisal. Regarding hemp, the market for manila is quiet, with prices steady. How much hemp was destroyed by the recent fire in the Philippines is not known, but it is not thought to have been large.

HARVEST TOOLS—Deliveries are still being made, but not much new business is being done. Discount, 50 and 10 to 50, 10 and 5 per cent.

SPADES AND SHOVELS—The only thing to be noted in this line is the forwarding of orders placed some time ago. Discount, 40 and 5 per cent.

CUTLERY—A fair trade in general cutlery is to be noted this week.

GREEN WIRE CLOTH—Deliveries are still being made. The base price is firm and unchanged at \$2 per 100 square feet.

SCREEN DOORS AND WINDOWS—The factories are delivering these rather faster than dealers can take care of them.

CEMENT—Trade is opening up nicely. Stocks are large but, as a heavy demand is anticipated, prices keep steady, with an advance of 10 to 15c. in Canadian. We quote nominally in barrel lots: Canadian Portland, \$2.80 to \$3.00; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

METALS.

A rather better demand is to be noted in the metal trade, and prices are, on the whole, steady to firm.

PIG IRON—Business is fair and prices steady. We quote: No. 1 Hamilton, \$24 to \$25 per ton at the furnace; No. 1 Tona-wanda, \$25.40 in bond, Toronto, and No. 2, \$24.40; No. 1 Southern, \$24 in bond, Toronto.

BAR IRON—A good business is being done. The base price is still \$2.45 to \$2.50 per 100 lb.

PIG TIN—Local quotations have been advanced 1c. per lb., the figures to the retail trade being 37 to 38c. The local quotation on tin is now 1c. above the highest figure touched before the recent decline. The outside markets have been weak, although there was a recovery on Thursday.

TINPLATES—The demand has been better

this week, and some import orders have been placed.

TINNED SHEETS—Trade is also a little more active in this line than it was a week ago.

BLACK SHEETS—The demand during the past week has been fair. Base price is unchanged at \$3.50.

CANADA PLATES—Small quantities are being shipped from stock, and orders are still being booked for import. We quote: All-dull, \$3.25 to \$3.50; half-polished, \$3.35 to \$3.60; all-bright, \$3.85 to \$4.

GALVANIZED IRON—The demand for shipment from stock is small, but quite a number of import orders are being booked. The price of one of the private brands, namely, "Gordon Crown," has this week been advanced 10c. per 100 lb. English iron is quoted at \$5.10 in case lots and American at \$4.75, with 15c. per 100 lb. additional for less than case lots.

COPPER—There is more movement in ingot copper, and a good demand is still to be noted for sheet copper. We quote: Ingot, 19 to 20c. per lb., and sheet, 23 to 23½c. per lb.

BRASS—The movement is fair, with the discount 15 per cent. for roll and sheet, 14 to 30 gauge.

SPELTER—The demand is a little more active than it was, and prices are steady. We quote 7 to 7¼c. per lb.

ZINC SHEETS—The demand is only moderate. Quotations are unchanged at 7½ to 7¾c. per lb. for casks and part casks respectively.

LEAD—A fair amount of business is being done in this line. We quote 4¾ to 5c. per lb.

SOLDER—Trade is moderate this week. We quote as follows: Half-and-half, 22 to 23c.; refined, 21½ to 22c.; wiping, 21 to 21½c. per lb.

LEAD PIPE—Business is still quiet. We quote: Ordinary pipe, 7c., and waste, 7½c. per lb. Discount, 15 per cent.

IRON PIPE—The demand is fairly good, but prices are low although firm at present figures. We quote as follows: Black pipe, ¼ to ¾ inch, \$3.60; ½ inch, \$3.70; ¾ inch, \$4.20; 1 inch, \$5.90; 1¼ inch, \$7.85; 1½ inch, \$9.75; 2 inch, \$13; 2½ inch, discount off to 6 in the list 45 per cent. Galvanized pipe is quoted as follows: ½ inch, \$6.50; ¾ inch, \$8; 1 inch, \$11.50; 1¼ inch, \$16; 1½ inch, \$20; 2 inch, \$28.50.

RANGE BOILERS—Some business is being done, but prices are unsatisfactory owing to cutting. We quote: Ronald's, tested to 200 lb., guaranteed for 2 years, 30 gals., \$6.75; 35 gal., \$7.75; 40 gal., \$9. Ronald's extra heavy, tested 250 lb., guaranteed for 5 years, 30 gal., \$8.40; 35 gal., \$9.25; 40 gal., \$10.60.

ANTIMONY—The demand has eased off during the week.

PAINTS AND OILS.

The orders for delivery in April and May keep large, but the movement from stock is small, though the first spring orders are being shipped. A general firmness is manifested. Turpentine prices have touched a higher point than was ever recorded before, but no change is noted here. Linseed oil is again stiffening. We quote.

WHITE LEAD—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½; No. 3, \$5.75; No. 4, \$5; dry white lead in asks, \$5.75.

RED LEAD—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

LITHARGE AND ORANGE MINERAL—Litharge, 6 to 6½c.; orange mineral, 8 to 8½c.

WHITE ZINC—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

PARIS WHITE—90c.

WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22½c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$1.90; bladders, in 100 lb. kegs, \$2.05; bulk, in bbls., \$1.75; bulk, in less quantities, \$1.90.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PARIS GREEN—Petroleum, bbls., 18c.; arsenic, kegs, 18¼c.; drums, 50 and 100 lb. 18¾c.; drums, 25 lb., 19¼c.; tins, 1 lb., 20¾c.; tins, ½ lb. 22¾c.; packages, 1 lb., 19¾c.; packages, ½ lb., 21¾c.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

SEAL OIL—54c. per gallon, and yellow seal at 45c.

CASTOR OIL—East India, in cases, 9 to 9½c. per lb. and 9½ to 10c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 68c.; boiled, 71c.; 5 to 9 barrels, raw, 67c.; boiled, 70c.; 10 to 19 barrels, raw, 67c.; boiled, 70c. To outside points, 2c. more is charged.

TURPENTINE—Single barrels, 83c.; two to four barrels, 82c., freight allowed; in less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged. To outside points 2c. more.

GLASS.

Prices are well maintained at the recent advance. There is but little movement from stock. Import orders have not been as large this season as usual, because, it is

Oakey's 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



COVERT MFG. CO.
West Troy, N.Y.
DERBY SNAP.
With Plated Rust Proof and Guarded Spring.
"THE LATEST AND BEST."
For Sale by all Jobbers at Manufacturers' Prices.

PRIEST'S CLIPPERS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., USA

FOR SALE.

Fifty shares of The Peterborough Lock Mfg. Co.'s stock; par value, \$5,000.00, fully paid up; paying 6 per cent. interest. For particulars, etc., address, **Walter Grose**, No. 30 St. Dizier St., Montreal.

SEND for specimen copy of Phillips' Monthly Machinery Register, containing over 5,000 entries of new and second-hand machinery of every description. The oldest established and most successful medium in the world. Established 25 years for the purpose of introducing those who have machinery for sale, to those who wish to buy, has a circulation of about 50,000 copies per annum, all over the world, and is used for continual reference by a large number of firms. It is consequently a most valuable advertising medium for all engineers and manufacturers. Subscription, 6s. per annum, price per copy, 6d. Sole Proprietor, CHAS. D. PHILLIPS, M.I.M.E., Newport, Mon., England. Telegraphic address "Machinery, Newport, Mon."

Do you handle the ...

Aylmer Spray Pumps?

IF NOT,

Why not do so?



THE AYLMER is universally acknowledged by the fruit-growing community to be the best Pump in the market to-day, and during the past two years has taken first place at every contest wherever shown, taking the Jubilee award at Toronto Industrial Exhibition, also first place at St. Petersburg, Russia, at Manchester, Eng., and at Ottawa, Ont.

THE AYLMER is to-day the most powerful, easiest-working and most durable Pump in the market. If our travellers have

not called on you write us for terms. Liberal discounts to the trade. **EVERY PUMP WARRANTED.**

AYLMER IRON WORKS

thought, of the late arrivals of orders last year. We quote first break as follows: Star, in 50-foot boxes, \$2.20, and in 100-foot boxes, \$4.20; double diamond under 25 united inches, \$6.25, Toronto Hamilton and London; terms 4 months or 3 per cent, 30 days.

OLD MATERIAL.

Deliveries are moderate, but the demand is excellent at steady prices. We quote jobbers' prices: Agricultural scrap, 70c. per cwt.; machinery cast, 70c. per cwt.; stove cast scrap, 45c.; No. 1 wrought scrap, 65c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 10½c.; heavy copper, 14c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, 11c.; scrap lead, 2¾c.; zinc, 3c.; scrap rubber, 6c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

HIDES, SKINS AND WOOL.

HIDES—There is not much doing, but the demand is active. Prices are firm. We quote: Cowhides, No. 1, 9c.; No. 2, 8c.; No. 3, 7c. Steer hides are worth ½c. more. Cured hides are quoted at 9½c.

SKINS—There is no change. We quote as follows: No. 1 veal, 8-lb. and up, 11c. per lb.; No. 2, 9c.; dekins, from 40 to 45c.; culls, 20 to 25c. Sheep and lambskins are selling at \$1.10 to \$1.25.

WOOL—There is little doing. Prices are firm. We quote: Combing fleece and clothing wool, at 19 to 20c. and unwashed at 12c.

SEEDS.

There is no change. Red clover is steady at \$5.25 to \$5.75, a range likely to be maintained for some time. Alsike is quiet but unchanged at \$4.50 to \$6.50. Much inferior timothy is still offering, but first-class stock is sought. For good stock sellers could get \$1 to \$1.25 aboard cars outside for good to choice machine threshed, and \$1.50 to \$2 for bright, unhulled, flail-threshed seed.

PETROLEUM.

Business keeps active, at unchanged prices. We quote as follows: Pratt's Astral, 20c. in bulk (barrels, \$1 extra); American water white, 20c. in barrels; Photogene, 19c.; Sarnia water white, 18½c. in barrels; Sarnia prime white, 17c. in barrels.

COAL.

Wholesale jobbers are still having difficulty in securing their supplies, but stocks are sufficient to prevent any shortage. We quote anthracite at Buffalo and bridges for immediate delivery as follows: Nut, \$5 per gross ton, or \$4.46 per net ton; egg and stove, \$4.75 per gross ton, or \$4.24 per net ton; grate, \$4.50 per gross ton, or \$4.01 per net ton.

MARKET NOTES.

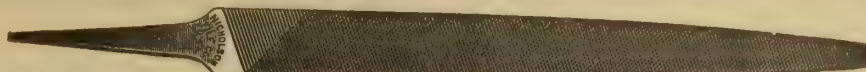
Pig tin is 1c. per lb. dearer at 37 to 38c. "Gordon Crown" galvanized iron is quoted 10c. higher.

Canadian Portland cement is 10 to 15c. dearer. The range for barrel lots is now \$2.80 to \$3.

84,000 Daily Production.
5 Factories. 5 Brands.

NICHOLSON FILES

For sale all
over the World.



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass**. Also of a durable, highly-polished material called "**MARBLETTE**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street London, E.C.—128 Hope Street, Glasgow 12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No. 68 St. Helens.

HONEST RETAILING.

At the invitation of the Toronto Retail Merchants' Association, Hon. Senator Salomon, of Chicago, lectured in Toronto on Monday evening on "How to Preserve Honest Retailing." The lecture, which which was fairly well attended, was held in the Temple Building. Mayor Macdonald occupied the chair, and on the platform were the speaker of the evening, W. B. Rogers, President of the Association and John Hargraves.

Senator Salomon expressed the belief that the great hindrance to honest retailing is the departmental store. He referred to the moral dangers to female employes in departmentals and made a plea for their protection. The daily press, he claimed, was influenced by the large advertising patronage of the departmentals, and were therefore ever ready to support them. He believed the best plan to deal with departmentals was to divide the different lines of business into groups and to enact that trade in each of these groups should be done in a separate building. The turnover tax, which is proposed by the Retail Merchants' Association, was opposed by Senator Salomon. He considered the graded tax unjust and a detriment to enterprise.

CATALOGUES, BOOKLETS, ETC.

A USEFUL PAINT CATALOGUE.

The Canada Paint Co., Limited, Montreal and Toronto, have issued, in pocket-edition size, a catalogue of the varnishes, paints, colors, lead, oils, japans, etc., manufactured by them. A unique and valuable feature of this book is a series of colored illustrations showing the colors and designs of the various packages handled by this company. As the list of goods sold by them includes the best in all lines of paints, and, as full descriptions and price lists are published in this catalogue, it should be secured by all hardwaremen. Write to the firm's head office in Montreal for one.

BOWSER'S OIL TANK.

Since the self-measuring oil tank made by S. F. Bowser & Co., Fort Wayne, Ind.,

U. S., was introduced in Canada, it has excited much interest and comment because of its practical utility and its simplicity, and has been sold largely in many sections.

The makers of this tank have just issued a small booklet describing in detail their various styles and the methods of installing and using them most economically. The booklet is concise, telling its story in brief but interesting style. The illustrations alone would make the booklet a useful one. It is well worth writing for.

H. & U. Langlois, general merchants, Coteau Landing, Que., have dissolved.

Poirier & Therien, general merchants, St. Remi, Que., have registered partnership.

P. N. Savard, general merchant, Lorette, Que., has suspended, and is offering 65c. on the dollar.

C. B. Poisson, general merchant, St. Sophie de Levrard, Que., is offering 50c. on the dollar.

G. A. Vallee, general merchant, St. Anne de Bellevue, Que., has sold his stock at 71c. on the dollar.

T. Pouliot, general merchant, St. Samuel de Gayhurst, Que., has sold his stock at 71c. on the dollar, and his book debts at 60c. on the dollar.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SITUATION VACANT.

WANTED—HARDWARE CLERKS FOR wholesale trade. Apply Box 6, care HARDWARE AND METAL, Toronto. (11)

SITUATION WANTED.

A YOUNG MAN WITH EXPERIENCE, travelling west of Winnipeg, would like to correspond with manufacturers wishing their goods placed on that market. Salary or commission. Address, care HARDWARE AND METAL, 26 Front St. West, Toronto. (11)

FOR SALE.

OLD ESTABLISHED HARDWARE BUSINESS in Collingwood for sale. Owner retiring. Apply to J. Henderson, Barrie. (14)

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

EUSEBE TOUGAS, Montreal, has been appointed curator of the Canada Varnish Co., of the same city.

P. Besard, hardware dealer, Quebec, has assigned.

Joseph Longpre, general merchant, St. Jovite, Que., has assigned to H. Lamaire.

Arthur Grant, harness dealer, Ruthven, Ont., has assigned in trust to H. S. Iveson. Achille Lessard, saddler, East Broughton, Que., has comprised at 70c. cash on the dollar.

Eamen & Stoneburner, general merchants, Oznabrock Centre, Ont., have assigned to J. H. Bredin, Woodlands.

PARTNERSHIPS FORMED AND DISSOLVED.

G. A. Pitts & Co., bicycle dealers, etc., Cornwall, Ont., have dissolved.

Partnership has been registered by J. B. Vincent Co., harnessmakers, Hereford, Que.

Irvine Bros., general merchants, Drayton, Ont., have dissolved, Henry Irvine continuing.

James Carrick, blacksmith, Brandon, Man., has admitted Albert Hardaker as partner.

Cross & McQueen, general merchants, Killarney, Man., have dissolved, R. Cross continuing.

The Mountain City Cycle Co., Montreal, have dissolved, and a new partnership has been registered.

James Ferguson & Co., manufacturers of tents, etc., Brandon, Man., have dissolved. R. J. Molloy continues.

O'Neil & Hobin, grocers and hardware dealers, Welland, Ont., have dissolved, James S. O'Neil continuing.

Abel Godin and Joseph E. Fournier have registered partnership as painters under the style of Fournier & Godin.

Singleton S. Drabble and George M. Lewis have registered partnership as proprietors of the Granby, Que., iron works.

Hormidas R. Lemieux and Arthur Renaud have registered as partners under the style of Lemieux & Renaud, hardware dealers, Montreal.

J. H. Martin & Co., hardware dealers, St. John's, Nfld., have dissolved. J. H. Martin retires, and the business will be continued by the remaining partners.

SALES MADE AND PENDING.

T. Lee, harness dealer, Grenfel, Man., has sold out.

McLaren & Hipperson, tinsmiths, Lethbridge, N.W.T., have sold out.

W. W. Clarke, hardware dealer, Annapolis, N.S., is advertising to sell out.

The stock of Gray & Co., general merchants, Duntroon, Ont., has been sold.

The assets of Leblanc & Frere, saw-millers, St. Jovite, Que., are to be sold.

The stock of Camille Parent, harness dealer, Buckingham, Que., has been sold.

The assets of Geo. H. McKinney, tinsmith, Kazabazua, Que., are to be sold by tender.

The stock of the estate of M. McKenzie & Co., general merchants, Wyoming, Ont., is to be sold.

The stock of the estate of W. Mann & Co., bicycle dealers, London, Ont., is to be sold on March 23.

J. J. McKenna, general merchant and liquor dealer, Dublin, Ont., has sold his liquor department to Joseph Miller.



Cup Won by Howland's Team.

The stock of the estate of Irwin & Calcott, manufacturers of brass goods, London, Ont., will be offered for sale on March 20.

The stock, etc., of H. P. Cloverdale, general merchant, Nelles Corners, Ont., is advertised for sale by auction on March 19.

The stock, plant, etc., of the estate of E. Guilbault, manufacturer of tinware, etc., Winnipeg, has been sold at 93c. on the dollar.

D. D. Yorke, general merchant and dealer in agricultural implements, Harrietsville, Ont., has sold his general store to S. Adams & Sons.

The stock, etc., of the estate of J. D. Stewart, general merchant, Carman and Elm Creek, Man., are advertised for sale by auction on March 14.

CHANGES.

C. H. Nelson, general merchant, Marburg, Ont., has been succeeded by M. C. Priest.

Mathieu & Loste have registered as saw-millers in Montmorency, Que.

Graber & Son, hardware dealers, etc., Stratford, Ont., are retiring from business.

G. C. Bristow, general merchant, Duart, Ont., has removed to Aylmer.

Elijah Gilbert, hardware dealer, Bothwell, Ont., has sold out to George Trott.

Couch & Roy, general merchants, Winchelsea, Ont., have been succeeded by Jones & Roy.

S. E. Morton, postmaster and general merchant, Keswick, Ont., has sold out to Jesse Connell.

Dinorah Michaud has registered as proprietress of J. S. Michaud & Co., general merchants, La Prairie, Que.

Emilene Forest has registered as proprietress of E. Forest & Co., general merchants, St. Anne de Beaupre, Que.

A. & W. Hicks, general merchants, Hampton, N.B., have sold out to the G. & G. Flewelling Manufacturing Co. Limited.

FIRES.

R. J. Smith, harness dealer, Dauphin, Man., has been burned out.

Thomas Carrette, carriagemaker, St. Marie, Que., has been burned out.

Gardner Bros. & Co., manufacturers of handles, etc., Leamington, Ont., have been burned out.

DEATHS.

John Damp, builder, Toronto, is dead.

Alex. Lucier, harnessmaker, Winnipeg, is dead.

James Sinnott, wagonmaker, Bear Island, N.B., is dead.

J. J. Chapman, general merchant, Elgin, Ont., is dead.

HOWLAND'S TEAM WON THE CUP.

The silver cup donated by Mr. A. Burdette Lee, vice-president of The Rice Lewis & Son, Limited, for the hockey team winning the commercial championship of Toronto has been captured by the team from the wholesale hardware warehouse of H. S. Howland, Sons & Co. Each team played seven games, and the winner took six out of that number, having lost one game to The J. D. Ivey Co.'s team. It, however, defeated the latter team in the second game played. The accompanying cut is an illustration of the cup.

STILL SELLING WHEELS.

Someone has been misinforming The Wheelman in regard to Caverhill, Learmont & Co., Montreal. In a recent issue it stated that they were giving up the sale of wheels. This is the exact reverse of the facts. The firm's business in them last year increased 400 per cent. over the first year.

During the present year they hope and feel satisfied that they will continue to increase their trade, which hardly accords with The Wheelman's assertions.

The Cheapest or the Best— Which ?

The experience of the world has become crystallized into a proverb that "the best is the cheapest."

We make the best horse nails that an experience of 35 years in the manufacture of this one article has shown us is produced anywhere.

In buying our "C" brand you have the benefit of this long experience, and also the guarantee of our Company that every box we sell is warranted free from any imperfection; that is—if you should find any crooked or faulty nails, any that in use have shown faults not discovered before—that we will replace free of all expense to you any box of horse nails bearing our trade mark.

You take no risk therefore in buying the best. Don't be fooled by any assurances made by any seller of "cheap" nails which are pushed because they offer a larger profit about their being "just as good." **There is only one best**, and that one must embody the best material, made in the best manner, of the best pattern, and have the best reputation with the best people, both dealers and consumers. What horse nails fulfil these conditions best? The "C" brand without a doubt.

We ask buyers wishing our brand to specify for it particularly, and note that our name is on each box of the genuine as made by us. There are others! there is only one "C" and is made only by the

**Canada Horse Nail
Company.**

MONTREAL.

THE BELLEVILLE ROLLING MILLS.

Many people in this city do not realize what the extent of the benefits to Belleville are as a result of the installation of The Abbott-Mitchell Works here. At present there are 125 names on the pay roll exclusive of the office staff, and the pay roll runs now from \$3,200 to \$3,400 per month, which means a yearly wage list of about \$40,000, every dollar of which is spent here.

The employes are not all Belleville men, but those who are not are moving here with their families, and just now vacant houses are a very desirable commodity.

The wages are made up monthly as a matter of bookkeeping convenience, but the men are allowed to draw pay every Saturday, providing they give notice the day before of the amount desired. Some are paid by the day, some work by piece-work, and others who are on the rolls work by the ton, so it is easily seen that to make up the men's bills and pay sheets on Friday in time to draw money from the bank on Saturday entails a great deal of labor. In a few weeks more the staff will be very largely increased.

This simply means that the merchants and citizens generally will benefit largely by this material increase in the amount of wages earned in the city.—Sun, Belleville, Ont.

CAVERHILL, LEARMONT & CO.

The firm of Caverhill, Learmont & Co. was dissolved on the 31st December last, through efflux of time and the death of the late Mr. Frank Caverhill. The business has and will be continued from the 1st January, 1900, under the same style and name of Caverhill, Learmont & Co. by the remaining partners, J. B. Learmont, Geo. Caverhill and Thos. W. Newman.

NEW FIRMS STARTING.

Bower, Ellacott & Co., have started as machinists in Ottawa.

Horne Bros., have started as harness dealers in Letellier, Man.

S. Langford has commenced as blacksmith in Bell's Corners, Ont.

C. P. Wright has opened as hardware dealer, etc., in Aylmer, Ont.

Jos. A. Shea has started as dealer in hardware, paints, oils, etc., in Montreal.

PATRIOTISM AND PAINTS.

The window of T. McAvity's store on King street has a very suitable sign at the present time. A quantity of McAvity's paints are in the window, and the Canadian flag for a background. A ticket on the flag states, "These colors do not run." It could be understood as meaning both the flag and the paints.—Telegraph, St. John, N.B.



"WE HOLD A VASTER 'EMPIRE' (SHINGLE TRADE) THAN HAS BEEN"
METALLIC ROOFING CO. (LIMITED)
TORONTO.
SEND FOR CATALOGUE.

"All Dunlop Tires in 1900"

On macadam roads — on country roads — on good roads and bad roads—Dunlop Detachable Tires are safest and easiest to ride.

If you meet with a mishap — a puncture — ten miles from home—"these are the only tools you need."



"The only tools."

The Dunlop Tire Co., Limited,
Toronto,
Montreal, Winnipeg, St. John.



American Tire Co.
Toronto.

Your new book

To the trade:

By mail on receipt of your request, the most comprehensive list ever issued in Canada.

Everything for bicycle builders and dealers in cycle materials and sundries at rock bottom prices.

MANITOBA MARKETS.

WINNIPEG, March 12, 1900.

NOTHING new is still the cry. Goods are going out steadily, and such shipments as cannot wait the opening of navigation are coming in. Everyone seems busy.

The bicycle trade is not promising well this season from the wholesalers' point of view, and there is some talk of hardware wholesales going out of the business, but that will not be as yet.

Linseed oil has again advanced, and is now quoted at 74 to 77c., according as to whether it is raw or boiled. Turpentine has also advanced, and is now 87c.

An error has crept into the price list with regard to ingot tin, which should be 35c. instead of 38c. Otherwise, the price list for last week stands. We quote:

Barbed wire, 100 lb.	\$4 00
Plain twist	4 00
Staples	4 50
Oiled annealed wire	10 4 12
"	11 4 19
"	12 4 25
"	13 4 40
"	14 4 52
"	15 4 65
Wire nails, 30 to 60 dy, keg.	4 00
" 16 and 20	4 05
" 10	4 10
" 8	4 15
" 6	4 30
" 4	4 35
" 3	4 40
Cut nails, 30 to 60 dy.	3 40
" 20 to 40	3 45
" 10 to 16	3 50
" 8	3 55
" 6	3 60
" 4	3 90
" 3	4 15
Horsenails, 45 per cent. discount.	
Horse shoes, iron, No. 0 to No. 1.	4 90
No. 2 and larger	4 65
Snow shoes, No. 0 to No. 1.	5 15
No. 2 and larger	4 90
Steel, No. 0 to No. 1	5 20
No. 2 and larger	4 95
Bar iron, \$3.10 basis.	
Swedish iron, \$5 basis.	
Tool steel, Black Diamond, 100 lb.	8 50
Jessop	13 00
Sheet iron, black, 10 to 20 gauge, 100 lb.	3 50
20 to 26 gauge.	3 75
28 gauge.	4 00
Galvanized American, 16 gauge.	4 25
18 to 22 gauge	4 50
24 gauge.	4 75
26 gauge.	5 00
28 gauge.	5 25
Genuine Russian, lb.	12
Imitation "	8
Tinned, 24 gauge, 100 lb.	7 55
26 gauge	8 80
28 gauge	8 00
Tinplate, IC charcoal, 20 x 28, box	11 00
IX	13 00
IXX	15 00
Ingot tin.	35
Canada plate, 18 x 21 and 18 x 24	4 00
Sheet zinc, cask lots, 100 lb.	9 00
Broken lots.	9 50
Pig lead, 100 lb.	4 50
Wrought pipe, black up to 2 inch.	50 and 10 p.c.
Over 2 inch.	45 p.c.
Rope, sisal, 7-16 and larger.	13 50
" 3/4	14 00
" 1/2 and 5-16	14 50
Manila, 7-16 and larger	16 00
" 3/4	16 50
" 1/2 and 5-16	17 00
Solder	25 1/2
Cotton rope, all sizes, lb.	16
Axes, chopping	\$ 7 00 to 12 00
" double bits.	12 00 to 18 00
Screws, flat head, iron, bright.	75 and 10 p.c.
Round "	70 p.c.
Flat " brass	70 p.c.
Round "	60 and 5 p.c.
Coach	57 1/2 p.c.

Bolts, carriage 5-16 and smaller.	42 1/2 p.c.
3/4 and larger.	37 1/2 p.c.
Machine	45 p.c.
Tire	55 p.c.
Sleigh shoe	65 p.c.
Plough	40 p.c.
Rivets, iron.	37 1/2 p.c.
Copper, No. 8, lb.	33 1/2 c.
Spades and shovels.	40 p.c.
Harvest tools.	50, 10 and 5 p.c.
Axe handles, turned, s. g. hickory, doz.	\$2 50
No. 1.	1 50
No. 2.	1 25
Octagon extra.	1 65
No. 1.	1 25
Linseed oil, raw, per gal.	74
" boiled "	77
Ammunition, cartridges, Dominion R.F.	50 p.c.
Dominion, C.F., pistol	30 p.c.
military	15 p.c.
American R.F.	40 p.c.
C.F. pistol	10 p.c.
C.F. military	Net.
Loaded shells, Robin Hood, M	\$20 00
Eley's soft, 12 gauge	16 50
chilled, 12 gauge	18 00
soft, 10 gauge	21 00
chilled, 10 gauge	23 00
American, M	16 25
Shot, Ordinary, per 100 lb.	6 25
Chilled	6 75
Powder, F.F., keg.	4 75
F.F.G.	5 00
Robin Hood	10 00
Tinware, pressed, retinned.	75 and 2 1/2 p.c.
plain	70 and 15 p.c.
Graniteware, according to quality.	50 p.c.
Turpentine, by barrel.	87c.
Less than barrel.	89c.

FORTY CARS OF HARDWARE.


There was quite a large crowd at the C. P. R. depot on Tuesday to witness the departure of the "Ashdown Special." The train, consisting of 40 loaded cars from Mr. Ashdown's wholesale hardware warehouse, left promptly on time, gaily decorated with flags. Three locomotives pulled the train out of the depot. Two of these locomotives will carry the train through to Moosejaw. An idea of the extent of this consignment may be had when it is considered that had the cars been the size used on English roads it would have required 200. It would have taken 100 of the regulation American size cars to have hauled this quantity of freight. Mr. A. E. Dykes, Mr. Ashdown's representative, is in charge of the train. — Free Press, Winnipeg, March 7.

A MEAFORD HARDWAREMAN DEAD.

David Mitchell, who, for over 30 years has been in the tinsmithing, plumbing, and hardware business in Meaford, Ont., died at his home on Saturday, March 3. Mr. Mitchell served as apprentice at plumbing and tinsmithing to James Cleland, Meaford. After serving his "time," he spent some months at his business in Collingwood and Barrie, then returned to Meaford, and engaged with Butchart & Hunter, hardware dealers, with whom he continued until about 16 years ago, when the death of Mr. Hunter caused the dissolution of the partnership. With Wm. Butchart, who continued the business, Mr. Mitchell retained the position of head clerk until his death. He was highly respected in and about Meaford.

TINPLATES.

Calumet Brand, Coke.
Allandale Brand, Charcoal.


Victor  Brand, Best Charcoal,
(Papered.)

CANADA PLATES.

Allandale Brand, Half Polished.

Victor  Brand, all Polished.

TERNE PLATES.

Victor  Brand, Charcoal.

GALVANIZED
CANADA PLATES.

Victor  Brand, Best Quality.

GALVANIZED
SHEETS.

(Patent Flattened)

Best Best Popular Brand, Superior
Quality.

Victor  Brand, Best Quality.

SHEET IRON.
SHEET LEAD.
SHEET ZINC.WINDOW GLASS.
OAKUM.

Rylance & Sons, all Qualities.

LINSEED OIL.

Brand S.B.S., Pure Raw.

" " Pale Boiled.
" " Double Boiled.

CASTOR OIL.

Commercial Quality, Equal to Pure.

PORTLAND CEMENT.
All Qualities.FIREBRICKS.
FIRECLAY.

SPECIAL PRICES FOR IMPORT.

J. Watterson & Co.
MONTREAL.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker
22 St. John Street, Montreal.

Representing British and American manufacturers of
Tinplates, Tinned Sheets, Terne Plates, Canada Plates, Gal-
vanized Sheets, Imitation Russia Sheets, Black Sheets—Iron
and Steel—Hoops and Bands, Proved Coil Chain, Brass and
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.

**VanTuyl & Fairbank**

Petrolia, Ont.

Headquarters for...

Oil and Artesian Well
Pumps, Casing, Tubing
Fittings, Drilling
Tools, Tables, etc.

R. C. LEVESCONTE

Barrister, Solicitor, Notary, Etc.

THE MCKINNON BUILDING
Cor. Jordan and Melinda Streets

... TORONTO

Telephone 689.
Cable "LeVesconte" Toronto.

E. T. WRIGHT & CO.,

Mfrs., Hamilton, Ont.

Retinned Dairy Pails.



Milk Can Trimmings.

**"JARDINE"**

**TIRE UPSETTERS
WILL UPSET TIRES**

Some machines sold as Upsetters will not.
Perhaps you make as much money on the
sale of a useless Upsetter as on a good
one, but your customer does not. He
don't want a machine because it is called
an Upsetter; he wants a machine to upset
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

A. B. JARDINE & CO.

HESPELER, ONT.



Standing Seam and Slate Roof

SNOW SHOE IRONS

PATENTED.

No snow rails need be used unless desired.
The lugs clinch through the seam easily
but securely. Send for catalogue.

**Berger Bros. Co.,**

Mfrs. of TINNERS' HARDWARE AND
ROOFERS' SUPPLIES,

Philadelphia, U.S.A.

HARRINGTON & RICHARDSON ARMS CO.

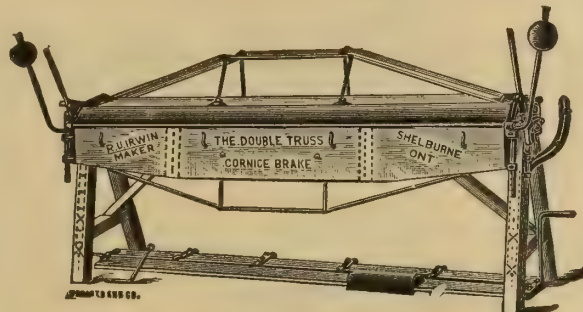
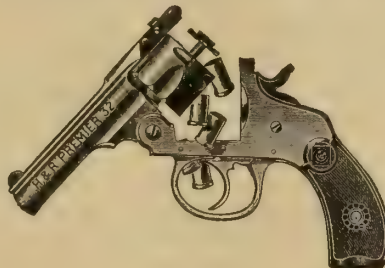
WORCESTER, MASS., U. S. A.

Makers of
High Grade

REVOLVERS

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and
Hardware Stores almost everywhere.



This eight-foot Brake bends 22-gauge iron
and lighter, straight and true.

Price, \$50

Very handy header attachment, \$10 extra
if required.

Send for circulars and testimonials to

The Double Truss Cornice
Brake Co. **SHELBURNE, ONT.**

STEVENS FINE TOOLS

We make a perfect line
of

CALIPERS and DIVIDERS

Also such tools as Surface Gauges, Tool Makers'
Clamps, Center Punches, etc.

Write for our New Catalogue containing a description of our Tools. It is also
a valuable hand-book of information for mechanics and people interested in
such lines.

J. Stevens Arms & Tool Co.

P.O. Box 216, Chicopee Falls, Mass., U.S.A.

Carried by our representatives at Toronto and Montreal.

**HUTCHISON, SHURLY & DERRETT**

**DOVERCOURT
TWIN MILLS.**

**1078 BLOOR STREET WEST
TORONTO.**

Having equipped our Factory with entirely new machinery, we are prepared
to furnish the best made goods in the market at closest prices and make
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,
Cotton and Russian Hemp Plough Lines, plain and colored.
Cotton and Linen Fish Lines, laid and braided.
Netted Hammocks, white and colored, Tennis and Fly Nets.
Skipping Ropes, Jute, Hemp and Flax Twines.

HEATING AND PLUMBING

MONTREAL'S PLUMBING BY-LAWS.

THE Hygiene Committee of the Montreal City Council considered the new plumbing by-laws on Tuesday night last. Upon representations made by delegates of the Plumbers' Association who were present several verbal alterations were endorsed and Chairman Ames said he believed the by-law would be retroactive, because the law must be carried out by the old as well as the new. That was to say all present plumbers after May 1, of this year, must conform with the examinations.

The following gentlemen represented the societies indicated: J. W. Harris, of the Master Plumbers' Association; Nolan de Lisle, of the Real Estate Association; E. G. Manhire, of the Journeymen Plumbers' Association; J. W. Hughes, of the Builders' Exchange; W. E. Doran, of the Architect's Association, all of whom gave some practical advice to the committee.

After some minor changes in section 129, the subject of the fees was discussed. It was argued by one of the delegates that the license fee ought to be \$25 instead of \$2, as proposed, which was ridiculously low. That sum would be only an incentive for incompetent men to take out a license. The committee decided to raise the amount to \$5.

It was decided to strike out the words "drain builder" and "drain layer" from clause 130, in which each is obliged to register at the office of the board of health, as is the plumber. It was decided to make all master plumbers responsible for their work, and that their licenses might be revoked by the committee for a specified time.

As it was represented that the words quoted were not defined, and as it was unknown whether drain layers would be made to pass an examination, the sanitary inspector was requested to draft a new clause for them especially.

Upon the representation of Mr. W. E. Doran, clause 133 was amended to read so that each house must be separately connected with the sewer in front.

On the subject of house drains under ground, there were several proposed amendments to clause 134. Mr. Manhire wanted no vitrified pipes to be used; Mr. Doran said if used no pressure should be near them; Mr. Harris desired such pipes to be laid in four inches of cement; Mr. Hughes argued it was strange that people would permit such fragile material to be laid under their houses at all. Sometimes a slight

shock sufficed to snap them into halves. He pointed out that in all large American cities vitrified tile pipes were strictly excluded in favor of cast iron.

Mr. W. E. Doran, in exemplifying his reasoning, said vitrified clay pipes were certainly cleaner and healthier than iron, and he had proof to show that frequently dangerous germs found their way thence into dwellings, which would not be the case with tile pipes. They might be used safely where there were no beams, joist or other pressure on them. A gentleman rose to say that in the city of Glasgow there was a special by-law prohibiting the use of iron pipes.

Dr. Laberge remarked that it was true that tile pipes were good, but the trouble was with the joints to be made with the iron pipes. On the whole, he favored iron pipes for the soil in that vicinity.

After more discussion by the committee, the amendment to use iron exclusively was voted down, and the only question remaining was that of better inspection, with the provision that concrete must be used for the foundation.

As the chairman was compelled to leave to catch a train, the clause was left in the hands of the secretary, to be submitted at the next meeting.

Among the other persons present, all of whom have interest in the plumbing by-law, were: J. Giroux, president of the Master Plumbers' Association; C. Lapierre, representing W. McNally & Co.; J. A. Marier, of the firm of Marier & David; A. C. Barber, of W. A. Stephenson & Co.; W. Livermore, P. Froideroux, jr., F. Froideroux, E. E. Kavanagh, president of the Plumbers' and Fitters' Association; G. Brunet, secretary of the same society; Joseph F. Depatie, Z. Leroux, Victor Gagnon, P. J. Carroll and P. C. Ogilvie, of Ogilvie Bros.

Besides the members of the committee and Medical Health Officer Dr. Laberge, there were also present Dr. Wyatt Johnson. It is evident from the sitting of Tuesday that valuable information will be imparted to the committee in their labor of enacting the new by-law from men who are capable of making it serviceable and up-to-date.

The plumbing by-law provides that every master plumber must be licensed. In order to obtain this license he must pass an examination before a special board. Then if declared competent he is duly licensed and registered. Before a plumber can undertake any new work or considerable repair

he must secure a permit from the sanitary engineer. Before he can cover in his completed work, and before any such work can be used, it must be examined by the inspector and approved. Then a certificate is issued by the department to the plumber.

Then follow the details of what constitutes good plumbing, and what can be done, and what must not be done, what materials may be used and what materials may not be used.

The total abolition of the privy pits is recommended.

TO COPPER-COLOR IRON PIPE.

IN answer to a correspondent, The Plumbers' Trade Journal gives the following as a good method to copper-color iron pipes, etc.:

"Iron is copper-plated in different ways, but the most common and, presumably, the best method is the electric bath, in which a double salt of copper is decomposed and deposited in pure metallic form on the articles in the bath.

"Cyanide of copper and potassium is often used for this purpose. This process deposits a fine, uniform plating, and it is adapted to most metals.

"The following is considered to be a good bath:

Cyanide of potassium, pure, $7\frac{1}{2}$ ounces.
Carbonate of soda, crystals, $3\frac{1}{2}$ ounces.
Soft water, 1 gallon.
Acetate of copper, crystals, $3\frac{1}{2}$ ounces.
Bisulphite of soda, 3 ounces.

"The copper salt should be moistened with water to form a paste, otherwise it is liable to float. Then stir in the carbonate with some more water, then the bisulphite, and, last of all, the cyanide with the remainder of the water. The liquid should be without color when the ingredients are entirely dissolved. If it is not, then add a little more cyanide until it is. A moderately strong circuit of electricity is required, and the bath may be either hot or cold.

"The following is said to be a good warm bath for iron and steel:

Acetate of copper, 3 1-5 ounces.
Carbonate of soda, 3 1-5 ounces.
Bisulphite of soda, 1 1-5 ounces.
Cyanide of potassium, $4\frac{1}{2}$ ounces.
Aqua ammonia, 1 4-5 ounces.
Water, 1 gallon.

"The following is said to be a good bath for coating iron articles with copper by dipping:

Sulphate of copper, $3\frac{1}{2}$ ounces.
Sulphuric acid, $3\frac{1}{2}$ ounces.
Water, 1 to 2 gallons.

"If the iron is dipped in this solution it takes on a covering of pure copper, having

Toronto Foundry Co.

Manufacturers of **SOIL PIPE, FITTINGS,
SINKS, BOILER STANDS.**

Nos. 146-148-150 Niagara Street, TORONTO

The only Exclusive Manufacturers of
Soil Pipe and Soil Pipe Fittings in
Canada.

All goods stamped T. F. Co. are warranted

CANADIAN ADVERTISING is best done by THE
E. DESBARATS ADVERTISING AGENCY.
MONTREAL.



VALVES

The best—
For all uses.
Of all dealers.

THE
JAS. MORRISON
BRASS MFG. CO.
LIMITED,
Toronto.



SEALED TENDERS addressed to the undersigned,
and endorsed "Tender for Military Store Building,
Ottawa, Ont.," will be received at this office until
Friday, the 23rd March inst., for the construction of a
Military Store Building at Ottawa, Ont.

Plans and specifications can be seen and form of tender
and all necessary information obtained at this
Department.

Persons tendering are notified that tenders will not be
considered unless made on the form supplied and signed
with their actual signatures.

Each tender must be accompanied by an accepted
bank cheque made payable to the order of the Honourable
the Minister of Public Works, equal to ten per cent.
(10 p.c.) of the amount of the tender, which will be
forfeited if the party decline to enter into a contract
when called upon to do so, or if he fail to complete the
work contracted for. If the tender be not accepted the
cheque will be returned.

The Department does not bind itself to accept the lowest
or any tender.

By order,

JOS. R. ROY,

Acting Secretary.

Department of Public Works

Ottawa, March 5th, 1900.

Newspapers inserting this advertisement without
authority from the Department, will not be paid for it. (11)



BINDER TWINE FOR SALE.

SEALED TENDERS addressed "The Warden
of the Penitentiary, Kingston, Ontario," and
endorsed "Tender for Twine," will be received
until the 20th of March next, inclusive, for the twine
on hand and unsold at that date, together with the
output of the Penitentiary factory between that
date and the 31st July next.

The twine will be delivered f.o.b. cars, Kingston,
in quantities to suit the purchaser. Terms,
cash on delivery. Particulars as to quality, grades,
etc., may be obtained by inspection at the Penitentiary
warehouse. Each tender must be accompanied by an
accepted cheque for \$2,000, which will be returned to
unsuccessful tenderers.

Tenders for fifty ton lots will be received also if
accompanied by an accepted cheque for \$500, on the
terms before mentioned.

Orders from farmers in pursuance of the advertisement
dated January 22nd will be received and filled until the
20th of March, instead of the 1st of March, as stipulated
in the former advertisement.

J. M. PLATT,

Warden.

Kingston, 26th February, 1900.

(11)

GEORGE TUCK & CO.

.. Importers of ..

Asbestos and Tuck's Packings

Pipe and Boiler Coverings, Cotton Waste, Oils,
Oakum, etc., and General Engineers' Supplies.

No. 7 ST. PETER STREET, - - MONTREAL



Ontario Nut Works, Paris
BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

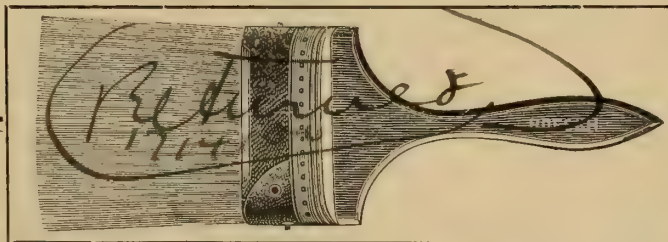
Special list of low-priced Japanned and Regalvanized Wire Cloth.

24, 30, 36 in. wire, in 50 ft. rolls.

SAMPLES SENT WHEN DESIRED. WRITE FOR PRICES.

The B. GREENING WIRE CO., Limited

Hamilton, Ont., and Montreal, Que.



BOECKH'S BRIDLED PAINT BRUSHES

contain only the best materials. This lengthens their
lasting qualities.

There are over a thousand styles and sizes, enabling
you to select just what your customer requires.

The prices are right and the demand is constantly
increasing. This is a guarantee of your profit.

Any further information will be cheerfully given by addressing



80 York St
TORONTO.

a fairly good adhesion, but care must be taken to remove the iron before the coating becomes too thick, otherwise it will be dull and muddy, and will not stand rubbing."

PLUMBING AND HEATING NOTES

THE Queen's Hotel, Toronto, is to be enlarged this summer. D. B. Dick, architect, is preparing plans for an extension, and will include 50 new rooms equipped in the most modern style. The rooms will be en suite with sitting-rooms. Each suite will include a bath-room.

A new court house and gaol is to be erected in Shelburne, N.S., at a cost of \$8,000.

J. L. Orme & Son intend erecting a music hall capable of seating 800 persons on Wellington street, Ottawa, at a cost of \$15,000.

A wing is to be built to the Harriston, Ont., public school and a steam-heating system introduced. The estimated cost is over \$6,000.

The contract for constructing the plant and works of The Ontario Nickel Co., has been awarded to The Wellman-Siever Co., of Cleveland, O.

The Moose Jaw, N.W.T., Agricultural Society are working with a committee of Moose Jaw residents to have a general hospital erected in that town.

Two stores, a large hotel, and a number of residences will be erected in Saskatoon, N.W.T., this summer, there is also talk of a grist mill and a tanning factory being built.

At a meeting of the Hamilton, Ont., City Council, a petition was presented asking that a plumbing inspection by-law should be passed. The petition was referred to the board of health.

T. E. Bennett, M.D., Meaford, Ont., is asking for tenders, up to March 31, for the erection of a brick residence. Separate tenders are asked for the heating and the plumbing work in connection.

James T. Powers & Co., hardware dealers, etc., Bridgewater, N.S., will shortly commence the erection of a building on the site of his old one destroyed by fire. The new building will be an ornament to Bridgewater.

The journeyman plumbers of Brantford, Ont., have made the demand that nine hours shall constitute a day's work; that time and a half shall be paid for overtime, with double pay on holidays, and that the rate of pay shall be 25 cents an hour.

Negotiations are in progress between Geo. McLagan, whose furniture factory was burned down about two weeks ago, and a committee of the Stratford City Council, whereby the ratepayers will be asked to vote on a by-law guaranteeing Mr. McLagan bonds to the extent of \$30,000. If the by-

law is carried, Mr. McLagan will erect one of the largest and most commodious factories in Canada. It will be of brick, four storeys high and 250 x 40 feet in dimensions. The expectations are that, when the factory is in full running order, between 150 and 200 men will be employed. Previous to the fire, Mr. McLagan employed 90 men.

TORONTO BUILDING PERMITS.

Building permits have been issued in Toronto to Mrs. Beacham, for four residences at 99 to 105 Clinton street, to cost \$4,800; to C. A. Dinnick, for three pairs of semi-detached residences on Admiral road, near Lowther avenue, to cost \$27,000, and for a residence on Bedford road, near Lowther, to cost \$6,000; to Douglas and Chambers, for a four storey brick hotel at 87 Yonge street, to cost \$5,000; to Thomas Allen, for a pair of semi detached residences on River street to cost \$2,100; to G. A. Cream for a store and dwelling at the corner of College street and Manning avenue, to cost \$4,000; to G. H. Bowen, for a brick store at 1000 Bloor street, to cost \$1,800; to Cummings and Sellers for alterations to their store at the northwest corner of Yonge and Louisa streets, to cost \$2,000.

THE OTTAWA INSPECTORSHIP.

The Ottawa branch of the Dominion Association of Master Plumbers have nominated M. W. Johnston for the position of plumbing inspector in Ottawa, pursuant to By-Law No. 1358 of that city. Mr. Johnston's experience and judgment will, in the official capacity, win and hold the confidence of the public.

The success of the Ottawa branch in having a plumbing inspector appointed should be earnestly followed by all plumbing organizations. Anything worth having has to be fought for, and anything that is well fought for is always won.

An association of plumbers, as much alive as the Ottawa branch seems to be, is as useful to a municipality as the police force. One preserves health; the other order.

FIXING THE BLAME.

No matter how thoroughly correct may be the principles on which any form of heating apparatus is constructed, it fails of its full purpose when not properly installed and operated, says Stoves and Hardware Reporter. Such failure is not the fault of the maker, but it is too often to be laid at the door of the contractor or dealer, who has either not done his own work properly or else has failed to convey the proper information to the purchaser. Cases have been known where a stove was no more effective than an open grate. Stoves are not built on that principle, and the dealer will best serve his own interest and cater to a further business by following up each sale and seeing that the stove is installed and operated as it should be.



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for renewal of part of Burlington Channel south pier," will be received at this office until Thursday, 29th March, 1900, for the re-construction of the superstructure of the Burlington Channel south pier, in Hamilton Bay, County of Wentworth, Ontario, according to a plan and a specification to be seen at the office of H. A. Gray, Esq., Engineer in charge harbour works, Ontario, Confederation Life Building, Toronto; on application to the Postmaster at Hamilton, Ont., and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of tenderers.

An accepted bank cheque, payable to the order of the Minister of Public Works, for fifteen hundred dollars (\$1,500), must accompany each tender. The cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,
JOS. R. ROY,
Acting Secretary.

Department of Public Works,
Ottawa, March 3rd, 1900.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (11)



Pullman Sash Balance Co.

Makers of the

**"Pullman"
Hardware
Specialties**

Main Office and Works,

Rochester, N.Y., U.S.A.

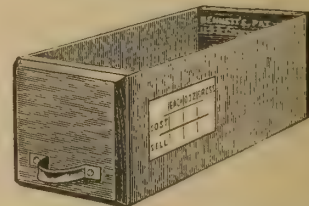
On sale all round the globe.

Lubricating Oil

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

**B. S. VANTUYL
PETROLEA. - ONT.**

**THE HARDWAREMAN OF DUNDALK
HAS PUT IN 592**



BENNETT'S SHELF BOXES

and endorses them thus:

Dundalk, Ont., Feb. 13, 1900.

To J. S. Bennett,
Dear Sir,—Boxes to hand and all in place. Fit like a glove. They are all you claim them to be and much more. They are handy, clean and neat, and have an elegant appearance. Enclosed find cheque for same.

Yours, J. GARDINER.
Boxes made to fit your present shelving. Full particulars from

J. S. BENNETT, 20 Sheridan Ave., Toronto.

JOSEPH RODGERS & SONS

SHEFFIELD, ENGLAND.

Limited

Each blade of our Goods bears the exact mark here represented.

JAMES HUTTON & CO., MONTREAL

SOLE AGENTS
IN CANADA.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 p. c. Amer.
Central Fire Cartridges, pistol sizes, Dom.
30 per cent.
Central Fire Cartridges, Sporting and Military,
Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer.
net list. B. B. Caps, discount 45 per cent.
Amer.
Loaded and empty Shells, "Trap" and
Domination grades, 25 per cent. Rival
and Nitro, 10 p. c.
Brass-shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.

Best thick white felt wadding, in 3/4-lb
bags, 1 00
Best thick brown or grey felt wads, in
1/2-lb. bags, 0 70
Best thick white card wads, in boxes
of 500 each, 12 and smaller gauges
Best thick white card wads, in boxes
of 500 each, 10 gauge, 0 35
Best thick white card wads, in boxes
of 500 each, 8 gauge, 0 55
Thin card wads, in boxes of 1,000
each, 12 and smaller gauges, 0 20
Thin card wads, in boxes of 1,000
each, 10 gauge, 0 25
Thin card wads in boxes of 1,000
each, 8 gauge, 0 70
Chemically prepared black edge grey
cloth wads, in boxes of 250 each—
11 and smaller gauge, 0 60
9 and 11 gauges, 0 70
7 and 8 gauges, 0 90
5 and 6 gauges, 1 10
Superior chemically prepared pink
edge, best white cloth wads, in
boxes of 250 each—
11 and smaller gauge, 1 15
9 and 10 gauges, 1 40
7 and 8 gauges, 1 65
5 and 6 gauges, 1 90

Adzes.

Discount, 20 per cent.
Per lb. 10 0 12 1/2
Anvil and Vise combined 4 50
Wilkinson & Co.'s Anvils, lb. 0 09 0 09 1/2
Wilkinson & Co.'s Vices, lb. 0 09 1/2 0 10

Augers.

Gilmour's, discount 50 and 10 p. c. off list.
Axes.
Chopping Axes—
Single bit, per doz. 5 50 10 00
Double bit, 12 00 18 00
Bench Axes, 40 and 15 p. c.
Broad Axes, 33 1/2 per cent.
Hunters' Axes 5 50 6 00
Boys' Axes 5 75 6 75
Splitting Axes 6 50 12 00
Handled Axes 7 00 10 00

Axle Grease.

Per gross 5 50 6 00

Bath Tubs.

Zinc 3 90 4 00
Copper, discount 40 and 10 p. c. off revised list

Anti-Friction Metal.

Tandem "A" 0 23
" B. 0 19
" C. 0 11 1/2
Magnolia Anti-Friction Metal, per lb. 0 25
F. O. B. New York or Chicago.

Bells.

Hand.
Brass, 60 per cent.
Bell, 55 per cent.

Door.

Gongs, Sargent's, 5 50 8 00
" Peterboro', discount 27 1/2 per cent.

Cow.

American make, discount 66 1/2 per cent.
Canadian, discount 45 and 50 per cent.

Farm.
American, each, 1 25 3 00
House.
American, per lb. 0 35 0 40
Bellows.
Hand, per doz. 3 35 4 75
Moulders, per doz. 7 50 10 00
Blacksmiths, discount 40 per cent.
Belting.
Extra, 50 per cent.
Standard, 50 and 10 to 50 and 5 per cent.
Agricultural, 60 and 10 p. c.

Bits.

Auger.
Gilmour's, discount 50 and 10 per cent.
Rockford, 50 and 10 per cent.
Jennings' Gen., net list.
Car.
Gilmour's, 47 1/2 to 50 per cent.
Expansive.
Clark's, 40 per cent.
Gimlet.

Clark's, per doz. 0 65 0 90
Diamond, Shell, per doz. 1 00 1 50
Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.
All sizes, per lb. 0 07 1/2 0 12

Bolts and Nuts. Per cent.
Norway Bolts, full square, 65
Common Carriage Bolts, all sizes, 50
" full square, 65
Machine Bolts, all sizes, 52 1/2
Coach Screws, 65
Sleigh Shoe Bolts, 70
Blank Bolts, 52 1/2
Bolt Ends, 62 1/2
Nuts, square, 3 1/2 off
Nuts, hexagon, 4c. off
Tapping Nuts, 60
Tire Bolts, 60 and 10
Stove Rods, per lb., 5 1/2 to 6c.
Plough Bolts, 50

Boot Calks.
Small and medium, bail, per M. 4 25
Small heel, per M. 4 50

Bright Wire Goods.
Discount, 55 per cent.

Broilers.
Light, dis., 65 to 67 1/2 per cent.
Reversible, dis., 65 to 67 1/2 per cent.
Vegetable, per doz., dis. 37 1/2 per cent.
Henis, No. 8, 6 00
Henis, No. 9, 7 00
Queen City, 7 50 0 00

Butchers' Cleavers.
German, per doz. 6 00 11 00
American, per doz. 12 00 20 00

Building Paper, Etc.
Plain building, per roll, 0 30
Tarred lining, per roll, 0 40
Tarred roofing, per 100 lb., 1 60
Coal Tar, per barrel, 3 50
Pitch, per 100-lb., 0 80
Carpet felt, per ton, 4 00

Bull Rings.
Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.
Butts.

Wrought Brass, net revised list.
Cast Iron.
Loose Pin, dis., 60 per cent.
Wrought Steel.
Fast Joint, dis. 60 and 10 per cent.
Loose Pin, dis. 60 and 10 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair, 0 40 0 65

Cards.
Horse, per doz. 0 60 1 00

Carpet Stretchers.
American, per doz. 1 00 1 50
Bullard's, per doz. 6 50

Castors.
Bed, new list, dis. 55 to 57 1/2 per cent.
Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.
Nos. 31 and 32, per gross, 50 9 50

Cement.
Canadian Portland, 2 65 2 90
English, 3 00
Belgian, 2 70
Canadian hydraulic, 1 00 1 10
Figures are for barrel lots.

Chalk.
Carpenters, Colored, per
gross, 0 45 0 75
White lump, per cwt., 0 60 0 65
Red, 0 05 0 06
Crayon, per gross, 0 14 0 18

Chisels.
Socket, Framing and Firmer.
Broad's, dis. 60 and 5 per cent.
Warnock's, dis. 60 per cent.

Churns.
Revolving Churns, metal frames—No. 0, \$8—
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,
wood frames—20c. each less than above.
Discounts: Delivered from factories, f8
p. c.; from stock in Montreal, 56 p. c.
Terms, 4 months or 3 p. c. cash in 30 days.

Cinder Sifters.
Per doz. 1 25

Clips.
Axle dis. 65 per cent.

Closets.
Plain Ontario Syphon Jet, \$8 00
Emb. Ontario Syphon Jet, 8 50
Fittings, 1 00
Plain Teutonic Syphon Washout, 4 75
Emb. Teutonic Syphon Washout, 5 25
Fittings, 1 00
Plain Richelieu, 4 75
Emb. Richelieu, 5 00
Fittings, 1 25
Closet connection, 1 25
Basins, round, 14 in., 0 75
oval, 17 x 14 in., 1 55
19 x 15 in., 2 30

Compasses, Dividers, Etc.
American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.
Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.
S. & D., No. 3, per pair, 17 1/2
" 5, " 22 1/2
" 6, " 15
Boynton pattern, 20

Dies.
Hart Mfg. Co. (pipe dies), (Amer. list), dis.
40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis.
per cent.

Door Springs.
Torrey's Rod, per doz. (15 p. c.) 2 00
Coil, per doz. 0 88 1 60
English, per doz. 2 00 4 00

Draw Knives.
Broad's, dis. 60 to 60 and 7 1/2 per cent.
Warnock's, dis. 60 to 60 and 7 1/2 per cent.

Drills.
Hand and Breast.
Millar's Falls, per doz. net list.

DRILL BITS.
Morse, dis. 37 1/2 to 40 per cent.
Standard, dis. 50 and 5 to 55 per cent.

ELBOWS. (Stovepipe.)
No. 1, per doz. 1 80
No. 2, per doz. 1 60
Bright, 20c. per doz. extra.

ESCUTCHEONS.
Discount, 27 1/2 per cent.

ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.

FILES.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 per cent. to 60,
10, 10.
Nicholson File Co., 50 and 10 to 60 per cent.
Jowitt's, English list, 25 to 27 1/2 per cent.

FORKS.
Hay, manure, etc., dis. 50 and 10 per cent.
revised list.

FRUIT PRESSES.
Henis, per doz. 3 25 3 50
Shepard's Queen City, dis. 15 per cent.

GAUGES.

Marking, Mortise, Etc.
Stanley's dis. 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33, each, 1 65 2 40

GLASS—Window—Box Price.
Star D. Diamond
Size Per Per Per Per
United 50 ft. 100 ft. 50 ft. 100 ft.
Inches.

Under 26, 2 20 4 20 6 25
26 to 40, 2 40 4 60 7 00
41 to 50, 5 00 7 50
51 to 60, 5 25 8 25
61 to 70, 5 60 9 50
71 to 80, 6 00 10 50
81 to 85, 6 85 11 50
86 to 90, 7 65 13 50
91 to 95, 15 00
96 to 100, 18 00
101 to 105, 20 00
106 to 110, 23 00
111 to 115, 27 00
15 x 16 10 per cent. off.

HALTERS.

Rope, 3/4 per gross, 9 00
" 5/8 to 3/4, 14 00
Leather, 1 in., per doz., 3 87 1/2 4 00
" 1 1/4 in., 5 15 5 20
Web, — per doz., 1 87 2 45

HAMMERS.

Maydole's, dis. 5 to 10 per cent. Can. dis.
25 to 27 1/2 per cent.

Tack.

Magnetic, per doz., 1 10 1 20

Sledge.

Canadian, per lb., 0 07 1/2 0 08 1/2

Ball Pean.

English and Can., per lb., 0 22 0 25

HANDLES.

Axe, per doz., net, 1 50 2 00
Store door, per doz., 1 00 1 50

Fork.

C. & B., dis. 40 per cent. rev. list.
Hoe.
C. & B., dis. 40 per cent. rev. list.
Saw.
American, per doz., 1 00 1 25
American, per gross, 3 15 3 75
Canadian, 40 per cent.
Cross-Cut Saws.
Canadian, per pair, 0 13 1/4

HANGERS.

Steel barn door, 5 85 6 00
Stearns, 4 inch, 5 00
" 5 inch, 6 50

Lane's covered—
No. 11, 5-ft. run, 8 40
No. 11 1/2, 10-ft. run, 10 80
No. 12, 10-ft. run, 12 60
No. 14, 15-ft. run, 21 00
Lane's O.N.T. track, per foot, 4 1/2

Discount, 50 and 10 per cent.

HATCHETS.

Canadian, dis. 40 to 42 1/2 per cent.

HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent.
Heavy T and strap, 4-in., per lb., 0 06
" 5-in., " 0 05 1/2
" 6-in., " 0 05
" 8-in., " 0 05 1/2
" 10-in., " 0 05

Light T and strap, dis. 60 and 10 per cent.
Screw hook and hinge—
6 to 12 in., per 100 lbs., 4 50
14 in. up, per 100 lbs., 8 50
Spring, 12 00

HOES.

Garden, Mortar, etc., dis. 50 and 10 p. c.
Planter, per doz., 4 00 4 50

HOLLOW WARE.

Discount, 45 and 5 per cent.

THOS. FIRTH & SONS, Limited, SHEFFIELD

Tool Steel and Rock Drill Steel

The Standard for past 50 years
in Canada and United States.

ALWAYS CARRIED IN STOCK.



H. W. DeCOURTENAY & Co.

Sole Agents for Canada.

476 St. Paul St., MONTREAL.

Always Specify this BRAND When Ordering.



HOOKS.		
Cast Iron.		
Bird Cage, per doz.	0 50	1 10
Clothes Line, per doz.	0 27	0 83
Harness, per doz.	0 72	0 88
Hat and Coat, per gross.	1 00	3 00
Chandelier, per doz.	0 50	1 00
Wrought Iron.		
Wrought Hooks and Staples, Can., dis.	47 1/2 per cent.	
Wire.		
Hat and Coat, discount 45 per cent.		
Belt, per 1,000.	0 60	0 70
Screw, bright, dis. 55 per cent.		

HORSE NAILS.		
"O" brand 50 p.c. dis.	} Oval head.	
"M" brand 50 p.c.		
Acadian, countersunk head and oval top, 50 and 10 per cent.		

HORSESHOES.		
F.O.B. Toronto		
Iron Shoes.		
Light, medium, and heavy.	4 05	4 30
Snow shoes.	4 30	4 55
Steel Shoes.		
Light.	4 35	4 60
Featherweight (all sizes).	5 60	5 60
Toe weight steel shoes.		6 70

JAPANNED WARE.		
Discount, 45 and 5 per cent. off list, June, 1899.		

ICE PICKS.		
Star, per doz.	3 00	3 25
KETTLES.		
Brass spun, 7 1/2 p.c. dis. off new list.		
Copper, per lb.	0 30	0 50
American, 60 and 10 to 65 and 5 p.c.		

KEYS.		
Lock, Can., dis., 27 1/2 p.c.		
Cabinet, trunk, and padlock, Am. per gross.		60

KNOBS.		
Door, japanned and N.P., per doz.	1 50	2 50
Bronze, Berlin, per doz.	2 75	3 25
Bronze Genuine, per doz.	6 00	9 00
Shutter, porcelain, F. & L. screw, per gross.	1 30	4 00
White door knobs—per doz.		1 25

HAY KNIVES.		
Discount, 50 and 10 per cent.		
LANTERNS.		
Cold Blast, per doz.	7 50	
No. 4 "Wright's"	3 50	
Ordinary with O burner	4 25	
Dashboard, cold blast	9 50	
No. 0.	6 00	
Japanning, 50c. per doz. extra.		

LEMON SQUEEZERS.		
Porcelain lined.	2 20	5 60
Galvanized	1 87	3 85
King, wood	2 75	2 90
King, glass	4 00	4 50
All glass	1 20	1 30

LINES.		
Fish, per gross.	1 05	2 50
Chalk	1 90	7 40

LOCKS.		
Canadian, dis. 27 1/2 p.c.		
Russell & Erwin, per doz.	3 05	3 25
Cabinet.		
Eagle, dis. 30 p.c.		

PADLOCKS.		
English and Am., per doz.	50	6 00
Scandinavian	1 00	2 40
Eagle, dis. 15 to 17 1/2 p.c.		

MACHINE SCREWS.		
Flat head, discount 25 p.c.		
Round head, discount 20 p.c.		

MALLET.		
Tinsmith's, per doz.	1 25	1 50
Carpenter's, hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.	3 85	5 00
Caulking, each.	60	2 00

MATTOCKS.		
Canadian, per doz.	8 50	1 00

MEAT CUTTERS.		
American, dis. 25 to 30 p.c.		
German, 15 per cent.		
MILK CAN TRIMMINGS.		
Discount, 25 per cent.		
NAILS.		
Quotations are:	Cut.	Wire.
2d. and 3d.	\$3 85	\$4 50
3d.	3 50	4 15
4 and 5d.	3 25	4 00
6 and 7d.	3 15	3 85
8 and 9d.	3 00	3 65
10 and 12d.	2 95	3 60
16 and 20d.	2 90	3 55
30, 40, 50 and 60d. (base).	2 85	3 50
Steel Cut Nails 10c. extra.		

NAIL PULLERS.		
German and American.	1 85	3 50
NAIL SETS.		
Square, round, and octagon, per gross.	3 38	4 00
Diamond	12 00	15 00
NETTING.		
Poultry, 45 per cent. for McMullen's.		

OIL.		
Canada refined (Toronto)	0 13 1/2	
Sarnia Water White	0 15	
Pratt's Astral	0 18	
Sarnia, Prime White	0 14	
American w. w.	0 16 1/2	

OILERS.		
McClary's Model galvan. oil can, with pump, 5 gal., per doz.	0 00	10 00
Zinc and tin, dis. 50, 50 and 10.		
Copper, per doz.	1 25	3 50
Brass,	1 50	3 50
Malleable, dis. 25 per cent.		

PAIS.		
Galvanized pails, discount 45 per cent.		
Galvanized flaring pails, discount 45 per cent.		
Galvanized washtubs, discount 45 per cent.		

PIECED WARE.		
Discount 40 per cent. off list, June, 1899.		

PICKS.		
Per doz.	6 00	9 00

PICTURE NAILS.		
Porcelain head, per gross.	1 50	3 00
Brass head,	0 40	1 00

PLANES.		
Wood, bench, Canadian dis. 55 per cent.		
Wood, fancy Canadian or American, 37 1/2 to 40 per cent.		
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.		
Miscellaneous, dis. 25 to 27 1/2 per cent.		
Bailey's Victor, 25 per cent.		

PLANE IRONS.		
English, per doz.	2 00	5 00

PLIERS AND NIPPERS.		
Button's Genuine, per doz pairs, dis. 37 1/2 40 p.c.		
Button's Imitation, per doz.	5 00	9 00
German, per doz.	0 60	2 60

PRESSED SPIKES.		
Discount, 20 per cent.		

PULLEYS.		
Hothouse, per doz.	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS.		
Canadian cistern.	1 40	2 25
Canadian pitcher spout.	1 15	2 00

PUNCHES.		
Saddlers', per doz.	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set.	0 00	0 72
" hollow, per inch.	0 00	1 00

RANGE BOILERS.		
Galvanized, 30 gallons	6 75	
" 35 "	7 75	
" 40 "	9 00	
Copper, 30 "	22 00	
" 35 "	26 00	
" 40 "	30 00	

RAKES.		
Discount off Copper Boilers 10 per cent.		
Cast steel and malleable Canadian, list dis.		
50 and 10 p.c. revised list.		
Wood, 25 per cent.		

RASPS AND HORSE RASPS.		
New Nicholson horse rasp, discount 60 p.c.		
Globe File Co.'s rasps, 60 and 10 to 70 p.c.		
Heiler's Horse rasps, 50 to 50 and 5 p.c.		

RAZORS.		
Geo. Butler & Co.'s,	per doz.	
Boker's	8 00	18 00
Wade & Butcher's	7 50	11 00
Theile & Quack's	3 60	10 00
Elliott's	7 00	12 00
	4 00	18 00

REAPING HOOKS.		
Discount, 50 and 10 per cent.		

REGISTERS.		
Discount,	60 per cent.	

RIVETS AND BURRS.		
Carriage, Section, Wagon Box Rivets, etc., 45 p.c.		
Black M. Rivets, 45 p.c.		
Black and Tinned Rivets, 45 p.c.		
Extras on Iron Rivets in 1-lb. cartons, 1/2c. per lb.		
Extras on Iron Rivets in 1/2-lb. cartons, 1c. per lb.		

COPPER RIVETS & BURRS.		
35 p.c. dis., and cartons, 1c. per lb. extra, net.		
Extras on Tinned or Coppered Rivets in 1/2-lb. cartons, 1c. per lb.		
Burrs, iron or steel, 40 per cent.		
Terms, 4 mos. or 3 per cent. cash 30 days.		

RIVET SETS.		
Canadian, dis. 35 37 1/2 per cent.		

ROPE, ETC.		
7-16 in. and larger, per lb.	12 1/2	15 1/2
3/4 in.	13 1/2	16 1/2
1/2 and 5/16 in.	13 1/2	16 1/2
Cotton	14	16 1/2
Russia Deep Sea	15 1/2	18 1/2
Jute	8	9 1/2
Lath Yarn	9 1/2	10 1/2
New Zealand Rope.	10 1/2	

RULES.		
Boxwood, dis. 75 and 10 p.c.		
Ivory, dis. 37 1/2 to 40 p.c.		

SAD IRONS.		
Mrs. Potts, plain, polished	0 95	
" nickel-plated.	1 05	

SAND AND EMERY PAPER.		
Dominion Flint Paper, 47 1/2 per cent.		
B & A. sand, 40 and 2 1/2 per cent.		
Emery, 40 per cent.		

SAP SPOUTS.		
Bronzed iron with hooks, per doz.	9 50	

SAWS.		
Hand, Disston's, dis. 12 1/2 p.c.		
S. & D., 40 per cent.		
Crosscut, Disston's, per ft.	0 35	0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.		
Hack, complete, each.	0 75	2 75
" frame only.	0 75	

SASH WEIGHTS.		
Sectional, per 100 lbs.	3 25	
Solid,	1 50	

SASH CORD.		
Per lb.	0 23	0 30

SAW SETS.		
"Lincoln," per doz.	6 50	

SCALES.		
Gurney Scales, 45 p.c.		
B. S. & M. Scales, 45 p.c.		
Champion 55 per cent.		
Fairbanks Standard, 35 p.c.		
" Dominion, 55 p.c.		
Richelieu, 55 p.c.		
Chatillon Spring Balances, 10 p.c.		

SCREW DRIVERS.		
Sargent's, per doz.	0 65	1 00

SCREWS.		
Wood, F. H., iron, and steel, 80 p.c.		
Wood R. H., " dis. 75 p.c.		
" F. H., brass, dis. 75 p.c.		
Wood, R. H., " dis. 67 1/2 p.c.		
" F. H., bronze, dis. 67 1/2 p.c.		
" R. H., 62 1/2 p.c.		

Drive Screws, 80 per cent.		
Bench, wood, per doz.	3 25	4 00
iron,	4 25	5 75

SOYTHES.		
Discount, per doz. net.	9 00	15 00

SCYTHE SNATHS.		
Canadian, dis. 45 p.c.		

SHEARS.		
Seymour's, dis. 50 and 10 p.c.		
Heinisch, dis. 50 and 10 p.c.		
Seymour or Heinisch tailor shears, 15 p.c.		

SHOVELS AND SPADES.		
Canadian, dis. 40 and 5 per cent.		

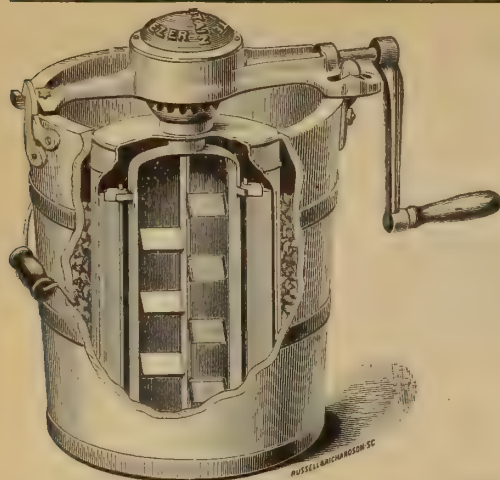
SINKS.		
Steel and galvanized, discount 45 per cent.		

SNAPS.		
Harness, German, dis. 25 p.c.		
Lock, Andrews'	4 50	11 50

SOLDERING IRONS.		
1, 1 1/2 lb., per lb.		0 37
2 lb. or over, per lb.		0 34

SQUARES.		
Iron, No. 493, per doz.	2 40	2 55
Mo. 494,	3 25	3 40
Steel, dis. 50 and 5 to 50 and 10 p.c., rev. list.		
Try and bevel, dis. 50 to 52 1/2 p.c.		

||
||
||

TRIPLE
MOTIONDUPLEX
DASHERQUICKEST
FREEZINGBEST
RESULTSSTRONG POINTS
THAT MAKE

White Mountain Freezers

Superior to any ICE CREAM FREEZER made.

THAT'S WHY WE SELL THEM.

McCLARY MFG. CO.,

London, Toronto, Montreal,
Winnipeg and Vancouver.

H. S. HOWLAND, SONS & CO.,

Toronto,

SOLE AGENTS FOR THE DOMINION.

Trunk nails, black	65
Trunk nails, tinned	65 and 5
Clout nails, blued and tinned	65
Chair nails	35
Cigar box nails	35
Patent brads	40
Fine finishing	40
Picture frame points	10
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	10
Saddle nails in papers	15
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Tin capped trunk nails	15
Zinc glazier's points	5
Double pointed tacks, dozens	85
" " bulk	35

TAPE LINES.

English, ass skin, per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
steel, each	0 80	8 00

THERMOMETERS

Tin case and dairy, dis. 75 to 75 and 10 p.c.

TRANSOM LIFTERS.

Payson's per doz. 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 2 p.c.
Game, H. & N., P. S. & W., 65 p.c.
Game, steel, 72½, 75 p.c.

Disston's, discount 10 per cent.	4 75	6 00
German, per doz.		
S. & D., discount 35 per cent.		

TWINES.

Bag, Russian, per lb.	0 21
Wrapping, mottled, per pack	0 50
Wrapping, cotton, per lb.	0 17
Matress, per lb.	0 33
Staging, "	0 27
Broom, "	0 30

VISES.

Hand, per doz.	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb.	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz	6 50	13 00

ENAMELLED WARE.

White, Princess, Turquoise, Blue and White,
discount 50 per cent.
Diamond, Famous, Premier, 50 and 10 p.c.
Granite or Pearl, Imperial, Crescent, 50, 10
and 10 per cent.

WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the
list.
Copper wire, 45 and 10 per cent. net cash 30
days, f.o.b. factory.
Smooth Steel Wire, base, \$3.45 per 100
lb. List of extras: Nos. 2 to 5, ad.vance 7c. per 100 lb.—Nos. 6 to 9 base—
No. 10, advance 7c.—No. 11, 14c.—No. 12,
20c.—No. 13, 35c.—No. 14, 47c.—No. 15,
60c.—No. 16, 75c. Extras net per 100 lb.:
Coppered wire, 60c.—tinned wire, \$2—
oiling, 10c.—special hay-baling wire, 30c.
—spring wire, \$1—best steel wire, 75c.—
bright soft drawn, 15c.—in 50 and 100-lb.
bundles net, 10c.—in 25-lb. bundles net,
15c.—packed in casks or cases, 15c.—
bagging or papering, 10c.Fine Steel Wire, dis. 12½ per cent.
List of extras: In 100-lb. lots: No.
17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20,
\$6.65—No. 21, \$7—No. 22, \$7.30—No. 23,
\$7.65—No. 24, \$8—No. 25, \$9—No. 26,
\$9.50—No. 27, \$10—No. 28, \$11—No. 29,
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15
No. 33, \$16—No. 34, \$17. Extras net—
tinned wire, Nos. 17-25, \$2—Nos. 26-31,
\$4—Nos. 32-34, \$6. Coppered, 5c.—oil-
ing, 10c.—in 25-lb. bundles, 15c.—in 5 and
10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—
in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—
packed in casks or cases, 15c.—bagging or
papering, 10c.Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$4.40
No. 9, \$3.47½—No. 10, \$1.55—No. 11, \$4.60
No. 12, \$3.62½—No. 13, \$3.77½—No. 14,
\$5.15—No. 15, \$5.45—No. 16, \$5.65.Clothes Line Wire, 19 gauge,
per 1,000 feet. 3 30

WIRE FENCING

F.O.B.

Galvanized, 4 barb, 2½ and 5	Toronto
inches apart	3 72½
Galvanized, 2 barb, 4 and 6	
inches apart	3 72½
Galvanized, plain twist	3 72½
Terms, 2 per cent. in 10 days.	
Ros braid truss cable	4 50
Barb wire is \$3.47½ f.o.b. Cleveland.	

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net. 2 00
Terms, 4 months, May 1; 3 p.c. off 30 days.

WRENCHES.

Acme, 35 to 37½ per cent.	
Agricultural, 60 p.c.	
Coe's Genuine, dis. 20 to 25 p.c.	
Towers' Engineer, each	2 00
" S, per doz	5 80
G. & K's Pipe, per doz	3 40
Burrell's Pipe, each	3 00
Pocket, per doz	0 25

WRINGERS.

Leader	per doz. \$60 00
Royal Canadian	" 58 00
Royal American	" 50 00
Discount, 45 per cent. terms 4 months, or p.c. 30 days. Prices are f.o.b. London Ham- ilton Toronto, Brockville or Montreal.	

WROUGHT IRON WASHERS

Canadian make, discount, 25 per cent.

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ALL KINDS AND FOR ALL PURPOSES.

Manila Rope
Sisal Rope
Jute Rope
Russian Rope
Marline
Houseline
Hambroline
Clotheslines

Tarred Hemp Rope
White Hemp Rope
Bolt Rope
Hide Rope
Halyards
Deep Sealine
Ratline
Plow Lines

Lath yarn
Shingle yarn
Bale Rope
Lariat Rope
Hemp Packing
Italian Packing
Jute Packing
Drilling Cables and

Spun yarn
Pulp Cord
Lobster Marlin
Paper Cord
Cheese Cord
Hay Rope
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Sand Lines

"FIRMUS" Transmission Rope from the finest quality Manila hemp obtainable.
Orders will not be accepted for second quality or "mixed" goods.

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Toronto Branch. 27 FRONT ST. WEST.

TEL. 94.

Wm. B. Stewart, Agent.

Montreal, Que.

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The Roberts Advertising Agency,
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A NEW MARLIN RIFLE

Never been used. Just the Rifle for practice.
Price \$30. Will take \$20.

19 Board of Trade, Montreal

CHARLES E. TALBOT

19 Castle St., Liverpool.

General Merchant and Agent.

Agencies undertaken for Canadian manufacturers and produce.

British goods of all kinds supplied.
Correspondence solicited.

Lockerby & McComb

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FOR THE

Celebrated P. & B.

Cold Storage Lining

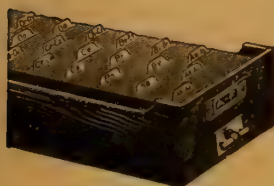
AND

.. Ruberoid Roofing ..

P. S.--Prices on Application.

65 Shannon Street, MONTREAL.

Know Your Customers



Their addresses, buyers' names, ratings and references, how they pay, what they deal in, etc. No man can afford to clutter up his mind with the details of his business which could easily be preserved in a permanent form, which you can obtain by using one of Archbald's special outfits.

\$2.25

Shipped on approval. If not satisfactory, return it at my expense.

Consisting of 1 quarter-sawn oak desk drawer box, 9 inches long; 400 Record Cards, ruled; 1 set of Alphabetical Index Cards; 1 set of Daily Guides; 2 extra Dividers; Customers' and Blank Cards.

New 1900 Catalogue for the Asking.

The Canadian Typewriter Exchange

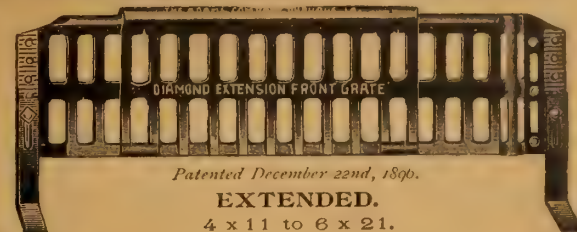
45 Adelaide St. East, Toronto.

DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to Diamond Stove Back.

Diamond Adjustable Cook Stove Damper

Patented March 14th, 1893.



Patented December 22nd, 1896.

EXTENDED.
4 x 11 to 6 x 21.

For Sale by Jobbers of Hardware.

Manufactured by **THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.**
" **A. R. WOODYATT & CO., Guelph, Ontario.**

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

ESTABLISHED 1849.

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Capital and Surplus, \$1,500,000.

Offices throughout the civilized world.

Executive Offices: 346 and 348 Broadway, New York City, U.S.A.

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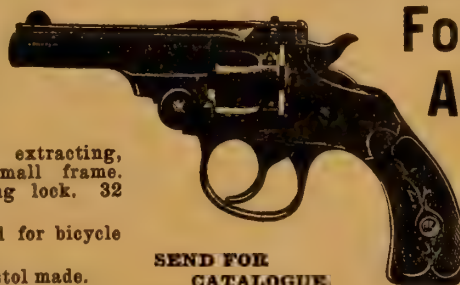
THOS. C. IRVING, Gen.-Mgr., Western Canada, Toronto, Ont.

PERFECTION AUTOMATIC REVOLVER.

NEW Automatic shell extracting, double action, small frame. Weighs 12 oz. Rebounding lock. 32 caliber. 5 shot.

Made with shorter barrel for bicycle use.

The most perfect small pistol made.



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CATALOGUE

Forehand Arms Co.

Manufacturers of
the

Forehand Guns

**Worcester,
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"AMERICAN" HALTERS

are fitted with

ONEIDA LOCK RINGS

(Pat. U.S., Oct. 11, 1898; Canada, Jan. 14, 1899.)

which combine the advantages of the ordinary STATIONARY and SLIP rings while avoiding the disadvantages of both



**Ring easily ADJUSTED until
Toggle is in place, then absolutely STATIONARY.**

For sale by all Jobbers; manufactured only by

Oneida Community, Limited

NIAGARA FALLS, ONT.

Est. 1863

Inc. 1895

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals

Awarded
By **JURORS** at
International Expositions
Special Prize

Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT ?

"PYRAMID" BRAND



BLUESTONE

HIGH PRESSURE PACKING

FOR STEAM
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

THE CUTTA PERCHA AND RUBBER MFG. CO.
OF TORONTO, LIMITED.

61-63 FRONT ST. WEST, TORONTO.

ESTABLISHED 1860.

INCORPORATED 1895.

FAVORITES
FOR
FUTURE
BUSINESS

ARE OUR—

STANDARD WICKLESS OIL STOVES



Perfect in Construc-
tion.

Rapid in Action.

Simple in Operation.

Exquisite in Finish.

Makes Cooking quick-
er, cheaper and
better.

Write for Catalogue
and Discounts.

AND OUR—

COMBINATION "TRIPLE" SAUCEPANS



Made in . . .

"Crescent" Steel Agateware
and Pieced Tinware.

We excel in the variety of our house-furnishing
lines and novelties. If it's a good thing, we have it.

THE THOS. DAVIDSON MFG. CO., Limited, MONTREAL.

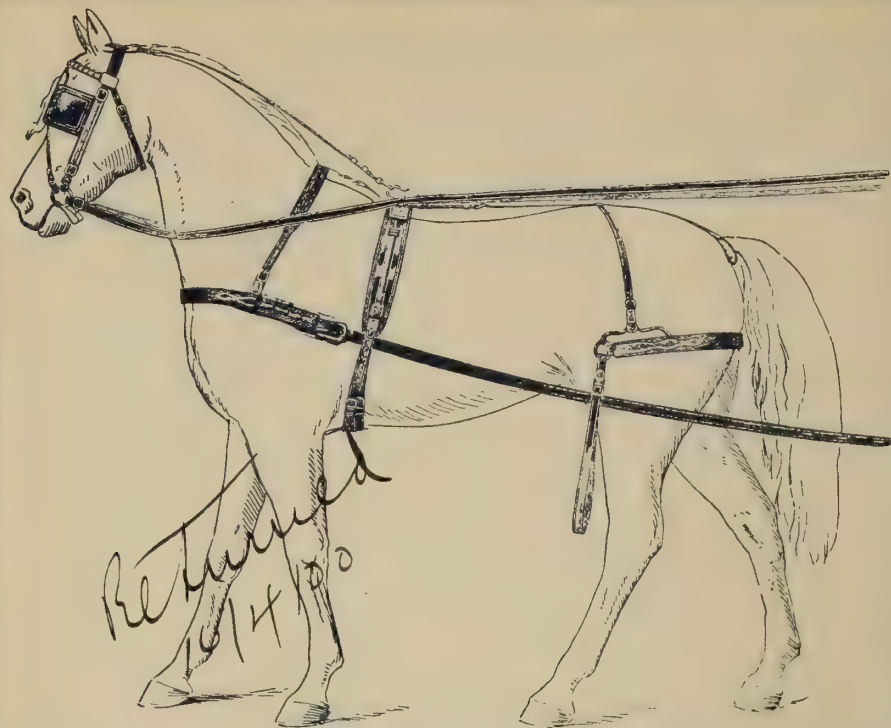
HARDWARE AND METAL

CANADA.



THE MACLEAN PUBLISHING CO LIMITED.

MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.



LOOK HERE

This Harness, mounted with nickel or imitation rubber, for

\$8.50

If shaped breast collar is wanted add 25 cents.

IN ORDERING ASK FOR NO. 8 HARNESS.



B. F. ACKERMAN

Dealer in

**Saddlery Hardware,
Leather, Whips, etc.**

Wholesale
Manufacturer
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HARNESS

**HORSE BLANKETS,
HORSE COLLARS,
and all kinds of
STRAP WORK.**

Catalogue and Price List on application.
Quotations cheerfully given for special work.

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BEST ANTI-FRICTION
COMPOSITION
Langwell's Babbitt. Montreal.

CANADIAN

HARDWARE

AND METAL
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO, MARCH 24, 1900.

NO. 12

TO ----

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USERS OF MACHINERY.

We are prepared to furnish at closest prices all lines of first-class equipment required in factories, mills, electric and power plants, etc., etc. Send plans and specifications for quotations, giving date of delivery required.

Will accept agencies from manufacturers for sale of
first-class machinery in foreign countries.

American Machinery & Trading Company

Head Office: Bowling Green Bldg., NEW YORK.

Branches: Chicago, Boston, Pittsburgh, Cleveland, Philadelphia, Atlanta,
St. Louis, San Francisco, Montreal.

London, Paris, Berlin, St. Petersburg, Sydney.

STANDARD OF THE BRITISH EMPIRE

"Queen's Head"
Galvanized Iron.

JOHN LYSAGHT, Limited

BRISTOL, ENG., AND MONTREAL.

A. C. LESLIE & CO., Montreal, Sole Agents for Canada.

In
One
Minute

A minute is all it takes for the free circulation of hot water or steam in the Safford Patent Radiator—there is no waste of time or fuel. When you save time you save money, and, too, when you *save fuel* you save money. Double economy when you use the

Safford Radiators

For Hot Water and Steam Heating

Dealers who recommend the "Safford" will gain the good-will of their customers and that is worth having in business.

Without bolts, rods, or packing at a single pipe connection—absolutely unleakable, because it has *screw-threaded nipple connections at the joints*.

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AGENCIES AT—
Montreal, Quebec, Winnipeg,
Vancouver, London, Glasgow,
Edinburgh, Belfast, Antwerp,
Berlin, Christiania, Auckland, N.Z.

The Dominion Radiator Company, Limited
Toronto, Ont.

HOSE

Write for Quotations.
We have a Large Consignment
and can give Exceptionally Low Prices.

COUPLINGS, WASHERS, NOZZLES,
HOSE REELS, Etc.

GARDEN
COTTON
HYDRANT
STEAM

HOSE

RICE LEWIS & SON
TORONTO.

... LIMITED

THE

Abbott-Mitchell
Iron and Steel Company

OF ONTARIO, LIMITED.

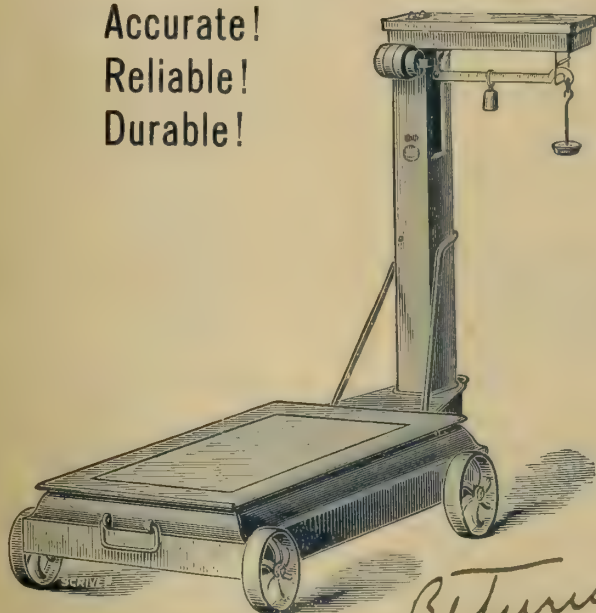
Manufacturers of . . .

*Bar Iron and Steel
Nails, Spikes
Horse Shoes . .
Bolts, Washers, etc.*

BELLEVILLE,
ONTARIO.

Imperial Standard Scales.

Accurate!
Reliable!
Durable!



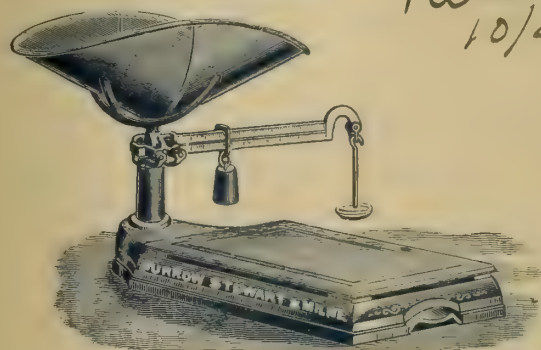
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of all capacities
from . . .

300 lbs. to 2,500 lbs.

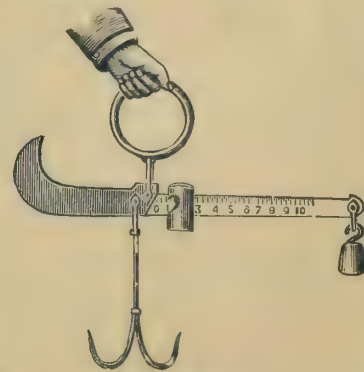


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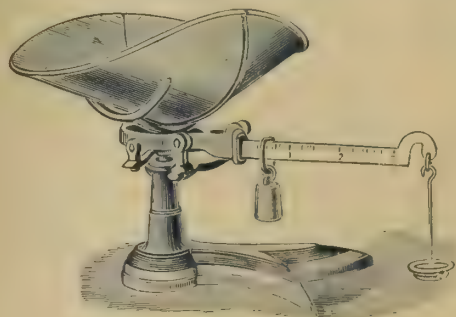


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Capacity, 240 lbs.

We make Scales
for
every purpose,
of all capacities,
from a
Letter Scale
to a
Great Railway
Track Scale
Weighing 100 tons.

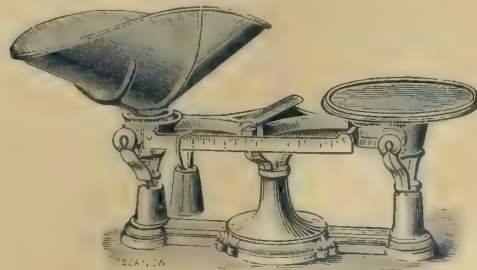


BUTCHERS' BEAM.
Capacity, 25, 50, 60 and 100 lbs.



GROCERS' SCALE WITH SCOOP.
Capacity, 40 or 60 lbs.

Our name on any
Scale is
a sufficient
guarantee of
High Quality.



GROCERS' TRIP SCALE.
Capacity, 6, 10 or 17 lbs.

THE BURROW, STEWART AND MILNE CO., Limited
HAMILTON, ONT.

THE B. GREENING WIRE CO.

LIMITED

**OUR
SEASONABLE
LINES**

Green Painted Screen Cloth.

Widths in stock: 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 48 inches. Painted black to order.

Wire Cloth.

Write for special list of prices of Japanned and Galvanized Wire Cloth.

Perforated Metals.

Of Steel, Zinc and Copper. For all purposes.

Chains--Brown's Patent.

Trace, Halter and Dog, Tie-out, etc. Special chains made to order.

Poultry Netting.

All widths in stock--from 12 to 96 inch. Heavy nettings for special purposes carried in stock, suitable for Fencing purposes, Baseball and Tennis Grounds, etc.

Woven Wire Fencing.

For Farm and Garden Fencing.

Wire Rope.

All kinds and for all purposes.

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All sizes. Put up in 50 and 100-ft. coils.

Sand and Gravel Screens.

Suitable for all kinds of work.

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Widths, 24, 30 and 36-inch.

Foundry Supplies.

Riddles, Brushes and Bellows.

Sofa Springs.

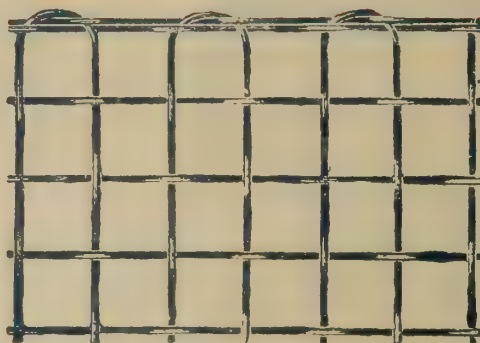
All sizes. Special Springs made to order.

Wire Guards.

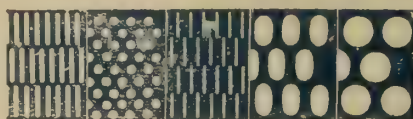
For store fronts, factory and basement windows.

Wire Door Mats.

With or without lettering.



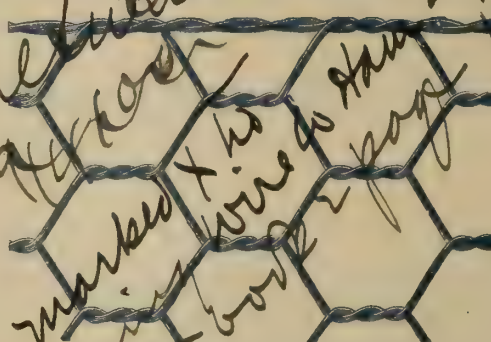
Wire Cloth.



Perforated Metals.



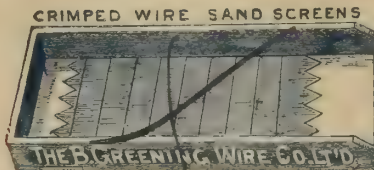
Chains Brown's Patent.



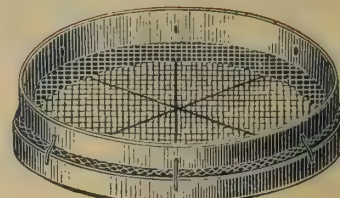
Poultry Netting



Wire Rope.



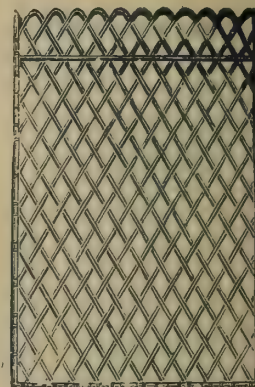
CRIMPED WIRE SAND SCREENS

THE B. GREENING WIRE CO. LTD.
THE BEST & CHEAPEST.
Sand and Gravel Screens

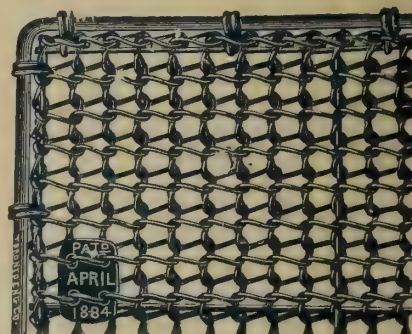
Foundry Supplies.



Sofa Springs.



Wire Guards.



Wire Door Mats.

WE MAKE EVERYTHING IN WIRE GOODS.

We are Selling Agents for McMullin's Celebrated Nettings and Fencings. Every size in stock.

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HAMILTON AND MONTREAL



RADIATION

"Daisy" Hot Water Boilers.
 "Safford" Radiators.
 Jenkins' Bros. Valves.
 Iron Pipe and Fittings.
 Brass and Iron Body Valves, etc.

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Enameled Baths, Sinks, etc.
 English Lavatory Basins.
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 Improved Sanitary Appliances,
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McClary Hot-Air Furnaces.
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 "Ideal" Ventilating Radiators, etc.

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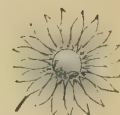
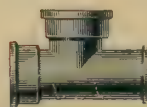
Acetylene Gas Fittings, etc
 Electric Light Supplies.
 Electroliers, Brackets, Shades.
 Incandescent Lamps, etc.
 Luxfer Prisms.

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Art Metal Interiors for
 Cellings, Side Walls, Dados, etc.
 Mantles, Tiles, Marble Work.
 Fire Place Trimmings,
 Parquetry Flooring.

INFORMATION

The Place 96 St. Peter St., Quebec.
 By Whom The Mechanics Supply Co.
 When Right now from stock.
 Application Give them a trial.



DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA



Steel Frame Churn.

"MAXWELL FAVORITE CHURN"

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive.

LAWN MOWERS.

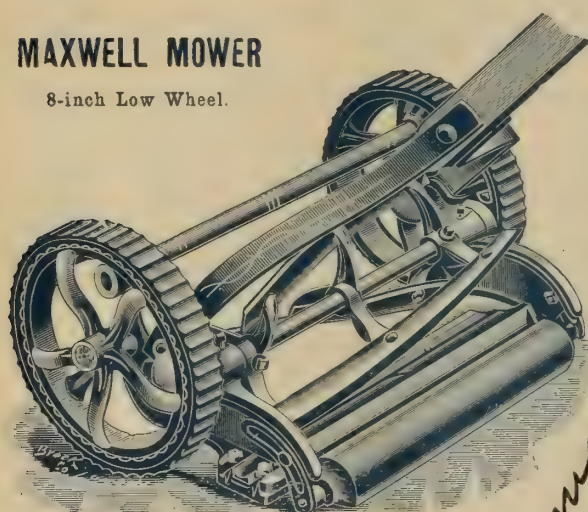
High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.



Wood Frame Churn.

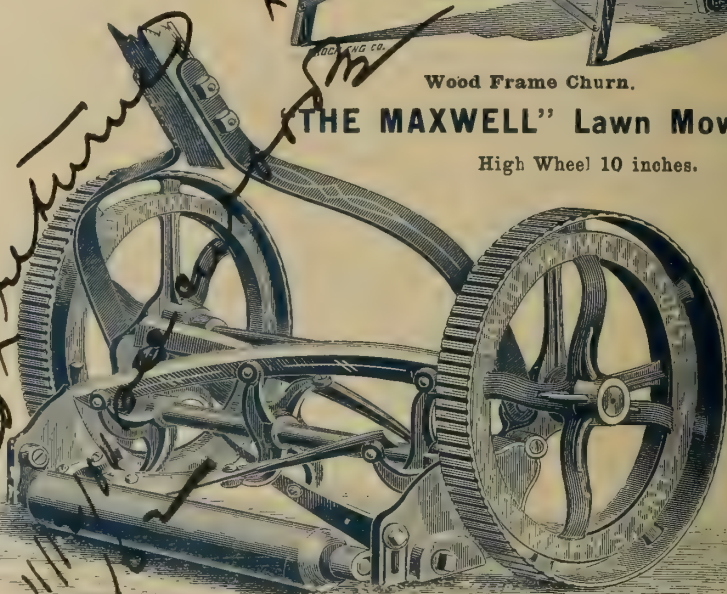
MAXWELL MOWER

8-inch Low Wheel.



"THE MAXWELL" Lawn Mower

High Wheel 10 inches.



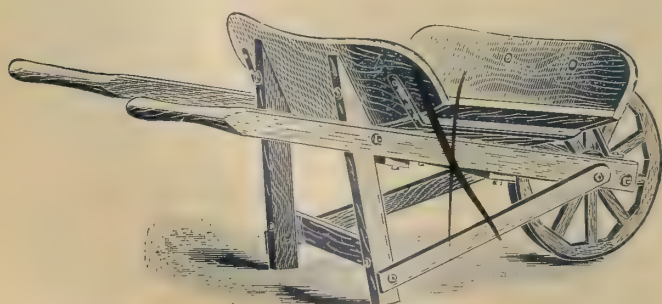
WHEEL BARROWS

Navy.
General Purpose
or Garden Barrows.

All Styles and Sizes.



No 1—General Purpose Barrow.



Navy Barrow—Iron or Wood Wheel.

Our Lawn Mowers, Churns and Barrows are sold by the leading wholesale firms. If your wholesale house does not handle them write us direct.

DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA.

A MAN

who once attempted to sing before an unappreciative audience was presented with a few bricks

I MANUFACTURE

FIRE BRICK.

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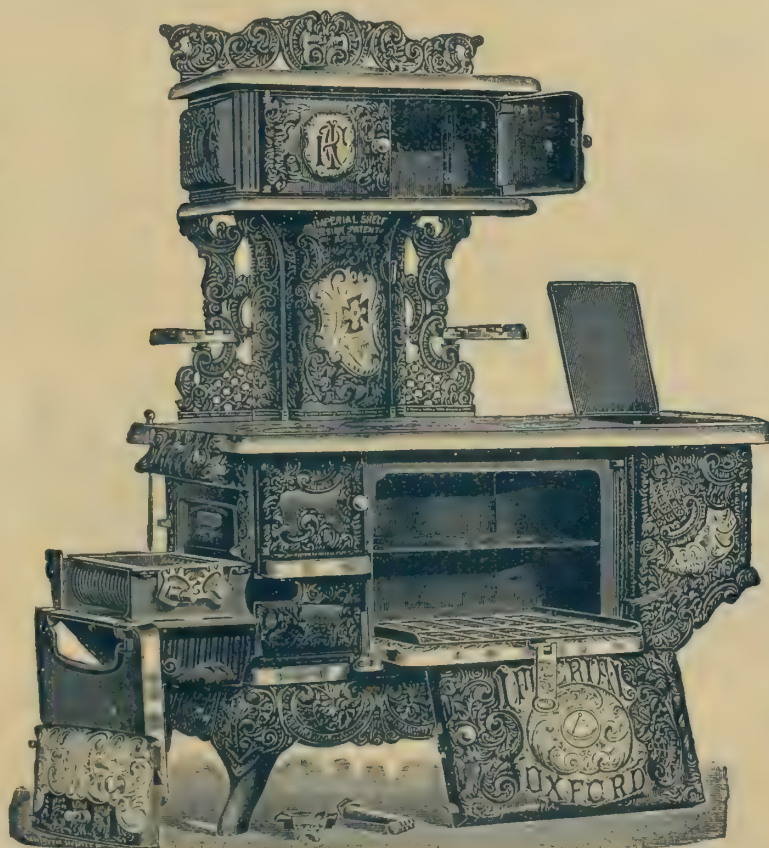
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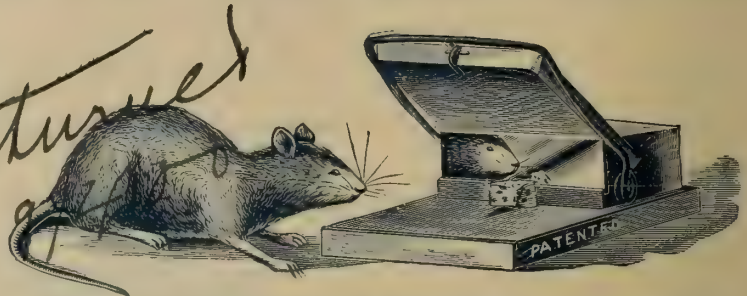
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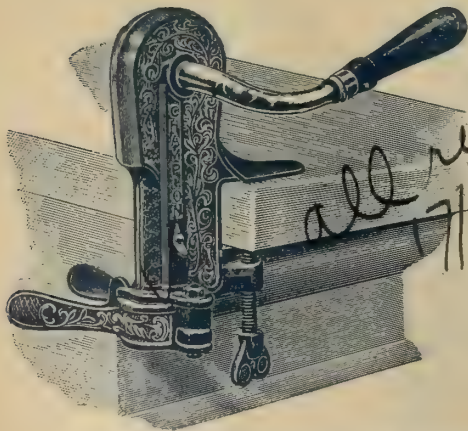


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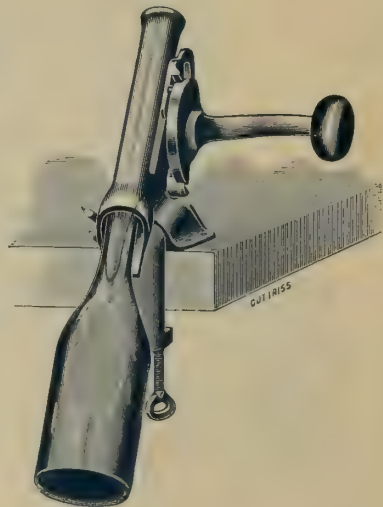
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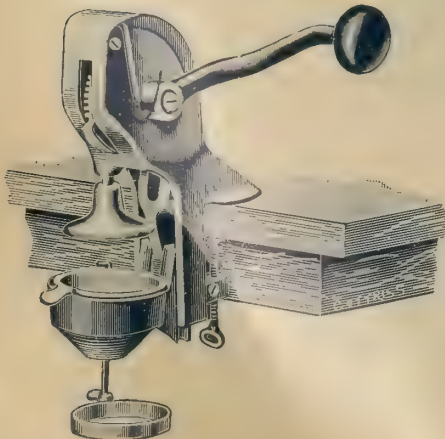
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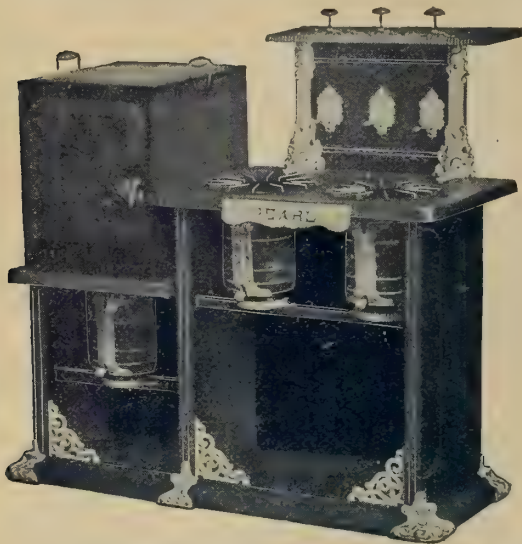
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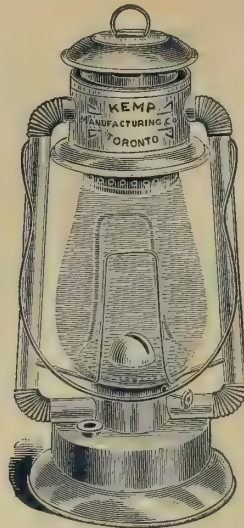
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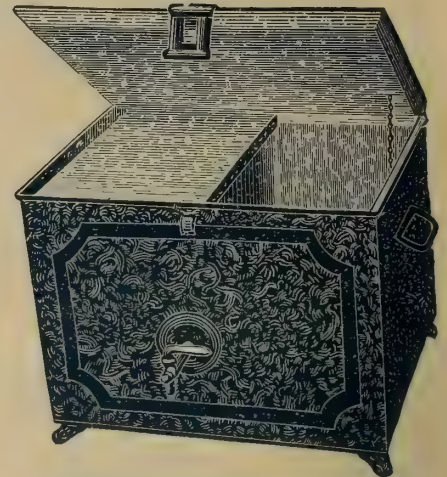
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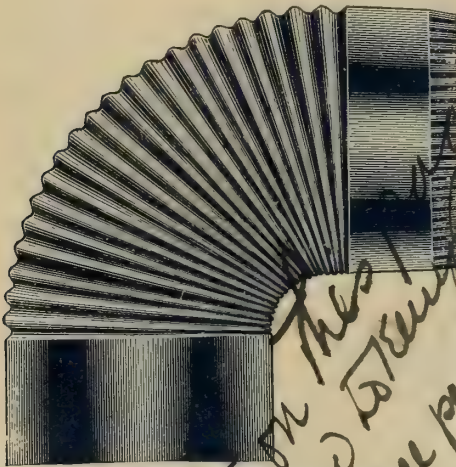


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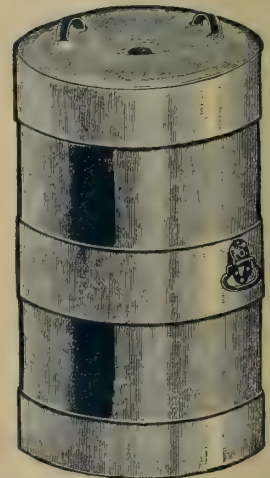
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*** CANADA

PIG IRON MAKING IN CANADA.

A BRIEF HISTORY OF ITS UPS AND DOWNS.



THE development of a nation depends more upon the character of its people than upon the peculiar character of its natural resources. At the same time, however, the natural resources are unquestionably factors of by no means small importance.

Among all the natural resources of a country which are often felt to be conducive to its natural development is that of iron. The importance of this may often be exaggerated, and no doubt often is. But those who pin their faith to iron as a factor in nation-building are not without reason upon which to base their belief: A nation can scarcely be great unless it be great as an iron producer; for manufacturing industries are as essential in these modern days as multiplicity of arms and prowess in warfare. And without iron it is as impossible to have manufacturing industries as it is impossible to have steam without heat.

It does not, of course, follow that a country's possibilities as a manufacturer depend wholly upon its resources in iron mines. It is possible a country may not have an iron mine within its borders, and yet the hum of its manufacturing industries may be heard from one end of the land to the other. But to a country which is rich in its own iron resources, the country without ore is like a man with an artificial leg, compared to one who has both members intact—progress is made under disability.

As all countries are not designed by Nature to be producers of iron, it would be obviously foolish for those which are not so designed to sit in sackcloth and ashes and do nothing because they possessed no workable iron deposits. It would be equally as foolish for those which have been endowed with valuable iron resources to neglect to develop them.

Canada is one of the countries which Nature has endowed with great possibilities as a producer of iron.

It was not as prospectors for iron that the early adventurers from Europe sought, 400 years ago, these North American shores. But iron

was by no means the last or the least of the natural resources of Canada which these worthies discovered.

FIRST DISCOVERY OF IRON ORE.

As early as 1604, or only one year after the first visit of Champlain to Canada, iron ore was discovered by Sieur. de Monts, Lieutenant-General of Acadia. It was while surveying the coast in St. Mary's Bay that the discovery was made. By 1667, or just 63 years after the discovery in Acadia, iron was known to exist in the Province of Quebec, deposits having been found near Three Rivers. And in 1681, Frontenac stated, in a letter which he wrote at that time, that he was convinced that there was "a very fine iron mine there where a forge could be profitably worked."

FRONTENAC'S COMPLAINT.

"I wish," he added, "I had a man here who could plan the construction of an establishment of that kind." Four years later Governor Denonville had the mine near Three Rivers thoroughly examined. The result was, as he expressed it in a letter to the Imperial Government in France, "that there was a much larger quantity of that metal than the colony requires." We can certainly say the same to-day, and for the word "colony" substitute the word "Canada."

THE FIRST BLAST FURNACE.

The men who were in those early days engaged working out, "with fear and trembling," the destinies of Canada, were, like the men of these latter days, evidently solicitous for the iron industry. But it was not till over half a century after Count de Frontenac had expressed the wish that he had a man "who could plan the construction of an establishment of the kind," that the first blast furnace for making pig iron in Canada was in operation. This was in 1737.

AMBITION NOW AND THEN

The ambition of the early apostles of a native iron industry in Canada was probably only limited by what was then known of the country, which knowledge was necessarily by no means extensive. They knew nothing of the general physical characteristics of Ontario and of British Columbia, let alone their iron-producing qualities. But their ambition then was, possibly, relatively just as great as ours is now.

MANY DISCOURAGEMENTS

During the 163 years which have elapsed since the first blast furnace was started in Canada for the manufacture of pig iron, the champions of a native iron industry have encountered a great many discouragements. Failure after failure has been experienced, and at times hope seemed to be almost

abandoned. Indeed, it is only within the last five years that there has been developed sufficient confidence to warrant the belief that the industry was an established fact.

CANADA'S POSSIBILITIES FOR IRON-MAKING.

The natural conditions for the development of an iron industry in Canada are not perfect. The ore, the fuel and the lime are seldom found adjacent to each other. In fact, Nova Scotia is the only Province in the Dominion in which they are. But in what country are the conditions perfect? In what country are the raw materials to be found in juxtaposition? It is certainly not in the United States or in Great Britain, the two greatest iron-producing countries of the world. Pittsburg, the famous iron manufacturing centre, has its fuel near by, but its ore supply comes from north of Lake Superior, 1,000 miles from the furnaces. But if Nature has not made Canada perfect in this particular, it has certainly richly fortified it with possibilities.

Every Province in the Dominion, with the exception of Prince Edward Island, possesses iron ores. And Nova Scotia on the Atlantic coast and British Columbia on the Pacific coast have unlimited supplies of coal, while Ontario and Quebec are peculiarly well supplied with the material for making unlimited quantities of charcoal. New Brunswick has some coal, and, for charcoal-making, much hardwood.

Nova Scotia has its deposits of brown hematite, magnetite, spathic, limonite, red hematite and other ores; New Brunswick, magnetic and bog ores; Quebec is famous for its bog and lake ores, and in magnetic and chromic ores it has good deposits. Ontario has deposits of ore of more or less richness all the way from the Ottawa Valley to the head of Lake Superior. And in the district west of Lake Superior it possesses a region particularly rich in iron ore. The ores in Ontario are chiefly magnetic, red hematite, limonite and specular. Bog ores, more or less rich in metallic iron, are also found there. At the World's Fair, Chicago, Ontario exhibited 120 samples of ore, taken from different mines, which showed an average of 60 per cent. of metallic iron.

It is evident, therefore, that as far as ore and fuel are concerned, Canada has a good foundation upon which to raise an extensive iron industry. And in her inland seas, rivers and canals she has accessories unsurpassed, if equalled, in the world.

PIG IRON MAKING IN QUEBEC.

As already pointed out, the first blast furnace in Canada was built at Three Rivers about 163 years ago. This furnace, and the works connected therewith, became known as the St. Maurice Forges. And it is curious to note that the private persons who started

the works subsequently ceded them to the King of France, who made stoves and kettles, implements of peace, and cannon and mortars, implements of war. In 1743 another blast furnace was built by workmen who were sent out from France for the purpose. And this furnace was operated with more or less regularity until 1883, when what is generally credited with being the oldest blast furnace in America passed out of existence. About 1798 a blast furnace was started at Bastican, county of Champlain, but with the death of the proprietor it ceased to be operated. At the time the works were closed they were the property of the Messrs. McDougall, of Three Rivers; they having previously passed through the hands of a number of owners.

THE RADNOR FORGES.

whose charcoal pig iron is now so well known on this continent, are also in the county of Champlain, and about 10 miles from Three Rivers. They were erected in 1860, but up to 1889, when they were taken over by The Canada Iron Furnace Co., Limited, they had not proved a successful venture, over \$1,000,000 having been lost therein.

The Messrs. McDougall started a blast furnace at L'Islet, about four miles from the St. Maurice forges. And, later still, erected two blast furnaces at Drummondville, on the River St. Francis, but neither of these are now in blast. The former has been idle for many years. While the latter were in blast they turned out 4,000 tons of charcoal iron annually for car-wheel purposes.

A blast furnace was erected near the Riviere aux Vaches, County of Yamaski, in 1869, but, after producing 5,520 tons of charcoal pig iron, was closed in 1873, and was subsequently dismantled. The same fate befell two blast furnaces built near Baie St. Paul, on the north shore of the St. Lawrence, about 60 miles below Quebec. These were erected in 1873 and dismantled in 1880.

The only works in the Province of Quebec which are to-day turning out pig iron are those of The Canada Iron Furnace Co., Limited.

PIG IRON MAKING IN ONTARIO.

It is just one century since the first attempt was made to establish a blast furnace in the Province of Ontario, but, unlike the first attempt in Quebec, it was not a success, the enterprise being abandoned after a trial of two years. The site of the furnace was at what is now known as Lyndhurst, in the county of Leeds. About 1817 a furnace was started at Normandale, county of Norfolk, in the then London district. After varying fortunes and various ownerships, it was abandoned in 1847, fuel



WHERE IRON IS KING.

and ore having about become exhausted. The chief owner, Mr. Joseph Van Norman, then started a blast furnace at Marmora, county of Hastings. The year 1866 saw the last of that industry, and, indeed, the

LAST BLAST FURNACE

to be operated within the Province of Ontario for 30 years. The furnace had some 10 years before this passed into the hands of an English company.

We retrace our steps a little to note that a blast furnace was started and operated for a short time at Madoc, Hastings county, and another for a brief period at Houghton, county of Norfolk. The latter was started by Mr. Van Norman, whose name in connection with the pig iron industry has already been mentioned. The furnace was started about the time the Great Western railway was being constructed, and its purpose was to supply charcoal iron for making car wheels. Van Norman was to get \$45 per ton for his iron, but, as it would not chill, it was sold for \$22, which was below the cost of production, and so Mr. Van Norman's last attempt at pig iron making ended disastrously.

All told, Van Norman spent over 34 years in trying to establish a blast iron furnace industry in Canada, and his last venture was his worst, financially. One can only wish, even at this distant day, that his compensation had been in proportion to his energy.

In 1887, Sir Charles Tupper, when informing the House of the Government's decision to place anthracite coal on the free list, prophesied that "the moment that this is done we shall have blast furnaces at Cobourg, Weller's Bay and Kingston, at all events."

At that time the Province of Ontario had been for

20 YEARS WITHOUT A BLAST FURNACE.

And, in spite of the fact that anthracite coal was placed on the free list, nearly 10 years more were added to the number before one can claim that Sir Charles Tupper's prophecy was even partially fulfilled.

The furnace which revived an industry which for 30 years had been defunct was that started at Hamilton in 1896, which, during the past 15 months or more, has had its output sold some time before it was made. There is now in blast a furnace at Deseronto, Ont., blown in on January 25, 1899. Its product is entirely charcoal iron. Another furnace for the production of charcoal pig iron is in course of construction at Midland, Ont., and will, in all probability, be blown in during the ensuing summer. Before 1900 closes Ontario will thus have

THREE PIG IRON FURNACES

in blast, while efforts are being made to float companies to establish blast furnaces at Fort William, Welland, Ottawa and Port Colborne, all in the Province of Ontario. In January last the municipality of Fort William voted a bonus to the company which proposed to locate there, while application for the incorporation of a company, to be known as The Canada Steel Co., is being made to Parliament to operate the proposed furnace at Welland.

PIG IRON MAKING IN NOVA SCOTIA.

Nova Scotia, the first of the Provinces in which iron ore was discovered, was the third to begin the manufacture of pig iron. This was in the first decade of the 19th century. In 1825 an association was formed to manufacture iron, under the style of The Annapolis Mining Co. The works were established on the Moose River, and, although excellent iron was produced, they closed down after being a few years in blast, owing, we are told, to

POLITICAL CAUSES.

The works lay idle for 33 years, after which they were again in operation for a short time, only to be neglected for another 10 years. By 1872 they were again turning out pig iron, for 160 tons was exported to Boston. But since then the works seem to be sleeping the sleep that knows no waking.

An unsuccessful attempt was made to smelt some clay iron stone and East River ore in a foundry cupola at Stellarton, and about a quarter of a century later two blast furnaces were built at Nictaux; but their day was also brief. About 40 years ago a blast furnace was started at Bloomfield to smelt bog ores, but, after intermittent attempts, it, too, was abandoned.

What was up to that time the

MOST AMBITIOUS ATTEMPT

to establish a pig iron industry in Nova Scotia was the building in 1853 of a blast furnace by the Acadia Iron Works at Londonderry. This furnace continued in blast till 1874. The Acadia Iron Mines were purchased in 1873 by The Steel Co. of Canada, Limited, capitalized at \$2,500,000, who subsequently built two large blast furnaces for the making of coke pig iron. The company purchased from Dr. Siemens the right to use his patented process for the production of iron and steel, and their subsequent working into merchantable form. But, although steel of the finest description was for a time turned out, the steel plant was finally discarded. About 15 years ago the company went into liquidation. And the one which succeeded it did the same thing a couple of years ago. The works are

now idle, although some effort is being made to resurrect them.

At present there is only

ONE CONCERN OPERATING A BLAST FURNACE in Nova Scotia, and that is The Nova Scotia Steel Co., Limited, with headquarters at New Glasgow. This company, in addition to pig iron, is an extensive manufacturer of steel. A movement is now on foot to reorganize and extend the operations of this company, and a notice has appeared in the daily papers to the effect that application is to be made at the present session of the Dominion Parliament for "power to lease, sell, transfer and convey the whole or any part of its property, business, franchise, undertakings, rights, powers, privileges and assets, or any of them, and, to accept in payment therefor, the whole or any part of the purchase price in cash, or in capital stock of any other company, or in debentures or otherwise as may be agreed upon."

But the iron and steel works which easily

TRANSCEND IN IMPORTANCE

anything which has hitherto been essayed in the Dominion, are those which The Dominion Iron and Steel Co., Limited, are constructing at Sydney, C.B. The capital stock of the company is \$15,000,000, and the capacity of the four furnaces which it is proposed to build will be 1,000 to 1,400 tons per day.

PIG IRON MAKING IN NEW BRUNSWICK.

Fewer attempts have been made in New Brunswick to establish a pig iron industry than in any other Province in the Dominion. The initial attempt was made nearly half a century ago, when a company was formed to utilize the iron ore beds which had been discovered at Woodstock, Carleton county. Some evil genius appears to have haunted the works, for a year or two after the blast furnace was operated it was injured by fire. Shortly after the damage thus caused had been repaired, the furnace and buildings were wrecked by an explosion, and the proprietors were ruined. The fuel used was charcoal. A few years later the works were rebuilt and operated for about 18 months, making in the meantime 1,000 tons of pig iron. In 1862, after having been idle for some years, the works passed into the hands of The Woodstock Charcoal Iron Co., which turned out white pig iron which was shipped to an armor-plate manufacturer in Sheffield, England. But the cost of production being too great the blast furnace was soon again closed. And it has remained so ever since. This is, in brief, the history of pig iron making in New Brunswick.

British Columbia is yet to make its debut as a manufacturer of pig iron. But iron it has, and pig iron it will eventually make.

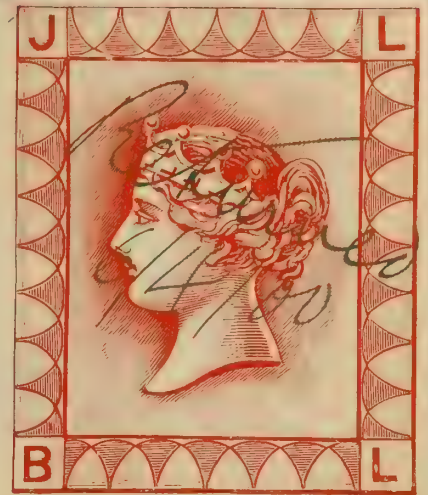
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40 Years.

"FLEUR DE LIS"

Second to None
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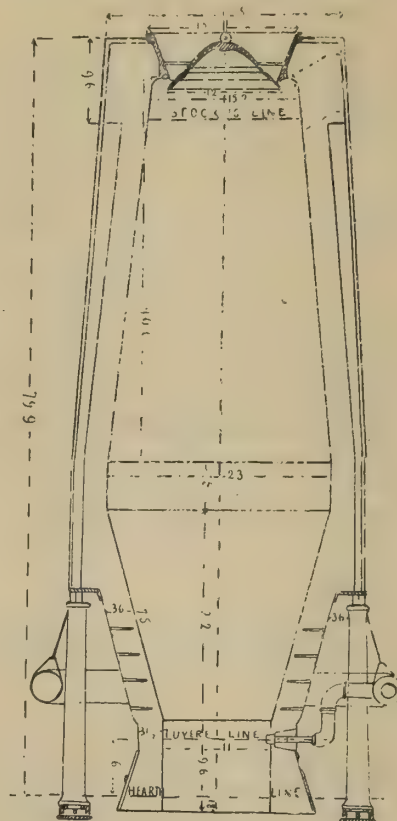
PIG IRON FURNACES NOW IN BLAST.

CANADA IRON FURNACE CO., LTD.

THE Canada Iron Furnace Company is composed of men who have been closely identified with the iron industries of Canada, the United States and Great Britain for years back, and who have a thorough knowledge of their business. Among the directors are Mr. P. H. Griffin, of Buffalo, one of the largest makers of railway and electric car wheels in the world, and who, in addition to his large interests in the United States, has established works at various centres in Europe, notably at Gorcy, France; Antwerp, Belgium; and Barrow, England, all of which works are consumers of the special iron made at Radnor Forges. Among the others interested in the company are Mr. Geo. Senior, Pond's Forge, Sheffield, one of the best authorities on the manufacture of steel in Great Britain, Hon. T. Gifford Smith, of Buffalo, who is connected with the Carnegie Steel Co., Geo. E. Drummond, of Montreal, President of the Montreal Car Wheel Co., Jas. T. McCall and Thos. J. Drummond, also of Montreal, closely connected with the iron trade of Canada for many years. The works at Radnor Forges were first acquired by these gentlemen, because they found that the iron produced from the bog and lake iron ores of the Three Rivers district was unequalled in quality by any charcoal iron made in either Sweden or the United States, more particularly for the manufacture of chilled castings, such as railway car wheels, chilled rolls, chilled castings for land fortifications, etc. They purchased the Radnor Forges together with important water-powers on the St. Maurice river, and the extensive and valuable ore deposits of the Three Rivers district, including the lake iron ore deposit at Lac-a-la-Tortue, unquestionably the largest deposit of like nature in the world, and which affords a never-failing supply of ore. In addition to this they acquired large timber areas and built the present furnace at Radnor Forges in 1892, thus resurrecting an industry of great historic interest, for Radnor Forges was the legitimate outcome of the iron industry established at St. Maurice Forges, in the days of Louis Quinze, and carried on for many years by the Imperial Government of France, and later by the British Government, at one time supplying all the iron requirements of the colony.

Since commencing operations, The Canada Iron Furnace Co., Limited, has produced upwards of 60,000 tons of special charcoal metal, that has found a ready market, not only in Canada, but also at such important centres as Pittsburg, in the United States, where it is regularly used, despite the fact

that the consumers have to pay the American duty, as well as heavy freights, and are willing to use it on account of the quality, even if it costs them in ordinary times 100 per cent. more than the very best grades of American charcoal iron. The company has also exported this special metal into Great Britain, France, Germany, Belgium and Austria. During the past year the furnace has been renovated and somewhat enlarged, so that the campaign was shorter than usual, but some 6,500 tons of special iron were produced and a very much larger tonnage disposed of, the output of the



TYPE OF BLAST FURNACE TO BE USED AT SYDNEY.

furnace being now practically sold ahead for a considerable period.

The Radnor furnace is the only one in Canada using solely Canadian raw material, both in the ore and fuel department. As a consequence, there is no furnace in this country that gives greater employment to labor in proportion to the output.

During the past year the directors and shareholders of The Canada Iron Furnace Co. decided to enlarge their operations, and to do so by occupying an entirely different field from their work of the past, viz., to manufacture a grade of iron of the same quality as that produced on the American side of Lake Superior, and which has hitherto been largely imported from the United States, to be used in mixture with

the special iron produced at Radnor. The company decided to locate the new works at Midland, Ont., on the Georgian Bay, because the geographical position of Midland is unequalled for the production and distribution of iron in the largest consuming centre of the Dominion, viz., Ontario. Iron ore can be landed either from the Canadian or American side of Lake Superior into Midland in quicker time, and at lower rates of freight, than to almost any other suitable point in Ontario. The timber lands of the district are rich in the class of wood required for the manufacture of the highest grades of charcoal, and the largest consuming points in Ontario are within a radius of 90 to 100 miles of Midland. Midland possesses one of the best harbors on the Georgian Bay, and it has been chosen by the Grand Trunk Railway System as its shipping point for wheat and other products being moved from west to east, and vice versa. Unquestionably this centre has a great future, not only for the manufacture of iron, but for all other lines of manufacture, shipbuilding, etc.

The Canada Iron Furnace Co. is erecting there a charcoal iron plant that will have few equals on this continent, and will be one of the largest in the world, capable of producing 100 tons and upwards per day of charcoal iron. The works were planned by the company's general superintendent, Mr. John J. Drummond, with a special view to economy in the handling of material both inwards and outwards. Built directly on Midland Bay, its wharves for the reception of ore and other material will be most extensive, and equipped with modern appliances for loading and unloading vessels. The Grand Trunk Railway System and the private branch lines of the furnace company itself will run directly onto these docks, and tramways for carrying material to and from the furnace and other portions of the property are also being laid. The charcoal kilns are built directly alongside, and the wood will be delivered both by water and rail into the kilns. The furnace will be thoroughly modern in every department, and will be a credit to the country.

To judge of the magnitude of the operations, it must be clearly understood that there is a vast difference between furnaces producing coke iron and those producing charcoal iron. The average daily capacity of charcoal iron furnaces operating in Sweden is about 14 to 15 tons, so that the Midland furnace, with a capacity of 100 tons and over per day, is a long stride in advance of its Swedish competitors. The Midland works are now in course of construction, a large staff of men being employed (under the direction of Mr. John I. Drummond), to push the work vigorously. It is expected that the construction will be

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completed before May 1, and the furnace can go into blast probably by the middle of the same month.

THE DESERONTO IRON CO.

The furnace of The Deseronto Iron Co., at Deseronto, Ont., was built in 1898, and went into blast on January 25, 1899, 14 months ago. It is devoted wholly to the manufacture of charcoal pig iron. Mr. E. W. Rathbun, general manager of The Rathbun Company, was the moving spirit in the initiatory steps taken to establish the furnace, he having secured the active co-operation of The Gaylord Iron Co., of Detroit, which led to the building of the works. Mr. F. B. Gaylord is the general-manager of The Deseronto Iron Co.

The furnace has been continuously in blast since it was started, and has been producing about 1,000 tons of pig iron per month of the kind known as Lake Superior charcoal pig. This iron is especially adapted for car wheels and malleable iron castings. The output during the calendar year 1899 was 11,616 gross tons, of which 2,500 tons were exported. The whole of the quantity exported went to Great Britain. "This is a small matter, and, probably, will not be seriously increased," to use the words of a member of the company. The ore used last year, 20,015 gross tons, was all of foreign origin. The company is now, however, just beginning, in a limited way, to use Canadian ores. "But," said a member of the company, "we see no immediate probability of our being able to get them in sufficient quantity and of the proper quality to be a serious factor with us." The company believes that the possibility of Canadian ores will ultimately be very great. The fuel used by the company is supplied by The Rathbun Company.

NOVA SCOTIA STEEL CO., LIMITED.

The Nova Scotia Steel Co., Limited, began the manufacture of pig iron at Ferrona shortly after the import duty of \$4 per ton was put upon that article. The intention was to use ores from Pictou county. Afterwards, however, the great Belle Island

mine was secured. Bell Island, as everyone knows, lies off the coast of Newfoundland. This ore is taken to Ferrona, Pictou county, and mixed with local ores. A short time ago The Nova Scotia Steel Co. sold one of its mines at Bell Island to The Dominion Iron & Steel Co., Limited, whose extensive works are now in course of construction at Sydney, Cape Breton, the price obtained being \$1,000,000.

The blast furnace of the company at Ferrona is reported to have a capacity of 80 tons a day, but it has been found that 110 tons a day can be made with Cape Breton ore and Newfoundland ore. In 1899 the furnace was in blast steadily all the year, and turned out 31,100 tons net of "Ferrona" pig iron. Besides this, 23,000 tons net of steel ingots were made and 3,500 net tons of steel

the Nova Scotia Steel Co., Limited, exported 300,000 tons, the countries to which it went being Germany, Scotland and the United States. A new pier is to be built at Wabana, and a new melting furnace is to be put up at Trenton, N.S.

THE HAMILTON BLAST FURNACE.

Fires were, for the first time, lighted in the Hamilton blast furnace on the last day of December, 1895, but it was February 2 following before iron was actually produced. Owing to the difficulty of getting suitable ore, the furnace was not regularly in blast the first year. It, however, smelted 51,138 tons of ore and turned out 28,302 tons of pig iron. Coke fuel to the amount of 30,348 tons, and limestone to the amount of 8,657 tons, were used. The total value of

the pig iron, based on the selling price at the furnace, was \$353,780. But in 1897 the furnace was not running as long as it was in 1896, it having been out of blast for nearly the whole of the first half of the year, its total output from June 28 to December 31 being 24,011 net tons of pig iron, valued at \$288,128. The quantity of United States ore used was 34,722 tons, against 35,868 tons in 1896. Less than 3,000 tons of Canadian ore were used. In 1898, the furnace produced 48,253 tons of pig iron and smelted 770,023 tons of ore, the greater part of which was foreign ore.



DESERONTO IRON CO.—Exterior View.

forgings. The output of pig iron was 10,000 tons in excess of 1898. That of ingots was about the same as the year before, while the forgings show an increase of 1,100 tons. A Uehling casting machine, which not only saves time but gives a clean pig iron without sand, has recently been added to the company's plant.

The materials used during the year were as follows: Canadian ore, 24,300 net tons; foreign ditto, 34,000 tons; coke, 45,000 tons; limestone, 24,000 tons; dolomite, 1,500 tons; coal, 140,000 tons. Men to the number of 750 were employed by the company, and wages to the extent of \$300,000 were paid out.

In addition to the ore from the Wabana mine, Belle Island, used at its own works,

The pig iron produced and sold in 1899 was 51,800 tons. The ores used were 63,000 foreign and 24,500 tons net of Ontario. The quantity of coke used was 64,000 tons net; limestone, 24,600 tons, and scale and mill cinder from rolling mill, 10,000 tons net.

The Hamilton Blast Furnace Co., Limited, and The Hamilton Rolling Mills Co. amalgamated last year under the style of The Hamilton Steel and Iron Co., Limited.

DOMINION IRON AND STEEL CO., LIMITED.

Although The Dominion Iron and Steel Co., Limited, has yet no furnaces in blast, it will have before the year is out. Consequently, we take the liberty of placing the

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SAMPLES AND QUOTATIONS ON APPLICATION.

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sketch regarding this important undertaking among the list of furnaces which are in blast.

The works of the company, which are now in course of construction, are located in the harbor of Sydney, Cape Breton, near to the town of Sydney. Within a few miles of the works are valuable deposits of magnetic iron ore, but the chief source of supply will be ore from the already famous red hematite mines on Belle Island, Newfoundland, it having purchased from The Nova Scotia Steel Co., Limited, the lower bed of its mine there. The part purchased is estimated to contain 28,000,000 tons of ore. Besides this, there are other available deposits on the island, while the company owns a valuable iron mine in the Santiago district of Cuba.

The president of the company is Mr. H. M. Whitney, a native of Massachusetts, and Mr. A. J. Moxham is general manager, while among the directors are such well-known men as Sir William C. Van Horne, Senator Geo. A. Cox, Mr. R. B. Angus (vice-president), Mr. James Ross, Mr. Robert McKay, Mr. John S. McLennan and Hon. David McKeen.

As regards the pig iron capacity of the works and the steel output, it may be said that there will be four blast furnaces, each with a capacity of 250 tons of pig iron daily; but it is claimed this output may be somewhat exceeded as a result of the superior advantages the works possess and the workable character of the ore. The annual output will, it is anticipated, be between 400,000 and 500,000 tons. About a dozen open-hearth steel furnaces, with a combined capacity of at least 800 tons daily, will be put into operation. The company expected last summer to begin making pig iron in November, 1900, and to be making steel by January, 1901, at the latest. Owing to the open winter, however, it is said, they have pushed on affairs so steadily that there are chances of operations beginning earlier than was at first expected.

The expectations are that much of the iron made will be exported to Europe. The promoters of the company claim that Canada can manufacture iron and steel cheaper

than it can be procured elsewhere, except in the vicinity of Birmingham, Alabama. As compared with Birmingham, however, the Sydney mines are nearer the markets by 3,000 miles.

The capital stock of The Dominion Iron and Steel Co., Limited, is \$15,000,000.

THE ORES OF IRON.

AMONG the metals, iron is easily of the first importance, and Willmott's "Mineral Wealth of Canada" contains some interesting information regarding the ores from which iron is produced.

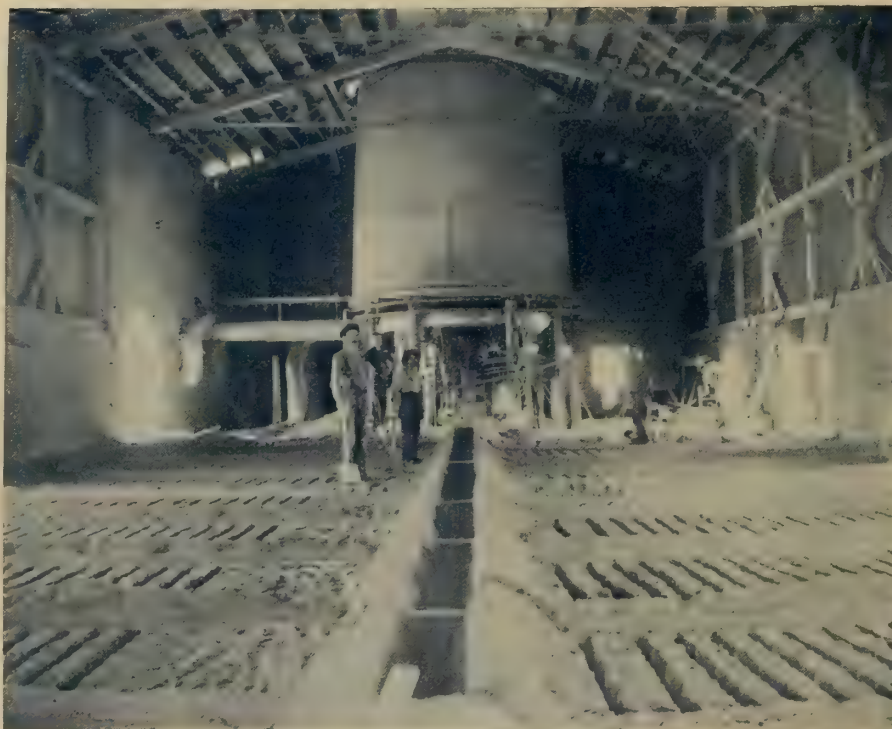
Magnetite is richest in metallic iron, containing 72 per cent. when pure. It can always be attracted by a magnet, and often

coal regions it is frequently found mixed with earthy matter, and is then known as clay iron-stone. Mixed with bituminous matter, it forms black band. Clay iron-stone, though containing a smaller amount of iron, is often more valuable than richer ore because of its proximity to coal and fluxes.

The value of an iron deposit depends on (1) its proximity to fuels and fluxes needed for its reduction; (2) its freedom from injurious materials not readily removed in smelting, and (3) the percentage of iron which the ore will yield.

Anthracite, coke and charcoal are the usual fuels. Limestone is the flux employed to remove the common impurities of clay and quartz. Other impurities are phosphorus, sulphur and titanium. A small amount of sulphur causes an iron to be "red short," or brittle and difficult to work at a red heat, and one-tenth of 1 per cent. of phosphorus causes the metal to be "cold short," or brittle when cold. Ores containing these elements are unsuited for the manufacture of steel.

The ores of iron are found particularly in the oldest formations. The Laurentian, Huronian and Cambrian are the great iron ages. The ores in the rocks of these periods are hematites and magnetites, especially the latter. Hematites are found in Silurian and Devonian strata in



DESERONTO IRON CO.—Interior View.

is, itself, able to attract soft iron. It is with difficulty scratched by a knife, and yields a black powder. Some varieties contain manganese, others titanium.

Hematite contains, when pure, 70 per cent. of iron. Several varieties are distinguished, all of which yield a dark reddish powder. The hard crystalline with a steely lustre is called specular ore; a black, shining, scaly ore is known as micaceous hematite. Fossil ore consists of red volitic grains. Brown hematite ore includes a number of minerals, all of which are hydrated oxides, such as limonite, gothite, etc. These minerals yield water when heated, give a brown powder and streak, and contain 60 per cent. or less of iron. Iron carbonate, called siderite or spathic iron ore, contains about 48 per cent. of iron. In

Nova Scotia. Siderite is found in the Palaeozoic of Nova Scotia, and in the form of clay iron-stone throughout the Cretaceous and early Tertiary of the Northwest. Limonite is abundant in the Silurian and Devonian of Nova Scotia, and its representative, bog iron ore, is found in the Post-Tertiary of Quebec and Ontario. This last has been dissolved by organic acids from the crystalline rocks and deposited in swamps after oxidation.

Bog ore occurs in swamps, one to 15 feet below the surface, in patches from three to 30 inches thick, and from a few square feet to several acres in extent. The deposits are dredged, and it is found they are renewed quite frequently. In 10 to 25 years, economic amounts have been known to form.

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A RECORD YEAR IN PIG IRON PRODUCTION.

THE production of pig iron last year was unique in the history of the country: It was the largest on record, being nearly 101,000 tons net.

Compared with the output of the United States (13,620,703 tons), Great Britain (9,393,018 tons) and Germany (8,029,305 tons) the output of the Canadian furnaces last year is infinitesimal. But, when compared with the output in Canada in the years which have gone by, the results are such as to engender some feelings of pride, while the enterprises which are now under way and contemplated assure us that within the next two or three years the production of pig iron in this country will be three or four fold greater than at present.

There were in blast in Canada last year four furnaces, and their respective pig iron output, compared with that of 1898, was as follows:

PIG-IRON MADE.

	1899. Tons net.	1898. Tons net.
Hamilton Blast Furnace Co....	51,800	48,253
Nova Scotia Steel Co.....	31,010	21,027
Canada Iron Furnace Co.....	6,500	6,042
Deseronto Iron Co.....	11,616	....
Total.....	100,926	75,922

This shows an increase of 25,000 tons. The Deseronto furnace, it will be remembered, was not put into blast until January, 1899. The output of the Canada Iron Furnace Co., Radnor Forges, and of the Deseronto Iron Co., Deseronto, Ont., is charcoal pig, and that of the Hamilton Blast Furnace Co., Hamilton, Ont., and of the Nova Scotia Steel Co., New Glasgow, N.S., of the coke description.

Although the quantity of pig iron at present made in Canada is so small compared with that made in such countries as the United States, Great Britain and Germany, the possibilities for the future are most promising. And this fact is all the more impressed upon one when one considers what the output is now and what it was 25 years ago. What the output of pig iron in Canada is for the past quarter of a century is shown by the following table:

PIG IRON OUTPUT FOR 25 YEARS.

	Tons.		Tons.
1875.....	4,000	1887.....	39,717
1876.....	4,000	1888.....	22,209
1877.....	13,500	1889.....	24,823
1878.....	16,000	1890.....	25,697
1879.....	16,500	1891.....	20,153
1880.....	23,000	1892.....	30,294
1881.....	18,500	1893.....	46,948
1882.....	21,500	1894.....	62,522
1883.....	32,000	1895.....	31,692
1884.....	29,389	1896.....	52,052
1885.....	25,770	1897.....	33,254
1886.....	26,180	1898.....	75,920
1899.....	100,926		

The figures for the two last years are for calendar, and all others for fiscal, years.

Now there is no further doubt about the establishment of the pig iron industry in Canada, capital will no longer withhold its

aid in developing it. The readiness with which home and foreign capitalists are already participating in the starting of the new furnaces under way and contemplated proves it.

Want of confidence in the possibility of the industry obtaining a permanent footing in Canada has been one of the drawbacks to its development in Canada. Another has been the uncertainty as to tariff and other methods of according legislative aid. But there is now no longer lack of faith

ately moulded. They are (afterwards) fitted into each other, and form a stove about three feet high. I then visited the shed where the workmen were moulding pots, kettles and other hollow ware.

"This establishment is very extensive, employing upwards of 180 men. Nothing is consumed in the furnace but charcoal, which is made in the immediate vicinity of the post. The ore is rich, good and tolerably clean. It formerly was found on the spot, but now the director has to send some distance for it. The management of these forges is economical. It must be readily



A VIEW OF THE HAMILTON BLAST FURNACE.

as to the possibilities, and no alarm as to tariff changes.

CANADA'S FIRST IRON WORKS.

AN interesting glimpse at the St. Maurice Forges in their early history is obtained from a report of an inspector who was sent to visit the different posts in New France in 1752. The following extract is from a translation which appeared in The British and Canadian Review, of January, 1863. After describing his journey to the forges, he writes:

"On entering the forge, I was received with a customary ceremony. The workmen moulded a pig of iron about 15 feet long for my special benefit. The process is very simple. It is done by plunging a large ladle into the liquid, boiling ore, and emptying the material into a gutter made in the sand. After this ceremony I was shown the process of stove moulding, which is a very simple affair, but a rather intricate operation. Each stove is in six pieces, which are separ-

understood that, owing to the numerous branches in which expenditure must be incurred, unless a competent man be at the head of affairs, many abuses would be the consequence.

"This iron is preferred to the Spanish iron, and is sold off at the King's stores in Quebec at the rate of from 20 to 30 castors (beaver skins) per cwt.

"In order to obtain a better knowledge of the possession of these works, I would refer to the notes sent to the Court of France on this subject, wherein will be found all details of their management. I may say, however, that they are unprofitable to the King, and I am assured that, if they were offered on lease at public sale, 100 pistoles per annum might be procured for them. * * * But the officers and servants belonging to the iron works appear to be in very affluent circumstances."

The St. Maurice Forges were, at this time, the property of the King of France, having been ceded to him by the private persons who started them in 1737.

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LEGISLATIVE AID TO THE PIG IRON INDUSTRY.

ALTHOUGH it is over 160 years since the first blast furnace for the manufacture of pig iron was started in Canada, it is not yet fifteen years since a national policy in regard to the iron industry of this country was definitely inaugurated.

When Confederation was consummated in 1867 pig iron was on the free list. And even when the protectionist Government of Sir John Macdonald came into power it was not till two years later that it was transferred to the dutiable list. That was in 1880, when a duty of \$2 per ton was imposed. In 1883 this was supplemented by a bounty of \$1.50 per ton on all pig iron manufactured in the country. This protection of \$2 per ton and bounty of \$1.50 per ton remained in force until 1887. Then, as a result of a

STRONG AGITATION

which sprung up in nearly every part of the Dominion, was inaugurated what we have already termed a national policy in regard to the pig iron industry.

During his speech introducing the legislation giving effect to this national policy, Sir Charles Tupper, then Finance Minister, said: "I say, sir, that while we have adopted the National Policy with reference to other industries * * * in relation to this, the greatest industry of all in this country, and in all countries where iron and coal are found to abound, we have neglected up to the present hour to do justice to this great Canadian industry."

It might be noted, in passing, that relatively unimportant as was the iron industry of Canada 15 to 20 years ago, there was a time anterior to this when it was accounted the most important in the country. Away back in the first decade of the 19th century we are told "the manufacture of iron was the

MOST IMPORTANT INDUSTRY

in Canada." Quite an export trade in stoves was done at that distant day. And Sir Charles Tupper in his Budget speech of 1887, said: "The time is not long since, when charcoal iron was one of the most important industries in Ontario and Quebec."

The way in which Sir Charles Tupper proposed to do what he termed justice to the iron industry of Canada was to place an import duty of \$4 per ton on foreign pig iron brought into the country, and to place anthracite coal, which had been dutiable at 50c. per ton, on the free list. The object of the removal of the duty on anthracite coal was to give cheaper fuel. The United States tariff on pig iron at that time was \$6.72 per ton of 2,000 lb., or over two-thirds higher than the Canadian rate of duty.

MANY CHANGES IN THE BOUNTY.

When Parliament in 1883 authorized the payment of the bounty of \$1.50 per ton, it was decreed that it should remain in force till 1886, from which year until 1889 it was to be \$1 per ton, after which it was to cease. But, on July 1, 1892, a further change was made, the bounty being increased to \$2 a ton until July 1, 1897.

In 1894 the Act in regard to bounties was again amended. The bounty of \$2 was to be given only on pig iron made from Canadian ore. A bounty of \$2 per ton was also authorized to be paid on puddled bars made from pig iron manufactured from Canadian ore, and a similar sum on steel billets made from Canadian pig iron. These bounties were to be applicable till March 26, 1899, in the case of furnaces in operation on March 27, 1894, and in the case of furnaces commencing operations subsequent to that date, but before March 27, 1899, for five years from the date of commencing. This Act was repealed in 1897, and another one, which went into force April 23 of that year, was put upon the statute book. It provided (1) a bounty of \$3 per ton on steel ingots when not less than 50 per cent. of their weight consisted of Canadian pig iron; (2) a bounty of \$3 per ton on puddled bars from Canadian pig iron, (3) a bounty of \$3 on the proportion of pig iron made from Canadian ore, and of \$2 per ton on the proportion made from foreign ore.

Last year (1899) still another Act was passed by Parliament in regard to bounties. This Act decreed that the bounties provided for in the Act of the previous year should be paid to June 30, 1907, at a yearly diminishing rate from 1902—90 per cent. of the bounties to be paid in 1902-3; 75 per cent. in 1903-4; 55 per cent. in 1904-5; 35 per cent. in 1905-6 and 20 per cent. in 1906-7

REDUCTION IN THE DUTY.

The session of Parliament, however, which saw the bounty increased to \$3 on the proportion of pig iron made from Canadian ore and \$2 on the proportion made from foreign ore, also saw the import duty reduced to \$2.50 per ton. There was thus \$1.50 lost on the duty and \$1 gained on the bounty, leaving a net loss of 50c. per ton to the manufacturer.

SUMS PAID IN BOUNTIES.

The amount which has been paid in bounty on pig iron in Canada during each fiscal year since 1884 is as follows:

1884	\$14,090	1892	\$ 30,294
1885	38,655	1893	93,896
1886	39,270	1894	125,044
1887	59,576	1895	63,384
1888	33,313	1896	104,105
1889	37,234	1897	66,509
1890	25,697	1898	165,654
1891	20,153	1899	187,954

The amount paid out in bounties in 1899 was, it will be noticed, larger by over \$22,000 than during any previous year. The companies to which the bounties were paid and the amount each received during the fiscal year ending June 30th, 1899, was as follows:

BOUNTIES ON PIG IRON IN 1899.

Canada Iron Furnace Co., 6,826,975 tons from Canadian ore at \$3	\$ 20,480 93
Hamilton Blast Furnace Co. (\$95,069.98) 12,828.50 tons from Canadian ore at \$3	38,485 50
Hamilton Blast Furnace Co., 28,792.24 tons from foreign ore at \$2	57,584 48
Total to Hamilton Blast Furnace Co.	\$ 96,069 98
Nova Scotia Steel Co., increased allowance (61 Vic. Chap. II) 2,246.943 tons from Canadian ore at \$1	2,246 94
Nova Scotia Steel Co., 1,202.075 tons from foreign ore at \$2	2,404 15
Nova Scotia Steel Co., (production 1898-99), 10,384.28 tons from Canadian ore at \$3	31,152 84
Nova Scotia Steel Co. (production 1898-99), 14,153.74 tons from foreign ore	28,307 48
Total to Nova Scotia Steel Co.	\$ 64,111 41
John McDougall & Co., 270.678 tons from Canadian ore at \$3	812 03
Deseronto Iron Co., 3,240 tons from foreign ore at \$2	6,480 00
Total paid to all furnaces	\$187,954 35

The Ontario Government has also lent financial aid to the development of the pig iron industry. In 1894 it appropriated the sum of \$125,000, out of which the Provincial Treasurer was authorized to pay \$1 per ton on pig iron produced from ores mined and smelted in the Province. The sum to be expended in one year was not, however, to exceed \$25,000. Until the furnace at Deseronto was started, the Hamilton furnace alone enjoyed the advantage of the Ontario bounty.

In 1897 the Legislature of Ontario adopted a bill entitled "An Act to Encourage the Manufacture of Railway Steel and Iron in the Province." That Act provided that "where the Legislature has heretofore authorized or shall hereafter authorize the payment of money to any railway company by way of subsidy, there may be delivered to the company, at the discretion of the Lieut.-Governor-in-Council, as an equivalent for and in lieu of the bonus (wholly where so provided by the terms of the subsidy or agreed to by the company, and in other cases in part not exceeding 50 per cent. of such subsidy), railway steel or iron manufactured in Ontario from ore of which at least two-thirds has been obtained from Ontario mines; and Provincial scrip or certificates in payment of the steel or iron so delivered may be issued payable to the manufacturer by whom the same has been delivered in lieu of the railway company."

THE IRON ORES OF ONTARIO.

NOTWITHSTANDING the well-known vastness and richness of the ore deposits in the Province of Ontario, the development of these deposits has experienced enough ups and downs to discourage any but the most optimistic.

The causes of this were many. One was the total absence for a period of 30 years, ending with 1896, of any blast furnace within the Province; another was the unreliable nature of the foreign market for the ore which, while produced in the Province, could not be smelted therein. Still others were the lack of proper appliances and, in many instances, absence of easy transportation. And to these may be added lack of

\$4,968, while, during 1898, they were only 260 tons, valued at \$402. When the detailed figures are to hand we shall doubtless see that Ontario ores have shared in the increase, although, in the face of the demand for the home market, a large increase can hardly be expected.

REVIVAL OF IRON MINING.

With no iron blast furnace in the Province from 1866 to 1896, and the United States taking less and less, it is not surprising that the development of the Ontario iron mines languished, and that for some years there is no record of a dollar's worth being produced. But, in 1896, interest in the

According to the report of the Bureau of Mines, the proportion of Ontario ores used by the furnace at Hamilton in 1898 was 27 per cent., compared with only 8 per cent. the preceding year.

The official returns, giving the iron ore output for the Province of Ontario in 1899, have not yet been issued, but it is known that the Hamilton furnace, as shown elsewhere, consumed 24,300 tons of Ontario ore, or over 41 per cent. of the total quantity of all ores used.

The Deseronto furnace last year used no Ontario, or, in fact, Canadian iron ore of any kind, but it is this year experimenting with Provincial ore, although it does not expect to use a great proportion of it for some time to come at any rate.

DRAWBACKS TO THE USE OF ONTARIO ORE.

One of the drawbacks to the use of Ontario ore just now is that it is not being mined in sufficient quantity to warrant the blast furnaces in the Province depending wholly upon it for their supply. With iron ore deposits so extensive, and of quality well determined, however, it is only a question of time before the supply will more nearly approximate to the demand. Indeed, we have already seen that in regard to the Hamilton furnace, for, in 1897, it only used 8 per cent. of Ontario ore, while last year it was over 41 per cent.

COST OF BELL ISLAND ORE.

It has been stated that the ore of Great Bell Island can be mined and loaded on ships for from 25 to 30c. per ton. This is not a matter of conjecture, but of actual experience extending over several years, in which 600,000 tons of ore have been mined and shipped. No royalty has to be paid. * * * The Nova Scotia Steel Co. has been selling Great Bell Island ore in Rotterdam at a price which amounted to \$1.15 per ton at the mine, after deducting the cost of transportation, giving it a profit of 85 to 90c. per ton, and we understand that The Dominion Iron and Steel Co. has assurances that it can sell ore in Rotterdam for delivery next year at from 15 to 16 marks per ton, which would give it \$1.65 to \$1.90 at the mine, after paying the cost of mining and transportation, making the profit on every ton of ore mined for export from \$1.35 to \$1.60.—“At the Front Door of Canada,” by Watson Griffin.

The amount of bounty paid on puddled bars by the Dominion Government during the fiscal year 1899 was \$17,511.02, and on steel ingots \$74,644.28. The amount paid the previous year on puddled bars was \$7,706, and on steel ingots \$54,412.



ANOTHER VIEW OF THE HAMILTON BLAST FURNACE.

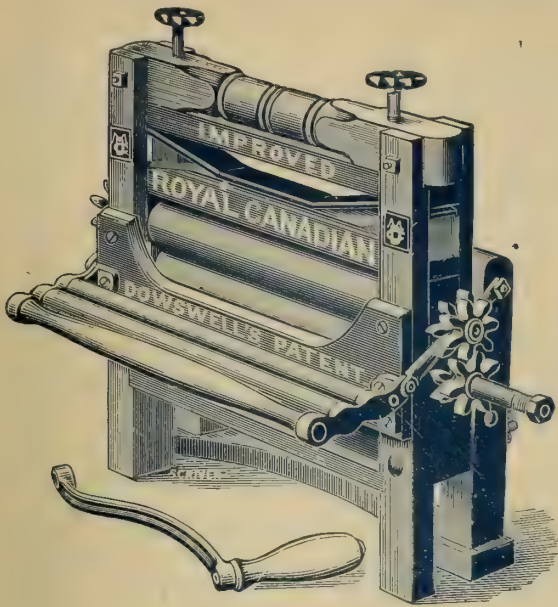
confidence of capitalists both at home and abroad. But one cannot wonder at capital being shy and mining appliances obsolete and inefficient, when there was practically no market for the ore in the home market where it was mined, and only a fickle and unreliable market for it abroad.

THE CHIEF MARKET FOR ONTARIO ORE.

For many years all the ore mined in Ontario was exported to the United States. In 1885 the exports from that Province to the latter country were 52,532 tons; in 1886, 7,330 tons; in 1887, 18,907 tons; in 1888, 13,534 tons. Ten years later than the last given year only 143 tons, valued at \$172, were exported from Ontario. For the fiscal year ending 1899, we have yet no figures showing the exports of iron ore from the Province of Ontario alone, but for the Dominion they were 4,081 tons, valued at

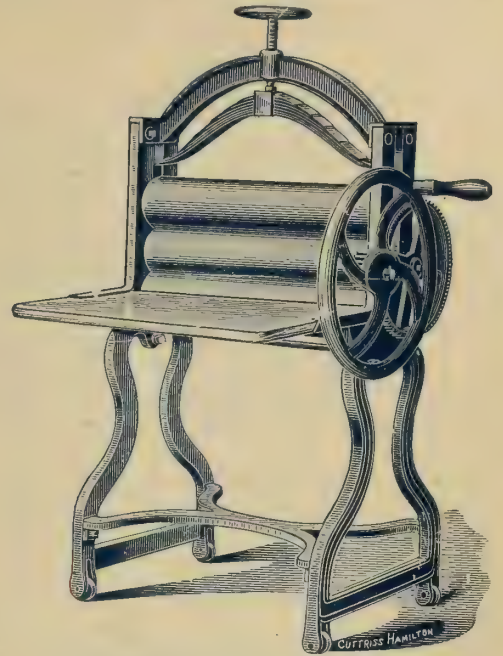
iron ore deposits of the Province was again revived, by the starting up of the Hamilton blast furnace. “The opening of this furnace,” to quote the report of the Bureau of Mines for 1896, “having established a market for ores of good quality, prospectors have been actively employed in searching the Province for them. * * * With the local market which the Hamilton furnace affords, there ought to be substantial progress to record this year in the development of known properties, and, no doubt, new discoveries will be made in parts of the Province not hitherto prospected.”

What the report anticipated was realized, for 15,270 tons of ore were produced where there had been nothing for some years previous. In 1897, the quantity was only 2,770 tons, but, in 1898, 27,409 tons, valued at \$48,875, were mined.



Seasonable Specialties

Barrel Churns,
Wringers,
Mangles,
Egg Crates,
Lawn Swings,
Hose Reels,
Washing
Machines.



QUEEN MANGLE (English Model.)



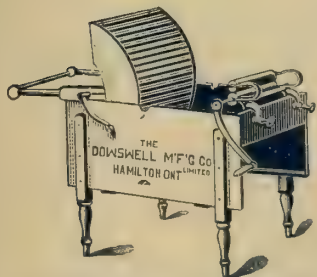
(Style A.) Made in Four Styles.

all on page 1572/10
Dowsell's
see cut 64
Assortment in All
Lines.

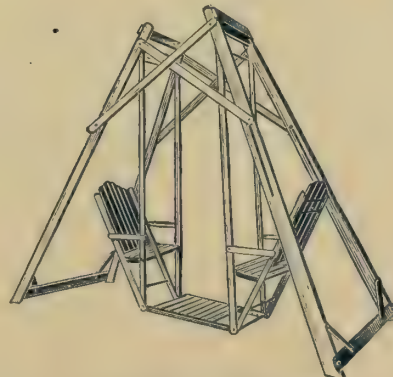
Prices and Discounts on
Application.



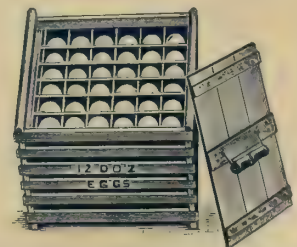
Made in Two Styles—Square and Round.



THE DOWSWELL WASHER.



LEADER LAWN SWING.



HUMPTY DUMPTY EGG CRATE.

The Dowsell Manufacturing Company

HAMILTON.

... LIMITED

W. L. HALDIMAND & SON, Montreal,
Eastern Agents.

Extracts from a letter received from Mr. Fred. B. Tapley, 212 Douglas Avenue, St. John, N.B.



MESSRS. LEWIS BROS. & CO., MONTREAL, QUE.

Gentlemen,—Having made a thorough test of the Shotgun Rifleite Powder which you so kindly sent me, I thought, perhaps, you would like to know the result.


This last October, whilst shooting wild fowl on the north shore of the Province, my opportunities for trying the powder for long distance kills and hard shooting, were many. With 47 grains, by weight, of the Shotgun Rifleite and $1\frac{3}{8}$ oz. of No. 3 chilled in 3-inch Leader, $\frac{3}{4}$ base case, I made a great many phenomenally long kills—longer than with any powder heretofore used. For wadding, I used a thick blue card, a $9\frac{1}{2}$ gauge $\frac{3}{8}$ inch white felt and a pink edge over the powder, and a "B" card over the shot. About $\frac{3}{8}$ inch left for crimp. This combination, I found, suited the powder admirably, making a perfect gas-check.

I found that with a load like the above, my gun could be relied on perfectly at 70 yards. Indeed, I might say that if I held my gun with this load in it on a certain brant sitting in the water, at 80 yards, nine out of twelve times the bird would be killed.

The longest shot made was, as near as could be judged, 120 yards. My boatman considered it further, but I estimated the shorter distance: The bird, a brant, shot down out of a flock of five crossing very high, while not killed, was so maimed as to allow of an easy gathering.

I killed a goose clean, at 100 yards. On approaching the bird with the boat it was found to be lying on its back, just as it had fallen into the water, completely unable to move. A shot like this on such a large bird and at such a distance proved to me conclusively that the powder shot very sharp.

Another thing I liked about the Shotgun Rifleite was the absolute evenness of the burning. I found the combustion remarkably even and quick. In the entire lot of shells which I loaded I did not find the slightest difference, so far as could be seen, either in the pressure or the shooting. One more pleasant feature, and one which should be considered by wild fowl and other shooters using heavy charges, is the complete absence of that "jar" so prolific of gun headache.

Manufactured only by the 

Smokeless Powder and Ammunition Co.

28 Gresham Street, LONDON.

LEWIS BROS. & CO.,

MONTREAL,

Sole Agents for Canada.

Speaking of that ~ ~ ~

AUSTRALIAN SAWING CONTEST,

The "TEAM MATCH" was of little consequence, so far as a test of Saws is concerned. The contest for championship of the world was the real test of men and saws.

Mr. T. Petitt, who was captain of the winning team in the "team contest," won the

CHAMPIONSHIP OF THE WORLD.
using a **DISSTON** Saw.

There were four sawing contests in the carnival. DISSTON'S Saws were used by the winners of 3 first prizes, 3 second prizes and 2 third prizes.

After the carnival, the tools used by the contestants in the different events were sold at auction to help defray expenses. All the DISSTON Saws were quickly snapped up at 14 shillings each. Of the other two American makes entered, two saws brought 12 shillings each, whilst the saws used by the winners in the "team contest"

DID NOT GET A BID.

Disston's "St. Lawrence" Cross Cut is the best saw sold in Canada.

LEWIS BROS. & CO.

30 ST. SULPICE ST.,

MONTREAL

CANADA'S EXPORT TRADE IN PIG IRON.

WHEN the movement for the development of the iron resources of Canada assumed such vigorous proportions some 15 years ago, the chief thought was the supply of the home market.

With iron deposits of such extent and variety as possessed by Canada, it was only a question of time before the export trade must be a matter demanding attention.

Not having a population like that of the neighboring republic, it is obvious that not a large increase in the number of blast furnaces would mean an excess in the

supply for an export trade in Canadian pig iron is being gradually laid. The work of laying it has been going on more especially during the last three or four years, although very quietly.

The quantity, at this stage of the pig iron industry, is necessarily small. When, however, the proposed four furnaces of The Dominion Iron and Steel Co., Limited, Sydney, Cape Breton, whose special purpose is to cater for the export trade, are erected, to say nothing of the new charcoal furnace at Midland, now being erected, we

the necessary order was given, the work was never begun.

But whatever may have been attempted a century and a half ago, all we are interested in for practical purposes now is the exportation of pig iron during recent years.

During three of the last ten years no pig iron whatever of home production was exported from Canada. These were 1890, 1891 and 1894. In the two first named, 15 and 34 tons respectively of foreign-made pig iron were exported; but in the last named no pig iron of any kind was sent out of the country. The seven years out of



NELSON—A BRITISH COLUMBIA MINING TOWN.

supply if the home demand were alone to be relied upon. It is also just as clear that, if development after a certain point was to be reached, Canada must enter the field as a competitor for the foreign market.

Canada has not yet reached that stage where the output of native-made pig iron is equal to the demand of the home market, but, with four furnaces in blast and others building or in contemplation, it is certain that the day is very near at hand when it will be, without taking into account the couple of furnaces which are probably only temporarily idle.

But, although the home demand has not yet overtaken the home supply, a founda-

tion may confidently look for a material expansion in the sales of Canadian pig iron on foreign account.

It would appear that the first recorded exportation of iron of Canadian production was under the French regime, when some of the surplus which the colony made was sent to the parent State; but then, as often since in other countries besides that of France, articles of colonial make were not looked upon with favor. Whether the reflection cast upon the iron was warranted or not, the authorities that condemned it proposed that a naval establishment be started at Quebec for the purpose of making iron warships out of Canadian iron; but, although

the last 10 during which pig iron of home production was exported, together with the quantity and value so exported, were as follows:

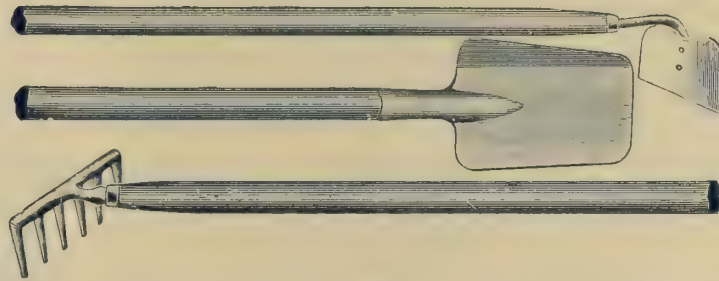
	Tons.	Value.
1892.....	3	\$ 95
1893.....	12	330
1895.....	259	6,202
1896.....	1,940	45,363
1897.....	2,627	65,555
1898.....	2,403	61,029
1899.....	2,188	50,767

The following are the countries to which the pig iron exported from Canada in 1899 was shipped:

	Tons.	Value.
Great Britain.....	802	\$14,914
Germany.....	157	4,200
United States.....	1,229	31,653
Totals.....	2,188	\$50,767

Write for Catalogue--- JUST OUT.

SPRING
1900



SUMMER
1900

Sporting Goods, Croquet Sets, Hammocks, Skipping Ropes, Toy Garden Tools, Sailboats, Sand Spades, Pistols, Air Rifles, etc., etc.

Express Wagons, Fine Bent Rail Wagons, Toy Carts, Wheelbarrows, Velocipedes, Tricycles, Doll Cabs, etc.

Importers and Wholesale
Dealers in ...

Fancy Goods, Notions, Sporting
Goods, Woodenware, Toys and
Games.

NERLICH & CO.

35 FRONT ST. WEST, TORONTO.

ACETYLENE ... GAS LIGHTING

THE

"HAPPY THOUGHT" MACHINE

Made on New Principles—
"Carbide to Water."

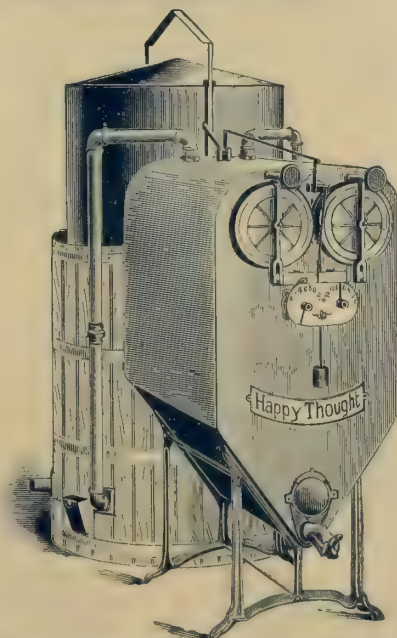
Satisfaction Guaranteed.

Investigate, and you will not buy Machines
made on the old sprinkling system.

OUR MACHINE...

Has a preference from
the Fire Underwriters'
Association.

SEND FOR LIST.



office over clothing store, and with only ordinary attention we get excellent service. I might say further that as long as I can get Acetylene Gas light, I would not go back to kerosene lamps under any circumstances.

The Guelph Acetylene Gas Generator Co. Kingston, Aug. 10, 1899.

Dear Sirs, The 4-light, No. 3 Machine, which is running all night on Swift's dock, is giving splendid satisfaction.

J. W. OLDFIN.

The Guelph Acetylene Gas Generator Co., Guelph, Ont. Ayr, Aug. 24, 1899.

Dear Sirs,—After experimenting with several makes of generators for Acetylene lighting, I am now satisfied that your Generator does the work economically and is perfectly automatic, gives no trouble in over-generation, and is simple in operation.

Yours truly,

JOHN GOLDIE,
President of Goldie Milling Co.

Messrs. Guelph Acetylene Gas Generator Co., Guelph. Bowmanville, Aug. 10, 1899.

Gentlemen,—The 300-light Machine purchased from you for our factory is giving entire satisfaction, and is proving very economical, as every particle of carbide is dissolved, there is no waste whatever. It is easily handled and clean, and is a great improvement on anything we have ever seen. It gives a steady, soft light. Our men say that it is 50 per cent. better than the old gasoline gas that we formerly used, and there is no smell from the burning of it, as there was from the old gas.

Yours truly,
DOMINION ORGAN & PIANO CO., Limited.

The Guelph Acetylene Gas Generator Co., Limited, Guelph. Mimico, Aug. 24, 1899.

Dear Sirs,—I have pleasure in stating that the Generator you put in for me early this year has proved to be very satisfactory. The system adopted in the "Happy Thought," of allowing a small quantity of carbide to come in contact with a large body of water, instead of vice versa, as under the old method, is a decided improvement; the automatic feed arrangement and double cylinder reduces the element of danger, with anything like ordinary care, below that of coal oil lamps.

Yours truly,

W. H. ADAMSON,
of Western Assurance Co.
Mount Albert, Aug. 11, 1899.

Guelph Acetylene Gas Generator Co.

Gents,—I feel satisfied that the improved Generator you supplied me with for my gas plant, is the most complete automatic arrangement on the market. I fill my carbide holders and put them in position as directed in the instructions, and go about my business, knowing that the machine will do the rest. The machine you now send out, I feel certain, has no superior on the market.

Yours truly,

WM. T. LLOYD,
Chemist and Druggist.

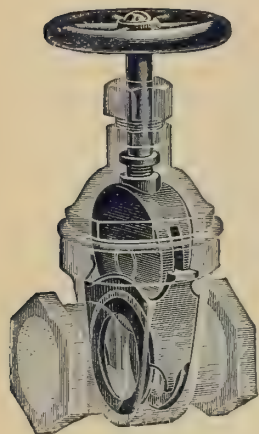
The Guelph Acetylene Gas Generator Co. Lockport, Nova Scotia, Aug. 16, 1899.

Dear Sirs—I have had your new machine set up now for about one month. It is giving me first-class satisfaction in every respect, giving me regular service and a clear, nice light. I am now lighting with my 25-light Machine: Clothing Store, Grocery Store, and Doctor's office.

Yours truly,
INGRAM LOCKE.

THE GUELPH ACETYLENE GAS CO., Limited, Guelph, Ontario

The Fairbanks Standard Scales



Accurate. Durable. Sensitive.

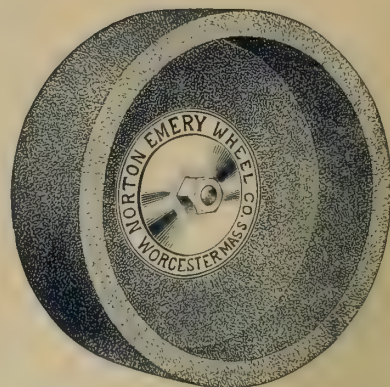
Well finished and attractive. The Perfection
of the Scalemakers' Art

The Fairbanks Valve

Asbestos Disc made in all sizes.

TRUCKS

A full line of Railway and Warehouse Trucks
always in stock.



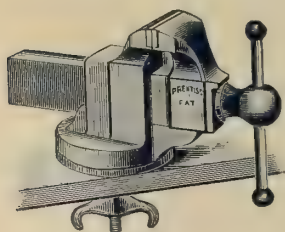
EMERY WHEELS

Sole Agents for the celebrated NORTON EMERY WHEELS.

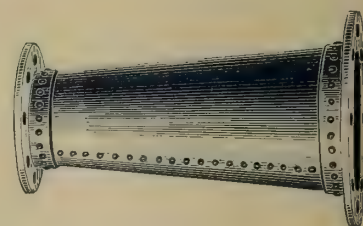
Foster Pressure Regulating Valve.

WE CARRY A FULL LINE OF STEAMFITTERS' SUPPLIES.

PULLEYS, BELTING, HANGERS, SHAFTING,
NICHOLSON AND AMERICAN FILES,
PRENTISS VISES, YALE AND TOWNE BLOCKS.



FAIRBANKS
STANDARD
MEANS a
STERLING Article
made by a
STERLING People.



ROOTS'
SPIRAL
RIVETED
PIPE.

GAS AND
GASOLINE
ENGINES

Our Own Make.

Write us for Prices and Catalogues.

We are pleased to give information.

THE FAIRBANKS CO.

749 Craig Street

MONTREAL.

F.E. KOHLER & CO. CANTON OHIO.



WE SOLICIT YOUR TRADE



all returned

9/4/80



A logo for F. Kohler & Co. Canton, O. The text is arranged in a semi-circular arc, with 'F. KOHLER & CO' on the top line and 'CANTON, O.' on the bottom line. The logo is dark and appears to be a stamp or a seal.

THE HARDWARE SPECIALTY MFRS.

THE ART OF WINDOW DRESSING.

A Series of Articles by Experts and Critics.

HARDWARE WINDOW TRIMMING.

By H. H.

THE hardware merchant does not, as a rule, give much attention to his window displays, claiming that window displays are all right for the dry goods or fancy goods houses, who carry bright and attractive lines of merchandise. This is where Mr. Hardwareman makes a big mistake, and he does not realize how many a dollar goes by his door that he might have if he took an interest in his window and interior trims. I admit the nature of hardware articles are, in themselves, a very difficult line of goods to show, and a great many will say there's nothing attractive whatever in a hammer or saw, but by clever scheming excellent hardware shows can be made that will not only stop the people, but will induce them to purchase.

One of the most attractive and

MONEY-DRAWING DISPLAYS

I ever had was a hardware trim. At the Central Canada Exhibiton, last year, the finest exhibit in the main building was one of hardware, and hundreds passed displays of fancy goods, etc., but stopped and observed closely and commented on the artistic display of hardware shown by a hardware manufacturing firm.

Individuality in hardware trims is the main object to be kept in view, the same as in all other lines of business. One line of goods shown at a time is preferable to a jumbled-up display consisting of a little of everything. Take a line of cutlery and make up a display of that. Dozens of fancy designs can be made up with cutlery. Ticket every line. After cutlery has had a showing of a few days, or a week at the most, change your window to one, say, of carpenters' building tools.

TICKET EVERY ARTICLE.

Without this a window's usefulness is no good. Give this window a run for a few days and then change it to one of agate-ware, stoves or tinware.

The idea I wish to convey is, windows of one kind at a time. Pricetickets and cards are very important. A customer will pause in front of a well-ticketed window in nearly every case, where without tickets the display would not prove as successful. Ticket

should be attractive, not too large or too small. A card about four inches square is about right, except where goods shown are small, and then the cards should not be so large as to hide the best part of the article shown.

Backgrounds in hardware trims should generally be solid. The boxed window is preferable, and the goods can always be made into fancy designs by tacking or nailing them on. Black is a good color and shows off nearly all hardware goods splendidly.

For a display of highly-polished nickel ware, white is preferable. Half circles made of 1/2-inch board and covered over with

BLACK OR RED MATERIAL,

serve as splendid necessities for showing small hardware articles on, and can be placed in dozens of positions. Stars, crescents, horseshoes, Maltese crosses can be made of some 1/2-inch stuff, and, if covered over with black velvet, and then, by arranging cutlery, etc., on in fancy designs, will, when nicely grouped, make a striking display.

A nice idea for showing garden implements can be carried out by having a pretty garden scene (the full size of back of window) painted on cotton. This can be done cheaply with house paints. Then cover the bottom of window with sod. A few small trees can always be easily got, and, if placed here and there, will

GIVE REALITY TO THE SCENE.

Then place, say, a garden hose, a lawn mower, and whatever is used in gardens or lawns generally. This would be a change from the ordinary, everyday trims of these goods, and would, no doubt, repay the trouble and time spent on it.

A novel hardware trim was seen recently in a hardware window. The firm was running a line of rat traps at a bargain. The window was filled with rat traps, and in each trap was a live rat. A card bore the following: "Rat Hypnotizers—15c. each." The novelty of the advertisement was striking and the idea original. Every passerby could not help stopping and criticizing, and no doubt the firm's window was talked about all over the town.

During the summer months the hardware

stock affords many interesting and attractive window displays. Take, for instance, sporting goods. Here is a line that can be shown in novel ways. Scenic backgrounds come in nicely here. Instead of the usual "thrown-in" displays, why not get a pretty scene painted (same size as window) of some beautiful forest scene with a trout stream near by, and, say, a deer, or game of some kind, shown in it? Fishing tackle, guns, ammunition could be nicely arranged in front of a background of this kind, and, if sodded, would make up a catching trim. Try this idea some time and see how successfully it works. Take a walk through the different departments and

PICK OUT EVERYTHING

you can find, at, say, 10c. Arrange them nicely in the window and place a large card in centre of display reading: "Any article in the window is yours for 10c." You will be surprised with the good results from a window of this kind. The same idea is good with any prices under 25c. Hundreds of odds and ends can be cleared out this way, and it is a good way of keeping stock clean of broken lines. The illustration on opposite page is a splendid one of a general line of tools, etc., and illustrates how an attractive showing can be made up of hardware. The background is made up of panels overlapping each other and covered over with crimson velvete. Velvete is a new material for covering arches, pillars, and, in fact, anything in woodwork. It is put on with the brush, same as paint, and, when dry cannot be told from velvet. It is made in all colors. **HARDWARE AND METAL** will be pleased to give anyone the address of the firm manufacturing this covering. A display similar to this can be carried out in a window half the size. The idea of the "boxed" window is also shown in the illustration. The three sides are solid and anything can be nailed to them. A few price tickets on the different articles would have heightened the trim considerably.

The matter of lighting the window is an important one. The lights themselves should seldom be seen. If lamps are used it is better to have two, one on each side, and backed by a powerful reflector.

SOME WINDOW DISPLAYS I HAVE SEEN.

BY J. S. M

It makes little difference what the size of the window, the merchant who has good taste in the setting forth of his wares, will manage to make the window attractive and interesting. One of the nicest displays I have seen was in quite a medium-sized window in a store making little pretension to grandeur. The thing which was noticeable in every aspect of the decoration was that there was originality in it. Things were not set out exactly the same as in every other store in town, hence the striking character.

A LARGE MODEL OF A SKATE

about six feet long was running across the whole length of the window—made probably

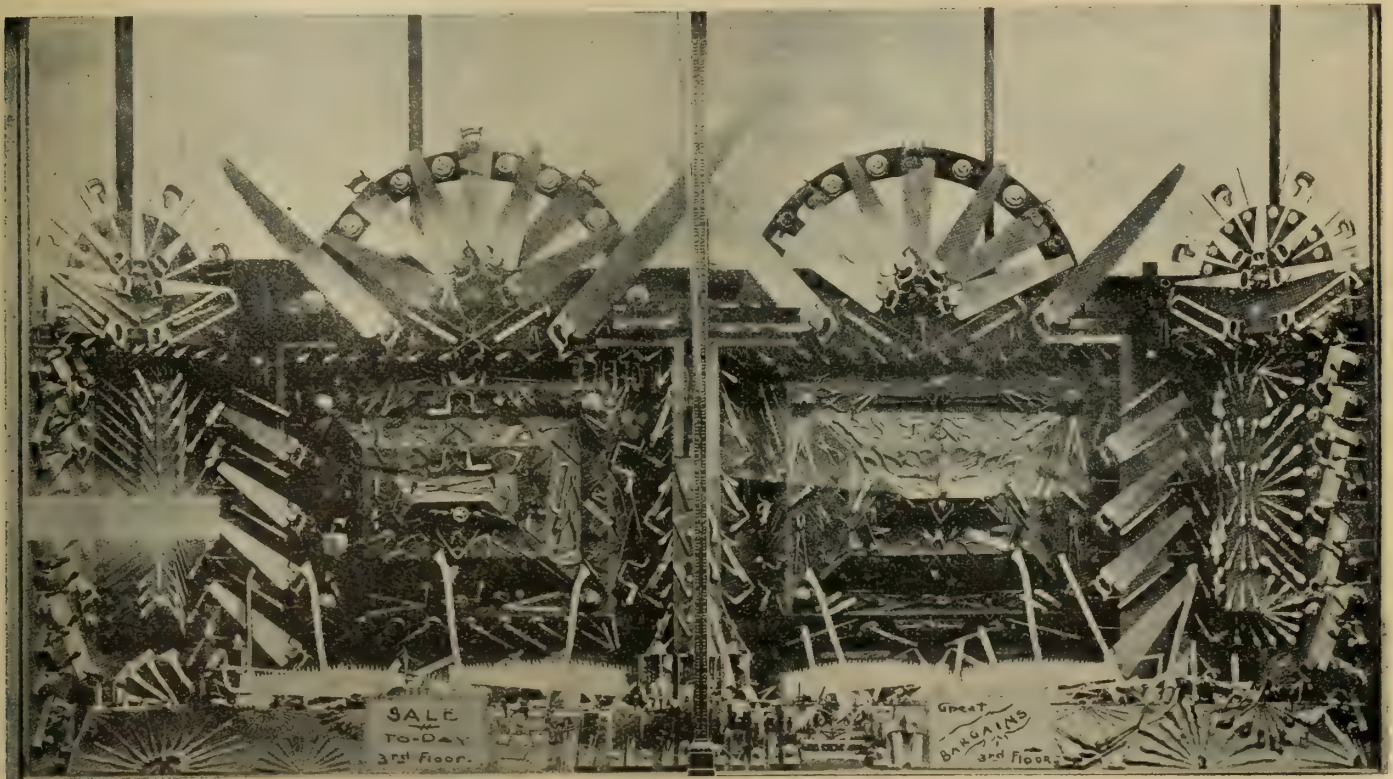
knife. On the centre of the sill was an imitation ice palace built of glass—little pieces of ordinary window glass cut about 2 x 3 in., and piled in the shape of turrets and battlements. The whole was mounted on what looked like a large block of plaster of Paris. It was, however, a box coated over with this material, with diamond dust sprinkled over it. The glass and all were cemented together, and the whole effect was very fine—an exceedingly good representation of an ice palace built in the snow. These three figures constituted the chief characteristics of the display, while the rest of the window was fitted up in appropriate style with various tools and cutlery. Iron

cut out of it, and a card underneath "We cut glass." Likewise a plate mended with cement. On a glass ledge were several lumps of rough metal called "natural bronze." Behind were kegs and small barrels of the different paints and oils, all scrupulously clean. There were none of those dirty looking tins with big blotches of blue paint figuring on them, which make some windows look like a boneyard. These two windows were, as I say, comparatively small, and it will be seen that good use was made of the opportunities at hand.

The next window to be mentioned was, without doubt,

THE FINEST YET SEEN.

Probably three times the size of the former ones, it had, of course, much better facilities for display. Another thing, and one that



AN ELABORATE WINDOW DISPLAY.

of wood, but looking like aluminum. In the blade were four or five holes in which were inserted incandescent lights. These lit up the metal work prettily. From the large skate were hung several ordinary skates all turned the same way and at even intervals. The model hung, I should say, about two feet from the floor of the window. Above and at the back was a clock most ingeniously contrived from various goods. The face was a circular saw with the numerals painted on it; and it was further enlarged by the addition of tack hammers and hatchets stuck round the edge, heads pointing outward from behind the saw. The hands of the clock were respectively a small saw and a

brackets at the side held tea and hot-water kettles, and a few bird cages hung from the ceiling.

The opposite window was devoted to a different line of goods.

OILS AND PAINTS

were the predominating feature, and of these, good use had been made. Here again the effect was made living and up-to-date by comparatively simple devices. In the centre was an ornament in the shape of a bronze horse, with the statement under it that the bronze was done by a certain brand of bronze coloring. This device may be employed ad infinitum. Above hung a circular piece of glass with a round hole

produced quite an effect, it was on the sunny side of the street. This in itself is quite a matter in a hardware display, as everything glistens. Immense circle designs adorned the whole upper part of the back wall of the window, these being formed of large hand-saws, handles in the centre. Either 2 or 3 of these designs ornamented the back of the window. The floor was covered with white toweling material, and had a sloping front. On this front skates were arranged in order fastened by little holders. The lower back of the window was taken up by three wooden ledges or shelves, built solid like steps, and varnished a light brown color. On the top one large wooden planes stood,

GLASS TO IMPORT DIRECT.

EVERY DESCRIPTION OF WINDOW AND PLATE GLASS.

GLASS

HALF MILLION FEET IN STOCK.

Toronto Plate Glass Importing Co.

STAR and Double Diamond
Glass.
100-feet Boxes, from stock,
any quantity.

*Send for Our
Catalogue.*

BEST WHOLESALE PRICES. PROMPT SHIPMENTS FROM STOCK

FANCY AND ORNAMENTAL, ALSO LEADED GLASS.

endwise, and on the face of it all kinds of augers, screws, gimlets, etc. On the next were metal planes of the small type, and, on the lowest of all, longer ones along with other implements.

The main floor was not a heterogeneous mass, looking as if a few kegs had emptied their miscellaneous contents on to it, but arranged in an orderly manner with a variety of articles, such as thermometers, bells, and corkscrews. Silverware and fine cutlery added a richness to the whole display. In the centre was a glass globe case containing the safety razor stropping machine. From a brass rail in the front of the window hung dog collars, razor strops and similar goods. Up the front corner were hung covers for dinner dishes of various shapes and sizes, large ones at the bottom, small on top. On

ever, by having them curved instead of being cut at angles, and fitting into one corner. Besides, they were five in number, and consequently smaller. These shelves were for the most part filled with kettles. At the back a large central ornament had been made of feather dusters. The different colors of these made a pretty sight in combination, formed as they were into a circle with feathers outside. On the wall beautiful designs were worked out with paint and plaster brushes on a blue paper colored ground. Inside a large square, various crosses and other emblems were nicely shaped. Brushes, blacking etc., were ranged on the floor in front of bread tins and tea canisters.

A PRETTY DEVICE attracted my attention in a down-town

HELPS TO GOOD WINDOW DISPLAYS

By D. C. M.

BEFORE a merchant can expect the best results from his window displays he must look to it that his windows are as well suited for the purpose as he can make them. Light, rather than size, is the important point in securing effectiveness of display. As already stated, experience has shown that windows of ordinary, or even less than the ordinary, size can be made decidedly attractive. But a poorly lighted window never shows to the best advantage the goods it contains. For this reason, if for no other, every hardware dealer would find it a paying investment to instal, if he has not yet done so, a plate-glass front of the most attractive finish. An excellent front, containing two lights 7 x 7 ft., facing



SCENE IN WESTERN ONTARIO—ON SHOAL LAKE, LOOKING NORTH.

the side wall, files, hammers and hatchets, with other smaller tools, were affixed in different designs, and toward the door was a line of whips. The impression given by the whole display was one of genuineness. There was no pushing of special goods, very few, if any, paper cards or labels. It was a collection of good solid material, and required no other recommendation than inspection.

The opposite window was devoted partly to

GUN SUPPLIES

and partly to such large goods as carpet sweepers, washing machines, etc. The latter articles are perhaps not the most suitable for decorative purposes, but nevertheless everything was made to look ship-shape. As in the other window, these were at the back shelves. The effect was varied, how-

store. On a frame consisting of two parallel bars of wood were affixed the letters S K A T E S. This design took the whole window. All were formed of wood, but covered with mirror glass, which looked particularly bright in the electric light. A kind of pyramid of ledges was built up in the centre, these being covered with green cloth and faced, as in the other case, with mirror glass. Small cutlery was here shown to advantage. Thermometers hung from a wire across the window. It is a great thing in such an arrangement to see that the articles are not hung crooked or at irregular intervals. Very pretty designs can be made from such ware as files. A little ingenuity can turn these articles into veritable artists' material. There are ever so many small tools and other articles that can be thus utilized.

the street, and two 5 x 7 ft., leading to the doorway, could be put in position in almost any town in Eastern Canada for about \$100. This money, put in a bank, would draw \$3. The insurance on it, at the rate charged, 7c. per square foot for three years, would be \$11.76 for three years, or \$3.92 per year. We may, therefore, base the cost of a really effective front at \$7 per year. Apart from the dignity a plate-glass front gives any store, this expense would be more than compensated if the improved facilities for display led to the sale of 60 or 75c. per week. The lighting of the window in the evening is also important. The best system of lighting that I know of is one where three incandescent lights are attached to the ceiling near the front, and so turned that the reflectors around them concentrate their light on the goods shown. The position of

the floor should be carefully considered. It would be better to have it too low than too high, for when it is desired to put the bottom of the display higher than the floor a temporary floor can be built during spare moments. The ceiling should be high as possible, that the windows should aid as much as possible in lighting the store. It would be well, for this reason, to have strips of Luxfer Prisms, 18 in. or 2 ft. deep above the windows.

HELPS TO WINDOW DISPLAYS.

Not only is it essential, in order to get the best returns, to have the most suitable window, but also to have a distinctly fitting method of displaying each line. While stoves are well shown on a low surface that they may be examined from above, cutlery is best seen from a position near the level of the eye of the person on the street. This entails the necessity of preparing display appliances to suit the particular style of goods shown. This, however, can be done in leisure moments by either the window-trimmer himself, or by some of the clerks, at his direction. By the use of a few boards and nails, both of which are easily enough secured, a stand of almost any shape can be made. Such stands should always be covered with some material. Paper is good, cheesecloth is better, while for small stands to show high-class goods, felt or plush is used by many dealers. Green, dark red, blue, pink, yellow and black are the favorite colors.

A CENTRAL THOUGHT.

In starting to make a display it is always well to have a central idea, and to make everything shown contribute to impress that thought. For instance, the idea to be presented may be your range of sporting goods. To put in your window with the sporting goods a number of kitchen supplies, etc., would detract from, rather than add to, the effectiveness of the display, for while a double display of this kind would attract some attention from both sporting men and women who use kitchen supplies, it would attract nothing like the interest from either that a display entirely devoted to sporting goods would from men, or that a window full of kitchenware would from the women. One class of people should be sought to attract at a time. And generally it is best to limit the display to similar goods. For instance, graniteware, tinware, copperware, etc., for the household, go well together. So do carpenters' tools and builders' supplies.

A CUTLERY WINDOW.

By thus having a definite, central thought in mind when starting to make a display, and by adopting the most suitable method of showing the goods, the best possible

results are naturally obtained. These factors have resulted in making the cutlery displays of E. Nicholson, Yonge street, Toronto, the most striking I know of. A description of the display he is now making may give an insight into his method. His window is a narrow one, with no opening to the street but the glass at the front. About four feet from the level of the walk outside a table is built, reaching from the back of the window to very near the glass. This is covered with pink cheesecloth. In the central front part of the table fancy pearl-handled knives are shown in a large semi-circle, the base of which is towards the front. To the right of these, silver forks and spoons are shown in small, dainty boxes of a half-dozen each. To the left, sets of scissors in leather cases, safety razors and ordinary razors, in sets, are arranged. At the back of the table, table-knives, carving-knives, etc., are displayed in their large elegant cases. This portion of the display is much like what may be seen in many hardware stores. But there is more here. Knives, stuck by their open blades into the table, hold small, circular pieces of cork, into which razors are stuck by the tang or knives by the blade. Wires suspended from the ceiling sustain hoops of iron or wood, from the circumference of which scissors or knives converge toward the centre. The scissors are kept firm to the wire hoop by attaching the handles to the edge and running a slip of ribbon through each. A cross of wood near the back and a long strip close to the window are literally covered with knives whose blades point in all directions. It is noteworthy that the knives in each group are of the same price, and that attention is directed to this fact by cards stating the price. The space beneath the table is not wasted, for here carving-knives are shown on a dark colored stand, which inclines to within a few inches of the window floor.

A DISPLAY OF BRUSHES.

The best-arranged display of brushes that I have seen for some time was made in an altogether different manner. At the back of the window two stands were built to fit in each corner. On each of these were five steps, covered with yellow cheesecloth. The floor was covered with white cheesecloth. The space between the two stands at the back was filled with brooms, which formed a fan-like figure, with the handles grouping at the floor. Sticking above them was another similar figure, made of whitewash brushes. On the northern stand painters' brushes were shown, the larger ones on the bottom and the smaller on the top steps. On the other stand hair brushes, shaving brushes and tooth brushes were shown. Scrubbing brushes filled the space between

the stands and covered the floor to the centre, where was a heap of cheap finger brushes. To the north of this division coarse painting brushes of various sizes were arranged, while to the south clothes brushes and whisks, blacking brushes, etc., were shown. Two cards were shown at the front. One read: "We keep everything in dry colors and wet paints"; the other: "We carry everything in boot-blackening, stove polish, etc."

A PAYING INVESTMENT.

THE experience of all hardwaremen who have made a determined effort to make window dressing a paying feature of their business has been so uniformly and decidedly favorable that it is hardly necessary to advocate that more attention should be given to the desirability of dressing windows as attractively as possible. It is generally realized that time, thought and money spent in making hardware windows attractive prove well invested, for a striking window is as good an advertisement as any retailer can count on in the course of business. There is good reason that this should be so, too, for it is but natural that buyers should be more easily influenced by the sight of an article they desire to buy than through hearing of it in any way. And the sight of an article in a window frequently leads to sales to persons who had no thought of buying till they saw the article. We will concede, therefore, that it pays to dress hardware windows as well as possible.

While, however, it is generally admitted that it pays to make hardware windows so striking that buyers will not fail to notice them, many hardwaremen question the possibility of making their windows so attractive. But to such there is a safe, strong answer in the fact that many hardwaremen do succeed in making their windows uniformly interesting.

Two of the most consistently attractive windows I can remember are in a general hardware store. Both of these are of ordinary size. Another window which never fails to be interesting is in a cutlery store. This window, like the store it is in front of, is about half the ordinary size. There are at least half a dozen other windows of various sizes which are often, if not always, dressed so that they attract attention from the majority of those who pass by. The departmentals, too, make as good and as interesting displays of hardware as they do of dry goods, groceries, or any other line.

In the instances I have referred to, and, in fact, in all cases I know of, good hardware displays have been a result of carefully considered and well carried out planning.

Pocket Edition

THE

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COMPANY LTD

MONTREAL, QUE.
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ALL PRICES SUBJECT TO MARKET CHANGES.

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Canada
Paint
Co.

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HARDWARE DEALERS' MAGAZINE

—OF—

NEW YORK.

One Dollar a Year

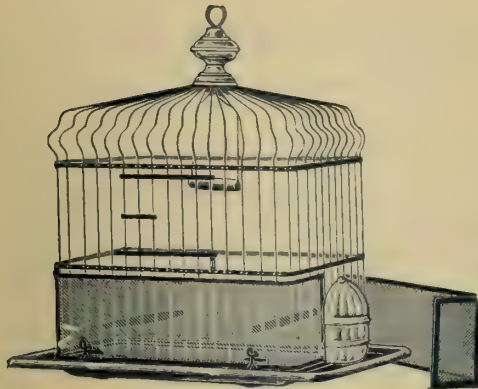
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To England, Ireland, Scotland, the Continent, South Africa, Asia, Australia, and the Orient,

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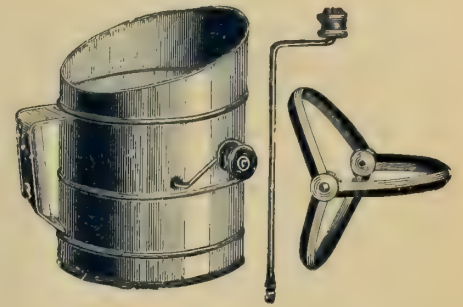


Pieced Tinware
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Returned
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NEW PATENT LIFT



Fly Traps
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 Japanned and Brass
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 Tubular Lanterns

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E. T. WRIGHT & CO.

Manufacturers

HAMILTON

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CANADA

SOLE OWNERS OF

"Scheipe's" Patent Stove Pipe.



SOLE OWNERS OF

"Cooper's" Patent Elbows.



THE COAL OUTPUT OF TWO PROVINCES.

COAL mining, like many other Canadian industries, enjoyed exceptional prosperity in Canada during 1899, the production being in excess of any previous year since Confederation.

Beginning with Nova Scotia, we find the conditions have been most satisfactory.

The total production for the year was 2,650,000 tons, or an increase of over 500,000 tons compared with 1898. But the satisfactory feature about the coal mining industry of Nova Scotia was not confined

current year will exceed even those of 1865. The exports to the United States last year would have been larger than they were, but for the fact that the demand from that country became more active at a time when the mines were too busy in filling orders from other directions to give it as much attention as they otherwise would.

In its reference to the coal mining trade of Nova Scotia for 1899, The Maritime Mining Record, in a recent issue, said: "Only once in the last 50 years did the increase in any year over the preceding

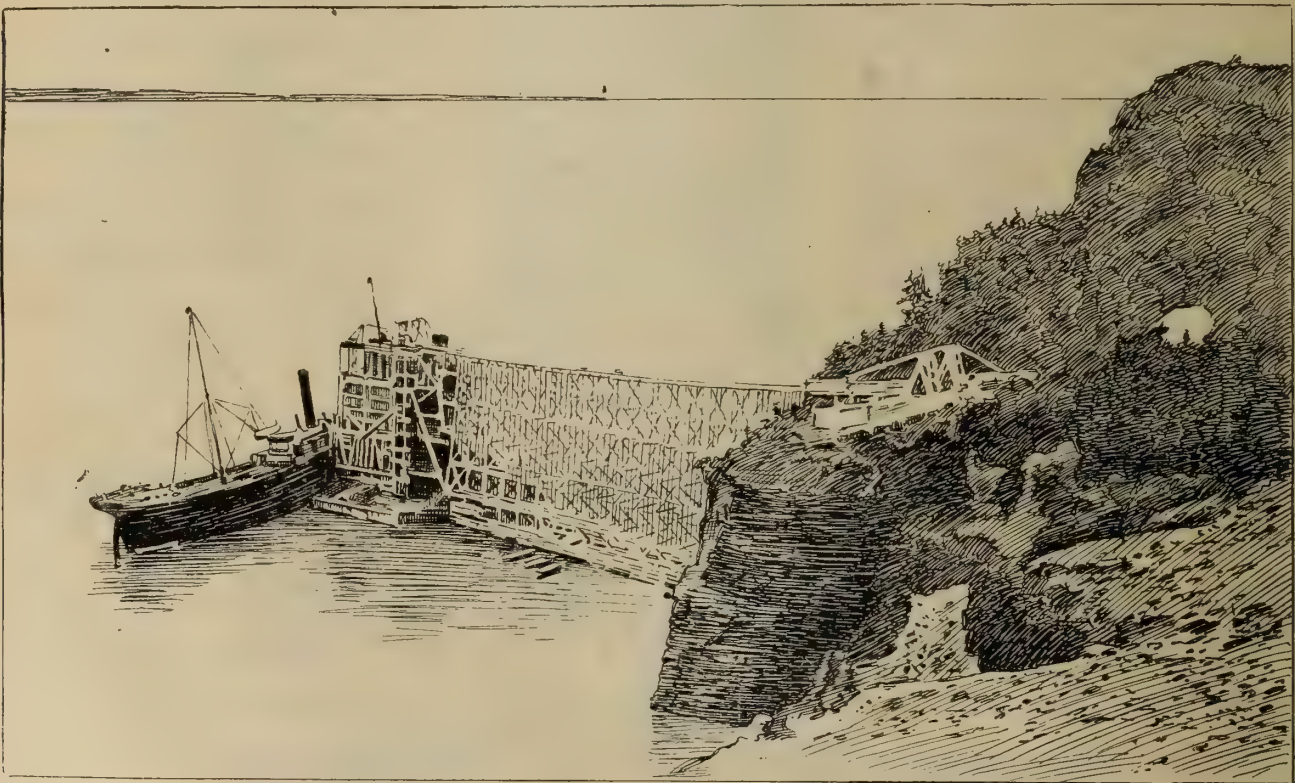
THE COAL INDUSTRY IN BRITISH COLUMBIA.

The increase in the coal output of British Columbia, while not as large as in Nova Scotia, was, nevertheless, material, the gain in the Vancouver Island collieries being nearly 50,000 tons. The mines of The Crow's Nest Pass Co., at Fernie, B.C., are also increasing their output at a rapid rate.

The total output in British Columbia last year was 1,282,451 tons, made up as follows:

	Tons.
New V. C. Co.....	614,808
Wellington.....	257,443
Union.....	206,871
Alexandria.....	47,129
Wellington Extension.....	40,000
Crow's Nest Pass Co.....	116,200
Total.....	1,282,451

The output of the Vancouver Island collieries, which comprise all the above except



WABANA PIER—From where the iron ore of the Great Bell Island Iron Mine is shipped.

to the output alone. The shipments also showed a gratifying increase. The shipments of The Dominion Coal Co. increased by 434,861 tons; of The Cumberland Coal Co., by 28,000 tons; of The Acadia Coal Co., by 57,530 tons; of The International, by 7,063 tons. Only two companies showed a decrease. The aggregate increase for the Province was 517,386 tons, the total quantity shipped being 2,654,794 tons, against 2,137,408 tons in 1898.

The quantity of coal shipped to the United States was between 265,000 to 275,000 tons, the largest since 1865, in which year 465,000 tons were sent to that country. It is expected that the exports from Nova Scotia to the United States during the

year reach 30 per cent., and only twice did the figures show an increase, compared with the figures for the year preceding, over 200,000 tons. The year just closed marks a new era in the history of the coal trade of the Province. No longer will an increase of 50,000 or 100,000 tons in a year be considered cause for congratulations. From this out, the increases are expected to come by the 400,000 and 500,000 tons. * * * The briskness in the trade has not been confined, as sometimes in the past, to particular districts. All the counties have been beneficially affected. * * * For the first time, probably, in the history of the trade, 1899 witnessed employment at all of the collieries the year around."

the last named, was 1,166,251 tons, against 1,117,915 tons in 1898. Just what the Crow's Nest Pass mined during the calendar year 1898 we do not know, they only having begun operations that year. But in the report of the Vancouver Board of Trade of June 30 last, the output for the preceding 12 months was given at 9,334 tons. And the report of the directors, submitted at the recent annual meeting of the company held in Toronto, showed that the monthly output at the mines had increased from 5,301 tons in January, 1899, to 15,219 tons in December of the same year. If this latter rate is maintained during the year the output for 1900 will be over 182,000 tons.

The total foreign shipments of Vancouver



MANY BUYERS.

Returned
10/4/00



Manitoba Agency:

MERRICK, ANDERSON & CO.
WINNIPEG.

British Columbia Agency:

JOHN BURNS, Jr.
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Y. UPTODATE

Does the stove business
now of the town !

He handles the D. Moore Co.'s
goods exclusively.

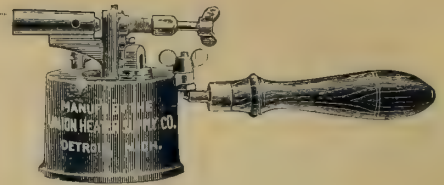
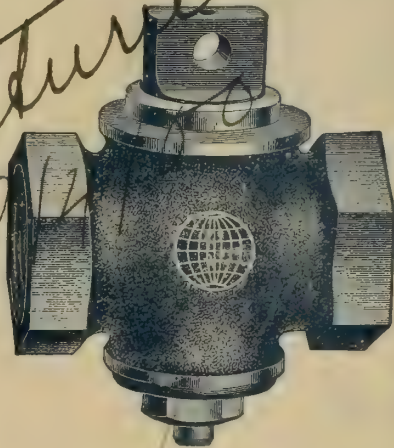
THE GLOBE BRASS WORKS

13 and 15 Macomb Street,

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Steam Cocks,
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Bar Faucets,
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Picnic Pumps,
Ice Box Pumps,
House Numbers,
Etc.



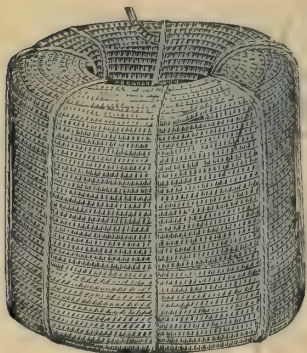
Gasoline Fire Pots and Torches for tinnels, plumbers, electricians, construction work, etc. Brazers and Enamelling Ovens for bicycle manufacturers and repairs.

Gasoline Furnaces and Batch Heaters for confectioners. Steam Pipe Cleaner for cleaning beer and waste pipes, also for thawing out.

THE UNION HEATER SUPPLY CO.

13 and 15 Macomb Street,

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BUY THE BEST.

Star Brand Sash Cord A quality the best in the market.

Hercules Sash Cord.

Star Brand Braided and Twisted Clothes Lines.

Star Brand Cotton Rope.

Star Brand Braided Awning Cord.

Star Brand Cotton Twines.



FOR SALE BY ALL
WHOLESALE DEALERS.



coal were 769,091 tons, against 765,861 in 1898, as the following table in tons shows:

	1898. Tons.	1899. Tons.
New V. C. Co.....	403,535	463,109
Wellington	232,642	206,422
Union	129,684	88,174
Wellington Extension.		11,386
Total.....	765,861	769,091

The value of the coal exported to the United States was \$2,314,780.

Referring again to the report of the Vancouver Board of Trade, we learn that Vancouver produced during the preceding 12 months about 35,000 tons of coke, of which amount 3,167 tons were exported and the remainder was sent to the Kootenays.

Of the 116,200 tons of coal produced at the Crow's Nest Pass mines, 69,819 tons were sold, 43,065 tons were shipped to the coke ovens, and 3,316 tons were used by the company.

The quantity of coke made was 29,658 tons. Of this, 23,377 tons were sold in Canada and 5,750 tons sold in the United States, leaving 531 tons on hand at the close of the year.

The average number of persons engaged by the Crow's Nest Pass Coal Co. in coal mining and coke-making during the year was 300, although at present some 650 persons are employed.

Practically all the coal produced in 1899 was sold in Canada.

Coal fields exist in New Brunswick, Manitoba and the Northwest Territories, as well as in the two Provinces to which reference has already been made. But, not having the figures relating to the output in those parts, it is not possible to give the total output in the Dominion for 1899. Taking the output of Nova Scotia and British Columbia together, we have the following results:

	Tons.
Production in Nova Scotia.....	2,650,000
" " British Columbia	1,282,451
	3,932,451

"The Canadian Year Book" places the production of coal in Canada, in 1898, at 4,181,597 tons. So we had, in 1899, a coal output within 249,000 tons of that of 1898 without taking into consideration the production in Manitoba, the Territories and New Brunswick. In 1898, Manitoba and the Territories produced 340,088 tons of coal, and New Brunswick 6160 tons. Granting that in those sections of the Dominion from which we have so far no returns the output in 1899 was no less than in 1898, the total coal production in the country will be 4,278,699 tons or 97,000 tons more than in 1898.

Taking it all around the aggregate production of coal in Nova Scotia and British Columbia in 1899 could not have been far from 600,000 tons in excess of that of 1898. The excess in Nova Scotia alone was, it will be remembered, over 500,000 tons. But gratifying as was the increase in the production last year we may confidently look for a still larger increase, if not for 1900 at least for 1901.

In the first place there is the home demand. It certainly is more promising than it ever was. Towards the end of the year one or more of the four blast furnaces, which The Dominion Iron and Steel Co., Limited is erecting at Sydney, C.B., will, in all probability, be in blast, to say nothing of



MR. JOHN BOWMAN.

the extensive works which The Nova Scotia Iron and Steel Co. have in contemplation. Then there is the demand on United States account, and particularly for the gas works near Boston, in which Mr. Whitney is interested. Now, as to the mines in British Columbia. In addition to the smelters which are in operation in the mining districts in that Province, others are being constructed at Greenwood and Grand Forks, which will use coke made from the Crow's Nest Pass coal mines. Then, there is a probability of the coal from the latter mines being used by the British navy, a recommendation to that effect having been made to the Lord Commissioners of the Navy after an official test had been made. A trade in coke is also being established with the adjacent States of the American Union, with fairly good prospects of its expansion, the coke made from the Crow's Nest Pass mines

having tested 5 per cent. superior to the famous Pocahontas coke of West Virginia.

A WESTERN ONTARIO HARDWARE FIRM.

THE John Bowman Hardware and Coal Co., of London, Ont., has come rapidly to the front within the last few years. The present firm succeeded to the business of Bowman, Kennedy & Co., and is now entirely under the management of Mr. John Bowman, the present head of the firm. Under his active management the business has assumed larger proportions, and, by honorable dealing, well directed energy and close attention to every detail, the firm has taken a leading position among the largest wholesale houses in the Dominion. Its extensive premises are in the Granite Block, London, where a large and varied stock of shelf and heavy hardware is kept. The offices are models of convenience, and are handsomely fitted up. In addition to the general warehouse in the Granite Block, the firm has two other warehouses, in which it carries large stocks of window glass, paints, oils, cordage, binder twine, roofing paper, etc. The firm's stock in all departments is large and well-assorted, and The John Bowman Hardware and Coal Co. has demonstrated its ability to fill all orders entrusted to it with promptness.

Mr. John Bowman, whose portrait is herewith produced, is well known to the trade. He has been engaged in the hardware and coal trade for some 30 years, and has been eminently successful. He was for two years president of the London Board of Trade, and has done much to further the commercial interests of the city. Last year he was chosen as a member of the executive board of the Wholesale Hardware Association of Canada, and is a valued and energetic member of that organization.

IRON ORE PRODUCTION IN CANADA.

The production of iron ore in Canada from 1886 to 1898 inclusive, was as follows:

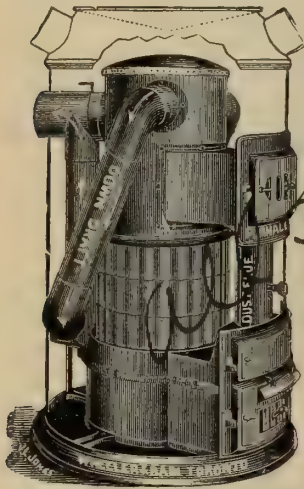
	Quantity.	Value.
1886	69,708	\$126,982
1887	76,330	146,197
1888	78,587	152,068
1889	84,181	151,640
1890	76,511	155,380
1891	68,979	142,005
1892	103,248	263,806
1893	125,602	299,368
1894	109,991	266,611
1895	102,797	2,8,070
1896	91,906	191,557
1897	50,705	130,290
1898	58,161	152,510

BLACKWALL GALVANIZED SHEETS

Are **FLAT, SMOOTH** and **CAREFULLY SELECTED.**
Of unimpeachable **QUALITY** and **FINISH.**

QUOTATIONS GIVEN BY **WATTERSON & CO., MONTREAL.**
THE CANADIAN AGENTS

of the **BLACKWALL GALVANIZED IRON CO., LIMITED, LONDON, ENG.**



Manufacturers of
Galvanized Iron
Eavetroughs
Corrugated Pipes
Corrugated
Roofing and Siding
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Skylights
and
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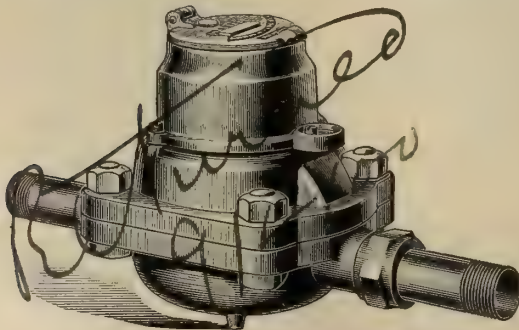


WHEELER & BAIN

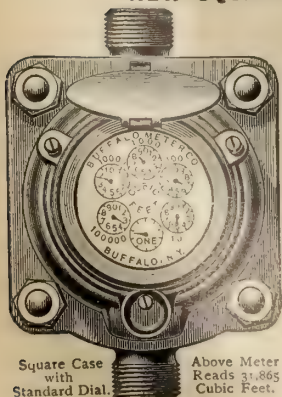
179 King Street East, **TORONTO.**



NIAGARA WATER METERS.

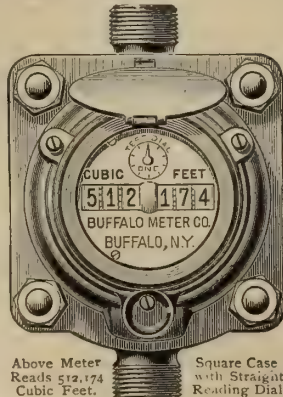


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Above Meter
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Square Case
with Straight
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IRON MERCHANTS AND IMPORTERS
OF BRITISH AND AMERICAN
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BAR IRON
STEEL
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CHAIN
HORSE SHOES
HORSE NAILS
Etc., Etc.

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Woodwork.

ALL
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GRADES.

WHOLESALE ONLY.

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133 Carling Street
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Business and Its Management.

A Series of Articles from Various Sources.

HOW BARGAINS CAUGHT TRADE.



SALESMEN should try to know their business thoroughly. The salesman of to-day must necessarily know more of the goods that he is selling and the technical points of the business than the salesman of 25 years ago. Intelligent salespeople are the real want of the merchant at the present time. They are really hard to get and where they are secured they command good salaries. The intelligent salesman can nearly always count on receiving double what can be earned by the one who is not posted.

Know your goods thoroughly. If possible, try to know them just as thoroughly as the head of the store who is over you. Learn all the technical points of the manufacturing and of the constituents of which the goods are composed. Be sure you know the values of the goods well enough to tell in a moment whether they are very cheap or only reasonably so.

The writer of this article once upon a time made a trip from one city to another. The city from which he came was one of what we call moderate enterprise, but had

QUITE A LARGE BUSINESS

on account of its own and neighboring population which, taken altogether, amounted to more than 200,000 persons. The merchants in this city were fairly progressive, but made no particular boast of setting the world afire and were all supposed to be doing a fair amount of business at a good living profit.

The city to which he went was one of unusual size and one which has the reputation of being one of the greatest and most enterprising in the country. The stores in this city have grown to enormous proportions and have the name the world over of being the cheapest and most liberal of any others. Yet, when the writer came to the larger city and began to look into the

INSIDE WORKINGS OF BUSINESS

and notice the different prices at which various kinds of goods were sold, he found that, although the stores had the name of wonderful bargain-givers, and were known

everywhere by the name of great price-cutters, still, taking the stocks, as a whole, these stores in the larger cities in nearly every instance sold goods at a higher price than they were sold in the smaller town, and, almost without exception, the gross profits which the merchants made on the goods were from 10 to 15 per cent. higher than the merchants in the smaller city would get.

This seemed exceedingly strange, and it set the writer to wondering how it was that this large city and these large stores should have the name everywhere for enterprise and low prices, while the stores in the smaller city, which sold the cheaper, were, as a rule, called

HIGH-PRICED AND OLD FOGY.

As the subject was investigated a little more closely, however, he began to notice one thing—that there were some instances in which these large stores sold goods wonderfully cheap, much cheaper, in fact, than the goods could be even manufactured at. This, at first, seemed a little queer. What could be the object in selling goods at such ridiculously low prices? For instance, in one case a certain store advertised a well-known article which usually sells at 25 and 35c. for 8c.

The writer thought he would go to the store which made the offering and see what information could be gained on the subject. When he got to the store he found it

PACKED WITH EAGER BUYERS,

not only around the immediate counter where these goods were being slaughtered, but the majority of these persons who came to buy the bargain advertised had gone all over the store buying other goods of which they might be in need.

On inquiring of the manager how the business was, he replied that it was splendid. "We are offering the people some bargains to-day which they cannot resist."

"But," the writer asked, "how can you afford to sell these goods which you advertise at so much less than cost?"

The reply was: "Oh, that is only done to bring the people to the store. They will not come unless there is some unusual inducement held out to them, but, when they do come, they buy enough goods at a regu-

lar profit to more than make up for the loss which we sustain on other lines."

A further examination into the matter, and visits to several other stores where sales were being conducted in a similar manner, showed that these larger stores drew almost their entire trade through holding out such

INDUCEMENTS TO THE PEOPLE.

The merchants in this larger city make a totally different practice of price cutting from the merchants in the smaller place.

The merchants in the latter city sell their goods all around at a reasonably cheap price. They make no very great profit on any line of goods, and gain no particular reputation for selling cheap, for the people naturally expect that everything should be at a moderately low price, and they are never startled by having any very remarkable bargain offered them.

Just the opposite to this, the stores in the larger city make a good round profit on nearly everything they sell, except those articles which they hold out as special inducements to buyers.

The people in this city are kept in constant excitement on account of the

REAL SENSATIONS

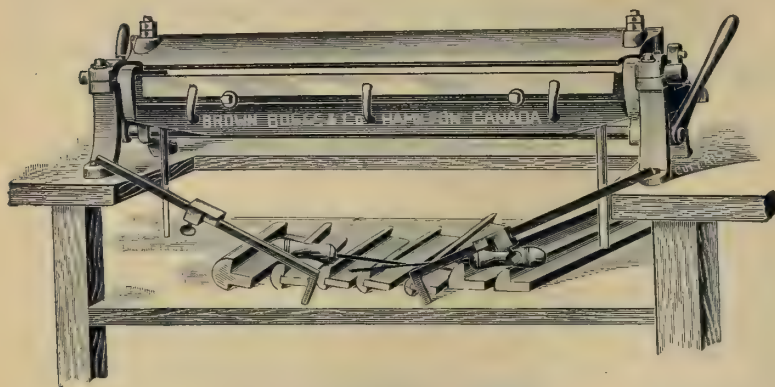
which these stores make week after week. They will select some well-known and staple article and sell it for probably a half or a third of what it usually costs to make it. On the sale of these goods they of course calculate to lose a considerable sum, but they gain the attendance of enormous crowds at their store and the liberal profits which they make on other goods far more than compensate for the loss on the bait which they hold out to the public. The thought, therefore, presented itself to the mind of the writer as to whether the small city was not making a great mistake in its methods of doing business.

The merchants are aiming to sell goods low, but are not in any sense impressing the people with this fact, because there are no particular objects which can be picked out and mentioned as presenting anything extraordinarily low.

The larger city is, day after day and year after year,

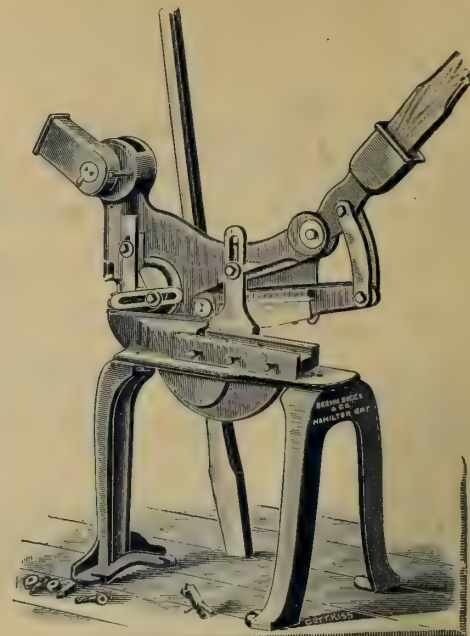
GAINING A GREATER REPUTATION

as a business centre, simply because there is not a day in which some store is not prac-



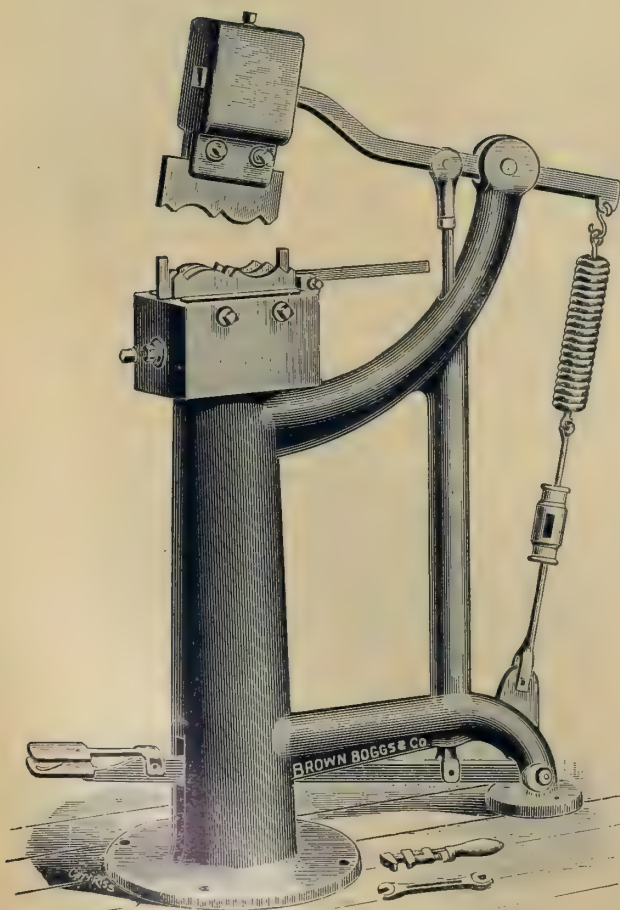
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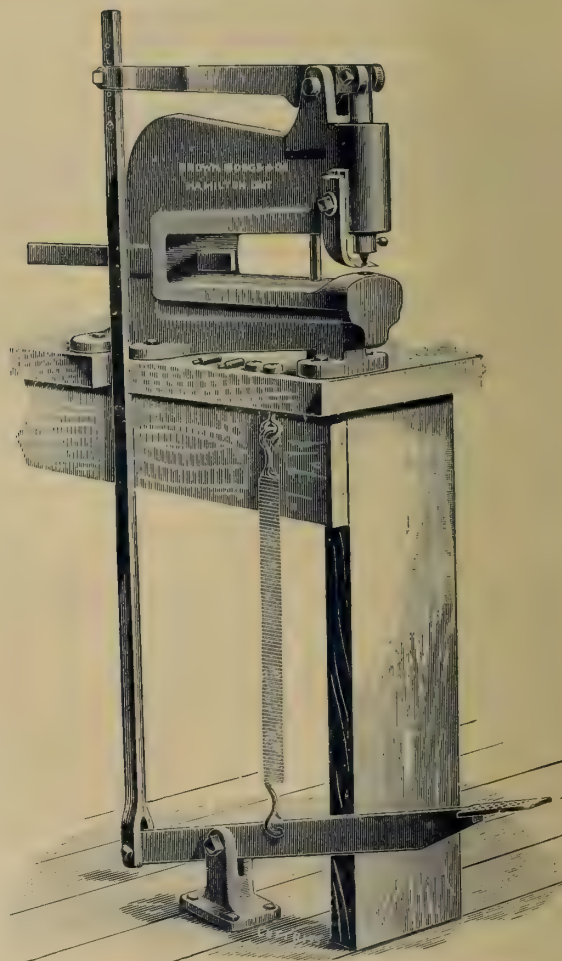
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COMBINED PUNCH AND SHEARS.



CURVED MOULDING MACHINE.

Any Design of Cornice made at a Trifling Cost.



NO. 75 LEVER PUNCH.

We Make Six Different Sizes.

BROWN, BOGGS & CO., Hamilton, Ont.

MANUFACTURERS

**TINSMITHS', CANNERS' AND SHEET METAL WORKERS'
TOOLS, PRESSES, DIES, ETC., ETC.**

tically giving something away to the public. These larger stores handle possibly from 10,000 to 50,000 different objects. Out of this whole number of objects there will be possibly from 10 to 20 which are sold at a loss, but these are at such a manifest loss that the people are really surprised, and are so pleased at getting these things cheap that they overlook the fact that they are more than making up for the loss on the other goods which they purchase.

This is what may be called progressive, up-to-date merchandising. A store is certainly in business for the profit it can make, and every store is entitled to a just profit on its goods. The stores of this larger city certainly get this profit, but at the same time the great excitement which they cause by selling a few articles very cheaply gives them a greater reputation than if they sold the whole stock only moderately cheap.

Cities where the merchants have been doing as in this smaller city might learn a lesson here and change their tactics.

BRIGHT AND WIDE AWAKE.

To be considered bright and wide-awake you must get the people to believe that you are going to give them something wonderful. Get them to believe that you have it in your power to sell goods for half or less than half what they are being sold at in other stores. This has been done, not by actually selling everything at a half price, but by really slaughtering one or two articles, while you may even make a larger profit on others to make up for it. Therefore, the secret of cutting prices seems to be not to cut everything or to make any general reductions, but to cut the very heart and life out of one or two things and make up for it on something else.

GRAPHIC REPRESENTATIONS.

If it is desirable to present to the eyes of an observer the movements of a given service, or of a branch of business, nothing serves the purpose better than graphic

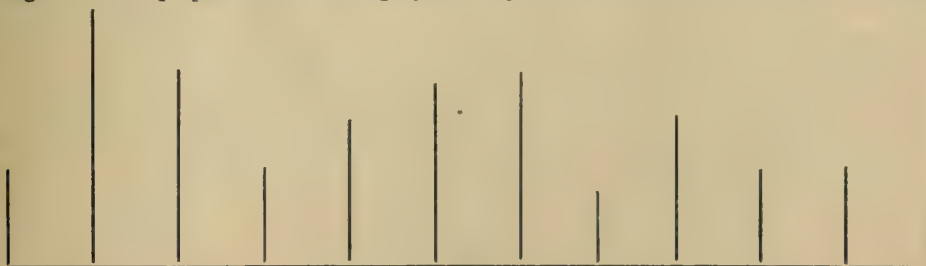


FIGURE 1.

representations. These are of two kinds, diagrams and maps.

The diagram is the representation of a series of homogeneous data by means of geometrical figures, lines, and surfaces.

The linear diagrams can have for a base a straight line or a curve. For the one with

a straight line for a base, a straight line is drawn, which is divided into so many equal parts as the quantities which one wishes to put in evidence. At each point of division is erected a perpendicular, and upon each of these perpendiculars is measured as many units of measure as the units of the quantities correspond to what one wishes to represent.

Let us suppose that we wish to represent graphically the collections and payments had in business, month by month.

A straight line is drawn and divided into twelve equal parts; an arbitrary right line is drawn which represents \$1,000 on the first perpendicular, is marked off, eight times this arbitrary straight line, on the supposition that \$8,000 represents the collections for January, upon the second twenty times this arbitrary line is marked off, sixteen upon the third, etc., where \$20,000 are the collections for February and \$16,000 for March, etc., and thus we have a representation for each month of the collections. Similarly we could draw a diagram for payments. (See figure No. 1.)

These perpendiculars, called in geometry ordinates, can be united at their extremities by either a broken or a curved line.

The horizontal line, in geometry, is called abscissa.

These diagrams, called right lined, joined to ordinates are in very great use.

Then there are diagrams with a circular base, in which the radii drawn at an equal distance between them constitute the ordinates and the circumference, or the centre serves for an abscissa, i.e., the measurements are either taken from the circumference or from the centre.

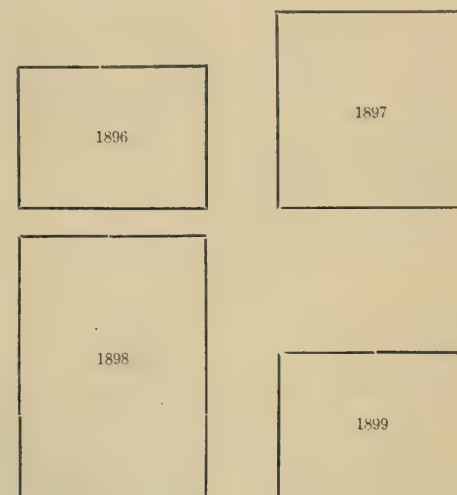
These diagrams are used to represent the collections during each month; but they may be used for many other data. Thus, if we want to show our fund of cash at the end of each two months, we have only to divide the circumference into 6 equal parts, and draw radii from the centre to each of these 6 points of division; then measure either

from the circumference or from the centre, the distance representing the fund at the end of each two months on the 6 different radii; join the points measured off and we shall have the diagram required.

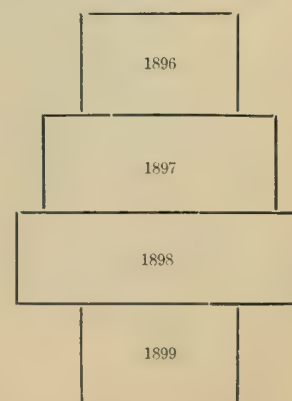
Triangles, rectangles, squares, are the surfaces chiefly used as diagrams for graphic

representation. Thus, with triangles or rectangles, having an equal base, and for height that of the quantity to be represented, one can form graphic representations, or these representations can be formed with a circle, in which every sector represents one of the data of the graphic representation.

Taking four triangles to represent the profits for the years 1896, 1897, 1898 and



1899, draw four triangles, having each base perpendiculars, representing the profits for the four years, respectively; then complete



the triangles, and they will give graphic representations of the profits for each year.

Similarly, to represent the same by four rectangles, draw equal lines for the bases, respectively, of the rectangles; then draw the heights on the same scale for the profits; complete the figures, and they will represent the profits for the four years. Or, making the heights the same, and the bases on a scale to represent the profits, we have:

If a circle of any radius be drawn, and from any point there be measured off on the circumference, portions representing the profits for the representative years, then from the centre there be drawn radii to these points marked off on the circumference, we shall have five sectors, four of which will represent the profits for 1896, 1897, 1898, and 1899.—N.Y. Business.

Two Years of Business Expansion in British Columbia.

WHILE much attention has been directed to the rapid development of the mining areas of British Columbia, there has been a lack of detailed information regarding the growth of the commerce and population of the districts more closely affected.

Without the details, which are necessary for a close examination of the conditions ruling, it would be difficult to get an adequate conception of the progress that is being made, both in the older cities and in the new towns and villages whose existence depends almost entirely on the wealth from the hills and vales adjacent to them. With such details one can understand the optimism of those who live in British Columbia, and the glowing reports of travelers from Eastern Canada who make a trip through the Pacific Province.

The most interesting phase of the subject is the rapid transformation which turns a new settlement—sometimes a cold, sterile wilderness—into a thriving town, pulsating with life and commerce. Instances of such change are given in Greenwood, Grand Forks, Fernie, Atlin and Cranbrook.

The history of Greenwood is possibly the most striking of all. Four years ago this town boasted one general store and a few houses; two years ago it had, according to Bradstreet's, a population of 400; to-day the population is rated at 2,500. The property value and commerce of the town has been growing in keeping with the population. During 1898 about \$69,200 and in 1899 over \$319,000 were spent in building operations, principally for stores, hotels and residences. There are now in Greenwood, 41 stores, three banks and nine hotels, where four years ago there was but one store.

Greenwood has, not far away, a neighbor, Grand Forks, which has had an experience almost similar to that town's. Four years ago, Grand Forks possessed, as did Greenwood, but one store. The same mining boom gave life and energy to both places, especially during 1899. In that year the building operations in Grand Forks amounted to nearly \$400,000, including \$250,000 for a smelter. To-day this town contains two banks, 29 merchants, and eight hotels.

The mining boom in this district has

given birth to three more villages in as many years. The villages—Camp McKinney, Columbia, and Cascade City—now boast a total of 30 stores and 13 hotels, where but two years ago there were only five stores distributed among the three places.

The construction of the Crow's Nest Pass railroad and the consequent opening of the coal regions has produced two more vigorous towns, Fernie and Cranbrook. In two years Fernie has increased in population from about 50 to over 1,500, and now supports 15 stores, a bank and seven hotels, whereas in January, 1898, the business section of the place consisted of three hotels. In the same period Cranbrook has been born, and has grown into a lusty, young town, with over 20 stores, a bank, and eight hotels and a population of more than 1,000.

Away in the north of the Province another town has sprung to life within the last couple of years. Atlin, which had neither stores or population early in 1898, now has ten stores, three banks and two hotels, and a population of over 1,000.

The following table, compiled from Bradstreet's will give a fair idea of what two years has meant to ten new towns in British Columbia:

	Population.		Stores.		Banks.		Hotels.	
	1898.	1900.	1898.	1900.	1898.	1900.	1898.	1900.
Atlin.....	1,000	1,000	10	10	3	3	2	2
Camp McKinney 50	300	2	7	.....	.....	.....	3	3
Cascade City.....	.....	3	13	.....	.....	.....	7	7
Columbia.....	1,000	19	19	.....	.....	.....	3	3
Cranbrook.....	1,000	21	21	1	1	1	8	8
Fernie.....	50	1,500	15	.....	1	3	7	7
Grand Forks.....	800	17	29	.....	2	4	9	9
Greenwood.....	400	2,500	10	41	3	7	8	8
Moyie.....	75	330	3	11	.....	1	4	4
Princeton.....	.....	2	5	.....	.....	1	2	2
	575	7,500	46	162	10	17	53	53

The older places have not failed to benefit from the increased mining activity and the general industrial development of the Province.

The increases in the population of Nelson, Vancouver and Victoria, as shown by the following list, are especially noteworthy.

	Population.		Retail Firms.	
	1893.	1900.	1898.	1900.
Nanaimo.....	4,594	4,594	67	93
Nelson.....	1,500	4,600	76	96
Roseland.....	6,000	7,000	90	90
Vancouver.....	20,000	30,000	300	426
Victoria.....	17,500	24,000	340	375
	49,594	70,194	873	1,085

Though Rossland is included in the list of "older towns," it should be borne in mind that the birth of this town took place only a

little over five years ago. It will also be noted that both Vancouver and Victoria are steadily growing, as wholesale, as well as retail, centres.

While the major share of the benefit of this development goes to those who have shared in the work that has resulted in such remarkable progress, the effects of it are bound to be felt all through Canada.

The new market for dairy products has given a lasting impetus to the dairy interests of Manitoba and the Northwest, for, instead of having to ship their product east, where prices ruled low as a rule, the buttermakers of the prairies get good prices the year round, and are safe from eastern competition because of the freights.

The manufacturers and wholesale interests of the eastern Provinces have found that with the increased population in British Columbia has come an increased demand for materials and foods of all kinds.

The labor interests of all Canada have found a new field of operation, where the man who is able and willing to work can get good reward for his services. The departure of so many to these districts, and to similar districts in the New Ontario and Cape Breton, has left the labor market of the older Provinces of the Dominion in the healthiest state it has been in for years.

A WHIP FIRM'S NEW PREMISES.

The Hamilton Whip Co. have just moved into their new building and are now in premises with an area of 20,000 ft. floor space. They report a brisk trade, both domestic and foreign. Some idea of the volume of business may be had from the fact that within the last few months they have received 15 car loads of raw stock for the manufacture of whips, purchased before the advance in prices.

They have all the latest improved machinery and are in a position to manu-

facture reliable goods at the very lowest prices consistent with first-class workmanship.

	Wholesale Firms.		Banks.		Hotels.	
	1898.	1900.	1898.	1900.	1898.	1900.
	1	1	2	2	17	17
	4	7	3	4	16	19
	11	6	3	5	23	23
	32	40	6	8	35	40
	28	32	4	5	30	35
	67	86	18	24	121	131



TRIPLE MOTION

White Mountain Freezers

ACTUALLY HAVE AND DO EVERYTHING THAT IS CLAIMED FOR THEM.

CLEAN and bright in appearance, nicely made, strong and durable. All parts fit perfectly and run smoothly. Every Freezer having the Triple Motion, and equipped with the duplex malleable iron dasher, fitted with double scrapers, absolutely producing the best quality of ice cream most economically, and in less time than any other Freezer known.

A FREEZER THAT HAS EARNED A REPUTATION, that has always been liberally advertised, that has always been easy to sell, and always given such perfect satisfaction to customers that they recommend it to other intending purchasers.

Such is the **White Mountain**—the Freezer you should sell.

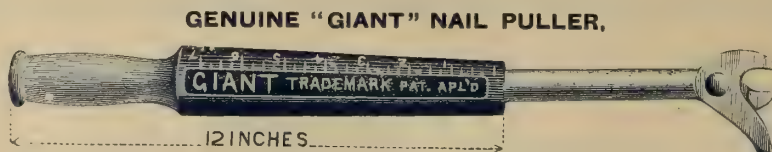
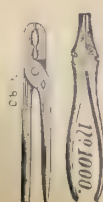
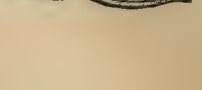
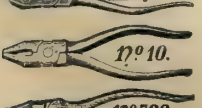
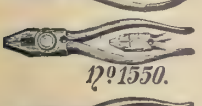
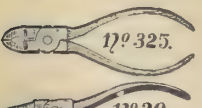
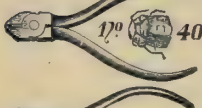
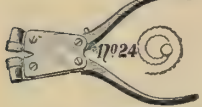
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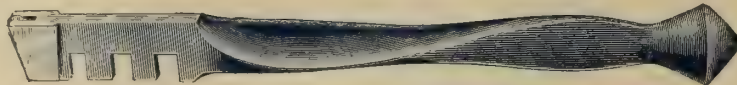
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Write them to-day for prices and latest catalogue.

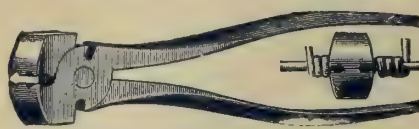
The White Mountain Freezer Co., Nashua, N.H.



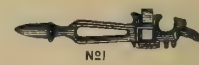
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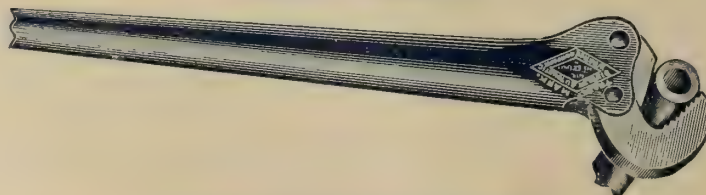
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THE LARGEST LINE OF NIPPERS AND PLYERS MADE BY ANY ONE FIRM IN THE WORLD.



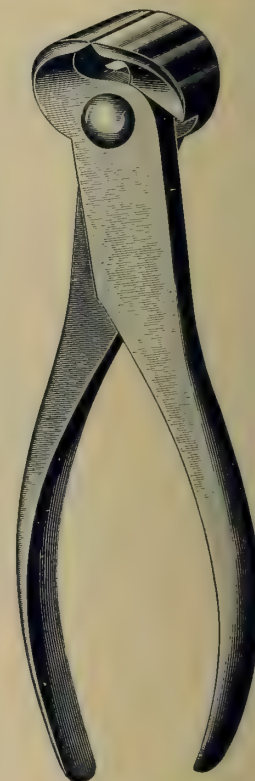
GEM NAIL CLIPPER.



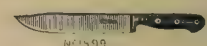
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Large and well assorted stock of Carriage Goods of all kinds.

SADDLERY, A Specialty.

Paints, Oils, and Varnishes.

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Standard Paint and Varnish Works Co.

OF WINDSOR, ONT.

... LIMITED.

We manufacture the best possible lines of Pure Paints and Varnishes that skilled workmen can turn out, and all who handle our output, from the Atlantic to the Pacific, acknowledge the superiority of our goods. Our aim is not to equal, but to excel, and we do it.

AMONG OUR SPECIALTIES ARE

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Bath Tub Enamels
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OUR ENAMELS ARE STRICTLY THE BEST—EITHER BATH TUB OR CYCLE.

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We solicit communications and sample orders.

CAMPBELL BROS.

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Manufacturers of Axes and Edge Tools, also Car, Carriage Springs and Axles. We make any pattern of Axe called for, and would advise lumbermen to try our extra hand-made axes, which give better results than any other made. Send for samples and we will quote prices.

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The "DAISY" Barrel Churn

SPECIAL FEATURES FOR SEASON OF 1900.

Angle Steel Stand, with extra patented centre brace.
Patented Double Levers or Bow.
Hardened and Polished Steel Ball-Bearings.
Patent cover and drip tube.

It can be WHEELED ABOUT AT PLEASURE LIKE A BABY CARRIAGE, BEING MOUNTED ON WHEELS, and is provided with adjustable feet which hold the churn steady while churning.

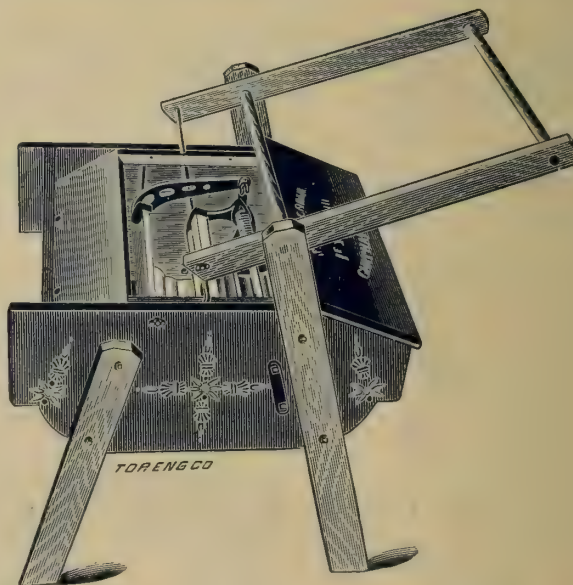


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THE WORTMAN & WARD MFG. CO., Limited

Head Office and Factory: LONDON, ONT.

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The Vollmar Perfect
WASHING MACHINE.

Washes the finest fabrics without injuring them. Is easy handled, durable, and is unquestionably **THE** washer of the times. **AGENTS WANTED.**

THE GRANTHAM IRON WORKS.

THE GRANTHAM IRON WORKS, the property of John MacDougall & Co., Montreal, are situated at Drummondville, Drummond county, Que. The plant consists of two stacks.

The Grantham stack was built in 1880, and went into blast in the fall of the same

rotates from one department to another in perfect order, passing through different processes, until it is delivered at the packing room in shape of finished files.

They have also added to their regular line of files, a special saw file, designed by Mr. Weed, whose known connection with the file business is world wide. This is a special high-grade tool of an entirely new

made for a special representative for Australia, with headquarters at Sydney, New South Wales.

Notwithstanding the recent extensive additions to their works, indications point, from the volume of business that is being placed with the firm that they shall be compelled to still further increase their plant before a great while.

THE WOOD SPLIT PULLEY.

Fifteen years ago there was no such thing manufactured and sold in Canada as a wood split pulley. In April, 1886, The Dodge Manufacturing Co. was established in Toronto for the purpose of manufacturing the Dodge patent wood split pulley, Mr. May, the president of the Canadian company, having purchased the Canadian patents from Mr. Dodge, the inventor. From that day on the growth of the wood split pulley business in Canada has gone steadily forward until now the capacity of The Dodge Manufacturing Co.'s plant, which is over 200 pulleys per day, is taxed to its utmost to fill orders.

The Dodge pulley manufactured in Toronto is shipped in large quantities to every known centre throughout the world. In Canada, some of the leading hardware houses do a large trade in Dodge pulleys, while others are gradually taking up the line.

The factory of the company is at Toronto Junction, and the warehouse is at No. 74 York Street, Toronto.

The Dodge Manufacturing Co. issue a



GRANTHAM WORKS—ST. FRANCIS FURNACE, CASTING HOUSE.

year. The St. Francis stack was built in 1881, and went into blast early in 1882. Both these stacks were built for the production of car-wheel iron. The ores used are lemonite, or bog ores, and are mined in the vicinity. The wood, also, is procured in the neighborhood, and is converted into charcoal in rectangular kilns in the works. These kilns contain 80 cords each. No by-products are made, the whole output being high-grade car-wheel iron, which is manufactured into wheels at the company's works in Montreal. The power for driving the blowers and other machinery is got from the River St. Francis. The output of pig iron is about 5,000 tons yearly from the two stacks.

AN INCREASED TRADE IN FILES.

AMONG the manufacturing firms in the United States which are enjoying a good share of the present activity in trade is The Arcade File Works, Anderson, Ind., their output during the past eight months having increased about 50 per cent. During that time the firm have added several new buildings, and they now have one of the largest and most complete forging, tempering and annealing departments, all separate buildings, of any concern in the country. Besides enlarging their buildings The Arcade File works have so systematized the arrangement of their buildings that the steel delivered to the steel storage building

design, and is adapted to the very best kind of work. These files are neatly packed in boxes containing special handles, which go with the files, and carry the highest form of guarantee as to the efficiency of work that can be done.

The Arcade File Works are largely



GRANTHAM WORKS—SOME OF THE CHARRING KILNS.

increasing their lines of connection, notably with the Dominion of Canada, where they have a large and growing trade.

During the past month arrangements were

handsome catalogue, and distribute various attractive hangers, signs, etc., for display among the trade, and invite correspondence with those interested.

ALBERT MANUFACTURING Co.

HILLSBOROUGH,



NEW BRUNSWICK.

Manufacturers of the well-known "Hammer Brand"

CALCINED PLASTER

IN VARIOUS GRADES FOR ALL PLASTERING PURPOSES, ALSO "DENTAL PLASTER," SPECIALLY PREPARED FOR DENTISTS' USE.

PATENT ROCK WALL PLASTER.

The practical modern Wall Plaster which fully meets the long existing demand of Builders for a material that will produce walls and ceilings free from the defects arising from the use of old-fashioned Lime Mortar, which has for so long been a source of continual annoyance and expense to owners of buildings, as it is always liable to crack, bulge, and fall off, even when honestly made.

ROCK WALL PLASTER is a substitute for ordinary Lime Mortar and when applied to ceilings and walls does not fall, does not of itself crack, and is, by actual test, 400 times stronger than ordinary Lime and Sand Plaster.

ROCK WALL PLASTER when subjected to heat or water does not crumble or fall off; the woodwork is therefore protected for a longer time in case of fire.

ROCK WALL PLASTER saves time, admits of Carpenters immediately following Plasterers, giving the owner his building weeks earlier than with ordinary plaster.

ROCK WALL PLASTER affords a fine and most durable surface for decorating and papering.

ROCK WALL PLASTER is FIRE PROOF, and is recognized by Boards of Underwriters as a remarkable fire retarder.

ROCK WALL PLASTER can be used in Winter as well as in Summer, as it is only necessary to keep it from freezing till after it thoroughly sets, after which it is not affected by frosts, and gives a house that is healthy to occupy at once.

ROCK WALL PLASTER does not stain in contact with iron; it adheres firmly to iron, wood or brick.

ROCK WALL PLASTER is FIRE-PROOF and WATER-PROOF—Absolutely fire-proof partition walls can be constructed with Rock Wall Plaster, if built as specified in circulars.

ROCK WALL PLASTER will resist damage from water more effectively than any other hard plaster made. In the event of a fire in a building when water is excessively used, and when a wall plastered under the old method would go to pieces through being charged with moisture and fall from the laths, Rock Wall Plaster will remain almost intact.

Circulars, and all further information regarding the use of Rock Wall Plaster, will be furnished upon application.

FERTILIZERS

FOR

**POTATOES,
GRASS,
CEREALS.**

Increase the production of your farm at small cost by using our "Hammer Brand" Fertilizers. A low-grade fertilizer; cheap and good.

ALBERT MANUFACTURING CO., HILLSBOROUGH, NEW BRUNSWICK.

THOUSANDS OF MILES OF WALL PAPER.

I RECENTLY had the pleasure of paying a visit to the works of The Watson, Foster Co., Limited, on Ontario street east, Montreal. Although I had heard much of the size and extent of the buildings of this company, I was more than surprised at the beauty of construction, their outward and visible appearance being only equalled by their inward grace, and the successive interesting revelations of applied science in manufacture and ability of administration generally showed the mark of a master mind in construction and application.

After presenting my card, I was conducted through beautifully-arranged offices, where a numerous staff seemed too occupied to even notice the arrival of a stranger. Proceeding onward through large ware-rooms filled with great quantities of stock in bundles ready for shipment, arranged on end in piles of various heights, suggesting a sort of giant's causway in appearance and extent, we reached the factory proper, a building of great length, heated to a personally uncomfortable degree, but necessary to dry paper in transit, which leaves a machine at one end, on which a ground color is printed by a series of rapidly-moving brushes carried by a system of running gear to the other end of the building, and on return, in a dry state, passes through a printing machine capable of leaving on its surface the impress of no less than 12 brass rollers, each leaving its portion of the design in its own color or shade. Then it is carried in immense folds by sticks, which automatically catch it on another journey over a dry hot-blast system, finally disappearing through pressing rollers into a department below, where, with a rapidity beyond belief, the finished material is rolled into 16-yard lengths and ready for the packing-room. There it is made up into bundles and rolled through a gangway into box cars, switched there for the purpose every morning.

Several of these printing machines were running on different patterns, and a rapid calculation revealed the astonishing fact that some twelve or thirteen miles of paper was in actual movement at one time, and the equally surprising estimate that the yearly capacity of this factory, would, if the paper were stretched in a straight line, reach from Montreal across the Atlantic and back six times and continue on to Cape Town, South Africa, and return, or, in a word, circle the earth with and leave a large surplus.

The enormous expense of cutting from four to twelve cylinders necessary to make up a pattern for an entirely new range of designs each season renders anything less than a large and continuous output unremunerative. It may therefore be understood what care and judgment is exercised in the selection of patterns and colorings which appeal to the trained taste of this critical market. The management, however, claim to have had a most successful year. The goods have been much appreciated by the trade, if repeat orders are any good indication, and these have been very numerous up to date. Although it is too early to expect much movement in the retail, still, a large supplementary business is expected, and the Watson, Foster Company, in anticipation, have overmade many of their best selling lines confident in the result of their popularity. In the binding department I saw piles of sample-books of these attractive numbers ready to be sent free to any part of the country upon application.



I was shown some of the new designs for next season, and, apparently, the coming line will prove strong in variety and coloring effect, surpassing, it was said, any previous effort of this energetic and up-to-date concern whose equipment and resources place them in the front rank of this industry on the continent.

ENAMELED WARE EXHIBIT FOR PARIS.

ONE of the greatest evidences of the rapidity of the growth of our Canadian industries, and the confidence with which they take their places in competition with the world, is the enameled steel industry. Less than ten years ago the manufacture of this ware was unknown in Canada, while to-day the product of our manufacturers is of such a high standard, as well as extensive variety, that foreign goods of this class have been completely

crowded out, and now efforts are being made to get a share of the trade in foreign markets.

One of the foremost in the manufacture of this ware is The Thos. Davidson Manufacturing Co., Limited, Montreal, and, with their extensively increased facilities and perfected organization they have been enabled to get their large trade, now extending from ocean to ocean, well in hand, and, with the object of gaining foreign business, they have sent an exhibit of their lines of enameled ware to the Parisian Exposition, and which is to be seen in the British section, Class No. 65, while a similar exhibit is also located in the section reserved for Canadian goods only. Outside of the general lines, as shown in the accompanying cut, may be noticed the following special articles in seamless decorated ware, viz., teapots, syrup jugs, jardinières and cuspidores in centre of exhibit, while back of these are decorated meat platters, the design being of a national character, and above these may be seen an arrangement of lithographed signs, and at either sides hang the lithographed Laurier trays. In the corners a unique display of

lithographed tea and spice tins is made; and at either ends a full line of deep-pressed enameled ware are shown, and on outside of case are several blue and white and brown and white enameled signs, this latter being a recent addition to the firm's lines. A sample of everything made in enameled ware only is shown in the exhibit, it being practically impossible to make full display of all their lines, owing to their large variety.

The stand covers 140 ft. of space. The cut shows only the temporary case, the proper case will be fully lined in purple plush, and the exterior finished in ebonized hardwood, with plate-glass front and ends.

The new catalogue, now being compiled specially for this exhibit, is lithographed in various colors, gives English and Canadian currency, and is printed in three languages—English, French and Spanish.

The Globe File Manufacturing Co., Port Hope, are now installed in the new wing recently added to their factory, and having recently purchased from The Ottawa Saw Works Co. the machinery and plant of The Banner File Co., a portion of which they have placed in the new building with some new machinery recently acquired, enables them to increase their output fully 50 per cent., and having received a large quantity of raw material during the past month they are in a position to fill all orders promptly.

THE ATLANTIC REFINING CO.

Toronto, Ont.

**Importers and Manufacturers of Illuminating,
Lubricating Oils, Greases, Specialties, etc.**

We manufacture our highest grades of Cylinder, Engine and Dynamo oils from the best Pennsylvania product, and having had many years' experience, both in the United States and Canada, we are in a position to supply a perfect lubricant for all kinds of machinery. We import only the best grades of American Petroleum, and it is not a question of how cheap, but how good. Having an efficient staff of representatives, several of whom are practical engineers, who cover the Dominion from the Atlantic to the Pacific, we solicit a trial order on their behalf.

We are strictly independent of any monopoly or trust, and defy competition on our best grades of goods, while we guarantee equal value on cheaper lines. Specialty list includes the following:

Boiler Compound, Belt Dressing, Raw and Boiled Linseed Oil,
Turpentine, Castor Oils, Elastic Carbon Paint.

Sole Agents for Canada for Self-Measuring Oil Tanks.

A BIG THING! LOOK INTO IT.



SAMPLES AND PRICES CHEERFULLY SENT UPON REQUEST.

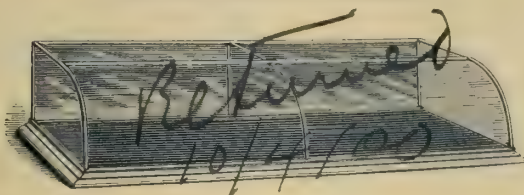
The Atlantic Refining Co.

Branches—Winnipeg, Man.
New Westminster, B.C.

Cor. Jarvis and Esplanade Streets,
TORONTO

LONDON SHOW CASE WORKS

Estimates Furnished.
Send Post Card for Catalogue



D. H. Gillies & Co., London

DOTY'S CARRIAGE TOP DRESSING

Used by the Carriage Builders, Liverymen, Saddlers, and Hackmen throughout the Dominion, and acknowledged by all to be the best article of its kind on the market. Retains its gloss and will not wash off.

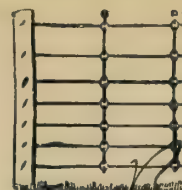
Warranted not to Crack or Peel.

Gives pliability to the material and prolongs the life of the leather.

MANUFACTURED EXCLUSIVELY BY

The Doty Mfg. Co., Stratford

BRANCH OFFICE, 27 St. Peter St., LONDON, ONT.



Diamond Grip Fence

Is the only hardware fence where you can use Coiled Chain, Twisted, or Barb Wire, and be handled with 20 to 30 per cent. profit by the hardware trade. Diamond Grip Fence is, in the end, the cheapest wire fence ever invented. It gives the trade 3 times the profit, is 5 times as strong and lasts 10 times as long as any woven wire fence ever made, most simple to build and farmers prefer to any other. No fence pays a hardwareman like Diamond Grip; none so easy or satisfactory to handle. Send order for a few hundred rods immediately, as we are always terribly rushed in the Spring. Write at once for sample and circulars to

CANADA FENCE CO.
LONDON, ONT.



A. Chown & Co.

KINGSTON, ONT.

WHOLESALE...

Shelf Hardware; Carriage and Saddlery Goods; Tire, Toe Calk, Spring, Machinery. Harrow Tooth and Cast Steels; Bar Iron, Hoops and Band; Glass, Paints, Oils, etc.

Carriage Woodwork a Specialty



EVERY FISHERMAN WANTS ONE.

Free Running and Automatic Interchangeable

FISHING REEL

The Greatest Fishing Device Ever Invented.

The Automatic Combination.

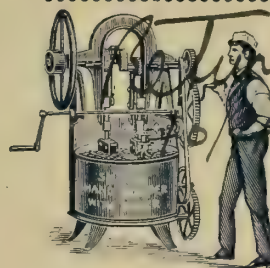
Winds the line automatically by the action of a spring controlled by the little finger of hand holding rod.

CHANGED from AUTOMATIC to FREE-RUNNING by simply pressing a slide.

Send for Catalogue and Prices to Dept. F.

Yawman & Erbe Mfg. Co., ROCHESTER, N. Y.
U. S. A.

Butchers' Machinery



Meat Choppers,
Sausage Fillers,
Lard Kettles,
Presses,
also Silent Cutters.

Agents Wanted.
There is money in it.

John E. Smith's Sons
52 Broadway ——— BUFFALO, N. Y., U. S.

THE RATHBUN COMPANY

Manufacturers of the well-known brands of

CEMENT

"Star" and "Ensign."

CORRESPONDENCE SOLICITED.

The Rathbun Company, - Deseronto, Ont.

For "CITADEL" and "GIBRALTAR" Cements, address,
The St. Lawrence Portland Cement Company, 2664 Notre Dame
Street, Montreal, Que.

London Machine Tool Co.

LONDON, ONT.

... Manufacturers of

Machine Tools

LATHES, PLANERS, DRILLS, MILLING
MACHINES, SHAPING MACHINES, HAMMERS,
BULL-DOZERS, PUNCHES and SHEARS.

And we would call special attention to our PRESSES for Cutting, Stamping, Drawing, Wiring, Riveting, Etc. We shall also esteem it a pleasure to give quotations on Special and General Machinery in our line.

LONDON MACHINE TOOL CO.



Fence Building Tools.
Post Hole Augers and
Diggers.

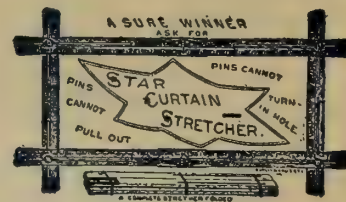
Sampson, Giant, and
Hercules Wire Stretch-
ers, Wire Tighteners, etc.

**CORN PLANTERS
SHELLERS**



Drive Well Points,
Earth Augers, Drive Caps.
Steel Drive Heads, Rod Couplings.
Fine Brass Wire Cloth for Well Points.

The Star
Folding
Curtain
Stretcher.

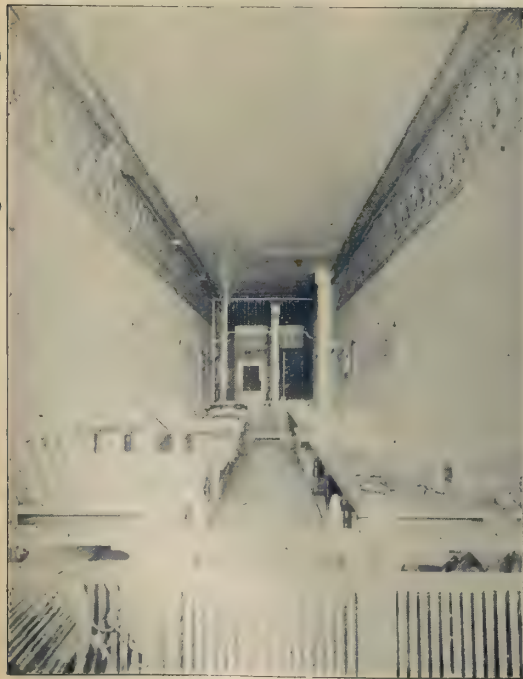


Carpet Sweepers.
Step Ladders.
Camp Beds, Camp Chairs
and Tables.
Clothes Bars, Ironing
Stands.
Hat and Coat Hooks.

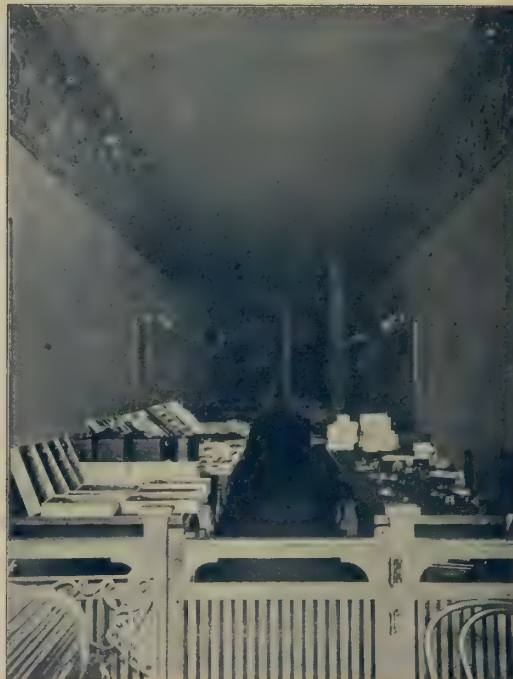
ASK FOR CATALOGUE DIRECT OR ORDER
FROM YOUR WHOLESALE MERCHANT.

OTTERVILLE MANUFACTURING CO., Limited

OTTERVILLE, ONT.



Luxfer Prisms successfully lighting a
store 100 feet long.



Ordinary glass made the store unrentable
without artificial light.

Specified
by
Architects.
Approved
by
Owners.
Appreciated
by
Tenants.

Form
Your
Own
Opinion.

A visit to our test rooms will furnish ample proof that these contrast pictures underestimate rather than exaggerate the lighting results of Luxfer Prisms. Write for our blank form and obtain an estimate of cost.

THE LUXFER PRISM CO., Limited

95-100 KING STREET WEST,

TORONTO

ESTIMATES OF EAVE-TROUGHING.

BY SCOTT M KERROW.

"AN incident occurred some time ago," said Mr. J. S. Howie, president of the Brantford Tinners' Association, to me recently, "which fully demonstrated the folly or want of thought which at times influences us in the matter of estimates and prices in connection with contract work.

"A customer came into our store, asking us for a price for some troughing on a barn, stating he had other prices, and upon receiving our estimate, showed that it was higher, but offered us the preference (?) at the other man's price. Like many other dealers, we argued that if our opposition could do the work at the price so could we, and we justified our action to ourselves by claiming that competition compelled us to this line of action. The matter set me thinking, and, after the work was completed, I measured the job up personally, and, without counting anything for the increased cost of mitres and waste ends, I found we had just paid this customer 35c. for the privilege of doing his work.

"This, with other instances, gave me food for much thought, and, with the hearty cooperation of the other tinners in the city, the Brantford Tinners' Association was formed, and our first meeting was held in June, 1899. Our greatest difficulty lay in the fact that each member looked with a certain amount of doubt upon the other, and awaited in expectancy for the first break in prices, ready to say, 'I told you so,' but, fortunately, with one exception, all stood firm. This one member, fearing that the larger dealers would absorb the trade, weakened, and broke the price, but, it being logically demonstrated that all would have to come to his level, he came in line, and since no difficulty has been experienced in the maintenance of the tariff."

After my chat with Mr. Howie, I made inquiries amongst the other dealers, and found them heartily in favor of the association, having found that each had had as big a share as formerly, but with a fair margin of profit along with the work. In this year of phenomenal advances in prices, an understanding of this kind as to prices between retail dealers would have been of inestimable value, as in many instances, goods were being sold, and even yet are being

accordingly, irrespective of cost, and they will not have the benefit of the increased profits to sustain them under adverse conditions.

The accompanying "tinners' tariff" of the Brantford association will doubtless be of considerable value to dealers in arriving at an approximate cost of material and job work, and is the result of careful calculation on the part of the members of the Brantford association.

I have often been struck with the lack of knowledge and guesswork that characterizes many of the estimates given, and many of my readers would be surprised to find that want of method in this matter is the cause of great leakages in the yearly profits. While some work on through life making barely a living, their first efforts being lost, simply for want of knowing "where they are at." To cite an instance: Ten - inch square bead galvanized eave trough is put up in many places at 7 and 8c. per ft., and at the latter price dealers think they are making a good thing. The following estimate of 10-inch square bead galvanized trough per 1,000 ft. shows how much money there is in it, and as there is nothing added, where, in some cases, drives have to be made into the country, nor any allowance for bad

debts, nor interest on capital involved, nor for running expenses, I think the profit on galvanized trough at 8c. per ft. looks pretty sick at 8c. and severely ill at 7c.:

10-in. galvanized eave trough, square bead,	
per 1,000 ft.,	\$37 50
Crating	65
Freight and cartage	1 85
Time putting up	15 00
1½ lb. solder per 100 ft at 20c.	3 00
Spikes and tubes.	3 80
Charcoal, acid, etc.	1 00
Extra for mitres	3 00
Waste in fitting	1 00

Total.....\$66 80
leaving the handsome profit of a little less than 5 per cent. when figured on 1,000 ft. lots, when, in many cases, 100 to 300 ft.

TINNERS' TARIFF.

Prices for 1900.

EAVE TROUGHING.

7 inch Galvanized, Square Bead	per foot, 8c
10 inch "	" 9c
12 inch "	" 10c
14 inch "	" 11c
15 inch "	" 4c
7 inch Round Bead	" 9c
10 inch "	" 10c
12 inch "	" 11c
15 inch "	" 15c
7 inch Tin	" 8c
10 inch "	" 9c
12 inch "	" 10c
14 inch "	" 11c
Circular Trough	double price
50 feet and under, Trough or Conductor	
extra	per foot, 2c
High Back Trough extra	3c

CONDUCTOR PIPE.

2 inch Galv'z'd, Round or Corrugated	per ft. 8c
3 inch "	" 11c
4 inch "	" 13c
5 inch "	" 14c
5 inch Square or Octagon	" 17c
4 inch "	" 15c
3 inch "	" 13c
2 inch Tin, Round or Corrugated	" 8c
3 inch "	" 9c
4 inch "	" 10c
5 inch "	" 12c
2 inch Tin Elbows, Round or Corrug'd	each, 15c
3 inch "	" 20c
4 inch "	" 25c
5 inch "	" 30c
2 inch Galv'z'd Elbows	" 15c
3 inch "	" 20c
4 inch "	" 25c
5 inch "	" 30c

ROOFING.

Galvanized Iron, on Ribs	per ft. 10c
Galvanized Iron, Corrugated	" 8c
Galvanized Iron, Decking, over 3 squares	
measured as Roofing	" 12c
Tin, IX, with Felt, not painted	" 8c
Tin Decking, IX, with Felt, not painted	" 10c
Terne Plate	" 7c
Tin, IXX, with Felt, not painted	" 10c

J. S. HOWIE, President.

METALLIC SHINGLES AND SIDING.

Painted Steel Shingles	No. 1, \$4.75 per Square
Painted "	No. 2, 4.50 "
Painted "	No. 3, 4.25 "
Galvanized "	No. 1, 6.75 "
Galvanized "	No. 2, 6.50 "
Galvanized "	No. 3, 6.25 "
Painted Steel Siding	No. 1, 4.25 "
Painted "	No. 2, 4.00 "
Painted "	No. 3, 3.75 "

STOVE PIPE.

6 inch, Common	each, 12c
7 inch, "	" 12c
6 inch, Bright	" 14c
7 inch, "	" 14c
T. Pipe	" 35c
Taper Pipe	" 15c
6 inch and 7 inch Cooper Elbows	" 25c
6 inch " Kemp	" 25c
Square Elbow	" 20c
6 inch and 7 inch Tin Hot-Air Elbows	" 50c
6 inch " Pipes	per foot, 15c

MISCELLANEOUS.

15 inch Galvanized Iron Valley	per pound, 7c
Galvanized Iron	per sheet, 7c
14 inch Tin Valley, IX	per foot, 8c
14 inch " IC	" 7c
Chimney Thimbles	each, 8c
Partition	" 10c
Floor	" 12c
Tin, 20x28, IX	per sheet, 20c
Tin, 12x12	" 10c
IC Creamers	each, 75c
IX	" 90c
IC Sap Pails, 10-quart	" 11c
IX	" 13c
Storing Stoves, including carting only	\$2.00

TIME.

Journeyman's time, with fire-pot	per hour, 30c
Journeyman and Helper	" 40c
When over five hours, time to be	" 40c
Apprentice's time	per hour, 20c

MATERIAL.

Solder	per pound, 30c
Zinc	" 10c

HARTLY TURNER, Sec'y.-Treas.

sold, below the market price, and cannot be replaced at the prices, simply because dealers will not meet and come to an understanding so that these exceptional benefits might be theirs.

Then, others argue that buying cheap enables them to harass their not so fortunate competitor, who may not have stocked sufficiently in some one line, as well as give them a chance to divide their good fortune with their customers, and thus stand in with them. They forget, however, that there may come a time when they will purchase in a declining market, and their then present stock will have to decline in price

are contracted for. But one dealer claimed to me when discussing the matter that he charged up the conductor pipe at same price as the trough, and, therefore, was enabled to make it up. The following shows how he accomplished it :

3-inch galvanized corrugated conductor pipe,	
per 1,000 ft.....	\$50 00
Freight	3 65
Crating	65
Time putting up.....	10 00
Solder	3 00
Hooks	4 10
Extra for elbows.....	20 00
Charcoal, etc.....	75
Waste in fitting.....	1 00
Total.....	\$93 15

spikes) are made out of scrap and cost nothing they should not be counted, and so I might continue, but "enough said."

Every business man should be master of the details of his business, should know what every article actually cost, and whether each department is on a paying basis, if he would be up-to date in his ideas and successful in his vocation. And, while attending strictly to his own affairs, yet the cultivation of a friendly spirit with his competitors would do much to lessen the differences that arise, as well as be mutually beneficial to all parties concerned.

a large number of orders have been booked for next year.

Campbell Bros. make it a rule to inquire every year of those using their axes as to how they stand the wear and tear demanded of them, and they fully expect, judging from the reports they are getting this year, to increase their trade materially. There is nothing a lumberman appreciates more than a good cutting axe which will not break or turn on edge, which they get when using the extra hand-made axe turned out by this firm.

"Our mode of doing business the last 10 years," said a member of the firm to **HARDWARE AND METAL**, "is to stand by the jobber, and not solicit orders in competition with him, and we must say we are well pleased with the result. They appreciate it, and send numbers of their orders to be shipped direct to their customers, as they know we will not interfere with them."

Campbell Bros. have a good trade in the United States in ship-carpenters' axes, adzes, slicers, gouges and chisels, which one may take as a pretty good indication that their goods are liked better than those of American makers. During the last 10 years, they have been exporting to the United States at the same price they sell to the trade in Canada,



"POT BOILERS."

Engraved from a picture by Miss Maud Earl, whose picture, "What We Have We'll Hold," everyone knows. Henry Graves & Co., Limited, London, Eng., are the publishers of "Pot Boilers."

Then, how often do you find that dealers in giving estimates for furnaces calculate as to the probable cost, but no account is kept of the time nor material used, and, therefore, no definite knowledge is gained of the cost of the work, and the profit (or loss) made. To them a contract book is unknown, is as useless as a fifth wheel to a coach. On, on they go, groping and slaving in the dark, an injury to themselves as well as to those around them. These are the men who consider that rent should not be figured as an expense, "because the store they occupy is their own," who think that because certain things (tubes, for instance, for trough

NEW BRUNSWICK AXES.

ONE of the growing industries of Canada is that of edge tool making, and among manufacturers who are participating in this growth is that of Campbell Bros., St. John, N.B.

During the last 10 years Campbell Bros.' trade in axes has increased very much, and in 1899 the demand they experienced exceeded their ability to supply. This year has started in well, the employees of the firm working overtime. As a result, the firm are about increasing their plant, when they expect to turn out more axes than ever. Already

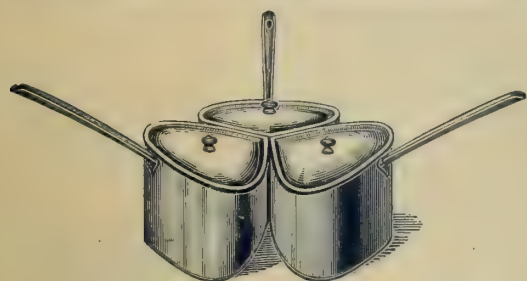
against an unreasonable duty of 45 per cent., while American goods coming to Canada only pay 25 per cent. They also send this class of goods to British Columbia and get repeat orders right along.

This business was started by the late William Campbell, father of the present partners, in 1880, but since 1890 the Campbell Bros. have been conducting the business. All the work turned out from the factory is under the personal supervision of the members of the firm, and the reputation, both at home and abroad, which the axes made by the Campbell Bros. has attained, is, no doubt, largely due to this fact.

ESTABLISHED 1860.

INCORPORATED 1895.

Leaders You Ought To Have.



COMBINATION TRIPLE SAUCEPAN

Made in Crescent Steel Agate-
ware and Pieced Tinware.

They are trade-bringers
and profit-bearers.

THE "STANDARD'S" REPUTATION

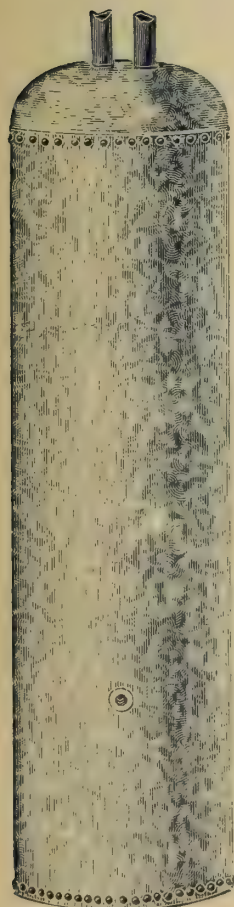
has been made
by its

Perfect Construction,
Rapid Action,
Simple Operation,
Exquisite Finish,
Variety of Sizes.



STANDARD WICKLESS OIL STOVE.

Do you handle our Premier, Crescent and White Enamelled Ware? If Not, Why Not?



THE INVINCIBLE

Kitchen

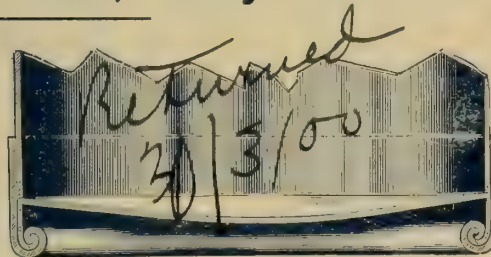
Range

BOILERS

GALVANIZED.

Tested 200 lbs.
Double Rivetted.

Made in 25, 30, 35,
40, 52 gallons.



The above cut demonstrates more clearly than
words the double durability of

Davidson Patent Milk Can Bottoms.

Our Patent BROAD HOOP bottom has all the advantages of three piece bottom, but is practically one piece. The rim of Patent Bottom is turned in over edge bottom proper, making smooth, uniform edge that will not tear floors of factories or wagons.

Hoops are all made 14-gauge and joined LONG way, thereby avoiding any possibility of splitting.

Sufficient space is left between bottom proper and rim to allow body of can to be inserted $\frac{1}{4}$ of an inch, making permanent joint.

Bottoms are thus sweated in with half the solder.

Bottoms are concave, draining to the centre, therefore are easier to wash out.

They will not corrode like those which drain to the side.

Top bands are "SHOULDERED" and have cut out at joint, making neater and cleaner job in half time than with old style hoop.

All bands have retinned edges.

For durability, finish and economy in making up our Trimmings are unequalled.

PATENTED FEB. 9th, 1894

And has been growing in popularity ever since its introduction.

ALL BROAD HOOP MILK CANS AND TRIMMINGS
MADE WITH OUR PATENT BOTTOMS.

THE THOS. DAVIDSON MFG. CO., Limited, MONTREAL.

THE UNIVERSAL "FAVORITE"

*IS THE NEWEST AND
MOST MODERN FAMILY
STEEL RANGE IN THE
MARKET.*

It is made in 17, 19 and 21 inch ovens, with four and six-hole tops. All sizes burn 27 inch wood, and have large end doors that both swing and drop.

The Coal Grate can be removed through the grate door without disturbing the rest of the fire-box.

~~~~~  
OUR CAST RANGES  
are modern, good workers, and  
quick sellers.

## WOOD COOKS

~~~~~  
With steel or cast ovens.
In all sizes, styles and prices.

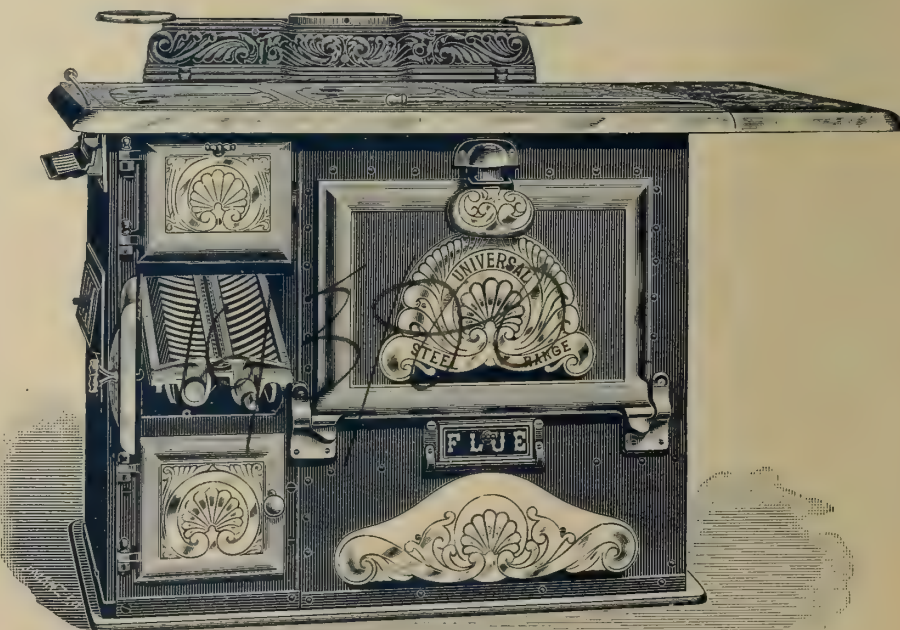
~~~~~  
Our line of  
BASE BURNERS  
SMALL COAL HEATERS  
AIR-TIGHT HEATERS  
TODD STOVES  
BOX STOVES

are up-to-date.

~~~~~  
1,000 live dealers wanted
to handle our goods.



EVERY UNIVERSAL FAVORITE STEEL RANGE
GUARANTEED TO GIVE SATISFACTION.



FINDLAY BROS. - Carleton Place, Ont.

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THE STATE OF TRADE IN CANADA.

GOOD times cannot continue to an indefinite period. But there is nothing to indicate that the activity in trade and the strength in values will collapse anywhere in the near future.

There has been a lull in trade in Canada during the present month, but so far this year the volume of business exceeds in aggregate that for the same period in 1899. January and February were decidedly better months than the same months last year. The weather this month has, on the whole, been decidedly unfavorable for business. But business during the past week or two has improved. But whatever the condition of immediate business may be, the manufacturers and the wholesalers are busy beyond question in forwarding goods ordered some time ago. And one healthy sign is that, in at least some branches of trade, buyers in quite a few instances have notified manufacturers and wholesalers that they will probably want delivery earlier than anticipated.

Busy as manufacturing industries generally have been during the past 12 or 15 months, there is every indication of their continuing to be so for at least some months to come. The pig iron furnaces in both Canada and the United States have, for instance, sold their output for some time ahead.

There is no better indication of the condition of trade than the railways. One cannot very easily get figures showing the quantity of merchandise each business man is selling, but one can get figures which show the earnings of the railways. If they are good, it, of course, follows that the movement of merchandise and produce must likewise be good.

Now, for the first two months of the year, we find that the aggregate gross earnings of the two railway systems of Canada were \$7,511,911, against \$6,728,184 for the corresponding period of 1899, a gain of \$793,727. The earnings this month have not

shown too favorably, but with the delays in traffic caused by the heavy snowstorms nothing else is to be expected.

The returns of the bank clearing houses are not as satisfactory as they were a year ago, the aggregate clearings for January and February being \$251,792,617, against \$255,547,263 for the same two months of 1899. This decrease is, however, small, being less than 1½ per cent. And it should not be overlooked that the aggregate clearings for January and February of this year were \$25,530,985 in excess of those for the same period two years ago. The clearings in the United States fell off over 10 per cent. during January and February, 1900, compared with the same months in 1899.

But, while the clearing house returns are not as large as a year ago, at least some compensation is to be found in the figures relating to the foreign trade of the country, as the following brief table, giving the aggregate returns for January and February, 1900 and 1899, respectively, shows :

	Jan. Feb., 1900	Jan. Feb., 1899
Imports	\$27,379,188	\$21,416,407
Exports	17,257,471	13,823,384
	\$44,636,659	\$35,239,791

The lumber industry was probably never in such a satisfactory condition. The coal mining industry certainly never was; and, in fact, the same can be said of mining industries in general in Canada. The production of gold last year, to the value of over \$21,000,000 gives Canada a prominence in regard to the yellow metal that it never before occupied. Then, as to butter and cheese, the demand exceeds the supply, and prices are correspondingly high.

Taken all round the situation in Canada is certainly one that should give us confidence.

PARTNERSHIPS FOR GOOD CLERKS.

A RETAIL merchant in the West announces that he has just taken into partnership one of his clerks. It is to be regretted that announcements of this kind are not more frequent.

Where it is at all possible merchants should hold out partnerships to clerks as inducements for continuous and faithful services.

Every clerk could not be taken into partnership, for it is not every clerk who possesses the necessary qualifications for such position. But we have special reference to good clerks and such as from whom good merchants are made.

The clerk who has ability is naturally ambitious to become a merchant. When the time arrives that he can realize his ambition, he, as a rule, begins business for himself in the town in which he has been employed as a clerk.

The merchant who is likely to suffer most by this new competitor is the clerk's former employer.

On the other hand, had the clerk been taken into partnership he would have been assisting to build up the business his competition now tends to tear down.

There are several inducements for the holding out of partnerships to first-class clerks. And they may be thus enumerated: (1) it is an incentive to greater effort; (2) it causes more concern for the employer's business, both in regard to profits and to the curtailment of expenses; (3) it retains the services of good clerks; (4) it retains them as helps and prevents their becoming competitors.

OUR EXPORT TRADE IN MANUFACTURED GOODS.

CANADA is gradually taking a more important position among the manufacturing nations of the world. The persistency with which the home factories are increasing their ability to supply the home demand is one proof of this. Another is the gradual expansion of the export trade in manufactured products.

According to the Trade Returns issued a few weeks ago, the total exportation of manufactured goods, the product of domestic factories, was \$11,706,707, or over \$1,000,000 in excess of the previous year.

The following table gives the exports of goods of home manufacture during the past five years :

1895.....	\$ 7,768,875
1896.....	9,365,384
1897.....	9,522,014
1898.....	10,678,316
1899.....	11,706,707

Compared with \$380,787,891, the value of the exports of the United States for the calendar year 1899, the Canadian figures are small, indeed ; but, while they are small, an increase of 50.67 per cent. in the five years from 1895 to 1899 is decidedly a matter for encouragement.

It is, perhaps, just as well to point out that the figures herewith given are from the Trade and Navigation Returns. In the list given in the Year Book issued by the Department of Trade and Commerce, ashes, treenails, staves, headings, shingles, box shooks, and sawn lumber, of all kinds, are included in the classification of "manufactures exported," which naturally make the exports in this line appear much larger than under the system followed by the Trade and Navigation Returns. In 1898, for instance, the exports of manufactured products, as given by the Year Book, were \$31,179,113, while, according to the former, they were \$10,678,316. To one not acquainted with the two systems a great deal of misunderstanding is likely to be caused. The Government should take some steps to make them uniform.

The following table shows, as per Trade and Navigation Returns, the exports of manufactured goods, of most interest to hardwaremen, from Canada during the fiscal years 1899 and 1898 and 1897:

	1899.	1898.	1897.
Agricultural implements	\$1,863,468	\$1,443,140	\$ 761,842
Carriages.....	15,191	19,187	20,928
Carriages, parts of.....	3,693	36	2,860
Bicycles.....	241,753	373,383	299,664
Bicycles, parts of.....	14,188	39,445	13,141
Cordage, rope and twine.....	134,522	146,487	.....
Explosives	115,065	74,305	109,673
Castings.....	109,637	115,916	127,659
Stoves.....	4,175	4,287	3,585
Pig iron.....	50,767	61,029	65,555
Machinery, not elsewhere specified.	292,997	221,991	166,868
Sewing machines	16,848	20,772	14,154
Hardware, not elsewhere specified.	123,440	124,638	101,115
Steel and manufactures of.....	68,809	43,205	38,522
Metals and other iron and steel....	34,532	53,317	41,601
Tin, manufactures of.....	3,159	5,578	2,764
Household furniture.....	351,479	242,177	115,863
Doors, sashes and blinds.....	378,206	324,492	285,161
Matches and match splints	257,981	195,770	151,276
Mouldings, trimmings and other house furnishings.....	21,466	14,779	16,121
Pails, tubs, churns and other hollow woodenware.....	38,364	19,666	12,789
Spool wood and spools.....	169,383	76,657	85,770
Wood pulp	1,274,276	1,210,421	741,959
Glass and glassware.....	11,788	7,494	7,208
Leather and manufactures of.....	1,681,283	1,608,352	1,541,732
Rubber goods.....	133,332	77,685	26,121
Musical instruments.....	439,661	359,085	399,725
Wall paper.....	24,134	13,639	3,726

It will be noticed from the above table that the most important of the manufacturing industries are the ones that show the most

promising results. In some lines the home trade has during the last year or two demanded so much attention as to cause the export trade to receive only secondary consideration.

It is a significant fact that the increase in the exportation of Canadian-manufactured products is practically due to larger buying thereof by countries within the British Empire. This will be seen at once on glancing at the following table :

	British Empire.	All Other Countries.
1895.....	\$3,832,394	\$3,936,481
1896.....	4,820,539	4,544,845
1897.....	5,059,514	4,462,500
1898.....	6,628,811	4,049,505
1899.....	7,266,051	4,440,656

While it is obvious where our best market for manufactured products is, there is nothing to deter us from endeavoring to expand our trade with countries outside the Empire.

DELIVERIES ARE BEING MADE MORE PROMPTLY.

THERE has been little change in the situation abroad lately, except that deliveries of many lines of material are being made more promptly by English makers than they were last fall.

This has been a prominent cause of complaint with importers, and, while the conditions in this particular are still far from being normal, the improvement above noted is welcome to firms which have experienced difficulty in procuring supplies to meet their current requirements. The inference that they draw from the change is that manufacturers in Britain and abroad are commencing to catch up with their orders.

Recent English correspondence gives one interesting explanation in relation to why cutlery makers have been behind. They were handicapped by the fact that large numbers of their more skilled workers were on the army reserve lately called out and are now serving in South Africa.

Values all around continue firm, this disposition being especially notable in the case of shovels, and lately a distinct upward tendency has been exhibited in firearms.

On the whole, the iron markets generally abroad continue vigorous. Producers of all descriptions are well supplied with orders, and prospects are regarded as bright and encouraging.

The scarcity of pig iron is felt to no small extent in Britain, and confidence in the situation is clearly indicated by the cautious behavior of sellers, nearly all of whom hesitate to commit themselves ahead, as they anticipate further advances in quotations soon.

All branches of the finished iron and steel industries display great activity, and, though the output as above noted has been increased, and is much larger in the aggregate than it was, it is still hardly equal to the demand, and sellers refuse to consider the idea of the slightest concession in any particular.

CUTLERY DEARER.

The advancing tendency on cutlery in England was referred to some weeks ago, and the fact that nearly all the makers had put up prices was dwelt upon.

The Rodgers people were among the last to do so, the fact being already noted in these columns. As a consequence the selling price from jobbers has now been advanced from 5 to 10 per cent.

The reasons that have led to the rise have been fully explained, and, therefore, need no repetition.

A USEFUL MAN GONE.

BY the death of George Bertram, M.P., Canada loses a man she can ill afford to lose. He was a type unfortunately only too rare in this or any other country.

His ability as a business man was unquestioned. The results which crowned his business efforts were too evident to allow it to be questioned. Whether it was as a retail hardwareman in Lindsay, or wholesale hardwareman in Toronto, or the head of the most important shipbuilding and engine works in Canada, Mr. Bertram was a man who had a thorough grasp of the details which demanded his attention.

The qualities which Mr. Bertram displayed in commercial life were carried by him into Parliament, when he was sent there a little over two years ago by the people of Centre Toronto.

He was a business man in Parliament as well as out of it. It was this that so quickly gave him prominence at Ottawa. It was this that made him the ideal representative.

Although he was not in Parliament when the tariff was last revised, it is an open secret that it was chiefly his hand that framed the iron tariff. And every importer of hardware knows how much better it is than its predecessor in point of clearness and simplicity.

Men of the business type of the George Bertrams, the John Ross Robertsons, the E. B. Oslers, the A. T. Woods, the William Patersons, and the A. F. MacLarens, are too rare in Parliament that we can afford to lose one of them.

The constituency which Mr. Bertram represented in Parliament is a commercial one, and it is, therefore, all the more necessary that its representative should be a practical business man. It is to be hoped the two political parties will keep this in mind when nominating their respective candidates to fill the vacancy caused by Mr. Bertram's regrettable death.

FURTHER DECLINE IN TIN.

THE drooping tendency of the tin market, which set in with such suddenness last week, has continued, with one or two slight interruptions, since, the spot article in London having fallen a further £5 10s. per ton, to £135 10s., and another \$1 per 100 lb. in New York, to \$32.75.

This heavy decline supplementing that noted last week has naturally imparted an unsettled feeling to the market.

The disproportion that existed between the spot and future article has also been practically wiped out. Discussing this phase of the market, W. I. Russell & Co.'s circular remarks:

"The manoeuvres in the London market this week, which have resulted in practically extinguishing the backwardation in the value of future delivery tin, is about the most clever piece of work in that line we have ever witnessed. The weakest feature in the market of late has been the heavy discount on futures. At one time it stood at £11 per ton. Part of this was eliminated by free purchases of forward deliveries, the price of spot tin meanwhile being maintained. This method, however, required daily buying of good quantities at successively higher prices, and if persisted in, would have been slow and costly. Then came the master hand.

The market was allowed to collapse—a small quantity of spot tin let go without regard to price, and in a day or two the operation was successfully completed, and the whole market given a much healthier tone."

The statistics for the first half of March show an increase in the Straits shipments, as compared with the same period last year, of 290 tons, leaving the net decrease since January 1, 1,080 tons. As compared with the figures of February 28, spot stocks on this continent have increased 390 tons, afloat stocks decreased 1,355 tons, and the total visible supply has decreased 965 tons.

As a result of the weakness in the outside market, wholesalers have reduced the figures 1c. per lb., the quotations being 36 to 37c., but in Montreal the price is unchanged at 38c.

GLASS STOCKS SHOULD BE COMPLETE.

HARDWAREMEN who have secured, or are trying to secure, contracts with builders for window glass, should complete their stocks at an early date.

The non-delivery, up to the present, of import orders placed last year, would indicate that shipments will be late again this year, so it will not be good policy to depend on these orders for stock to fill contracts.

It will be wise, therefore, to fill up any shortage from jobbers' stocks. This, too, should be done early, for, while there is no scarcity in any line, buyers should profit by the experience of last season, when such difficulty was experienced in getting many lines, and should run no risk this year of having to cut down large sizes to fill their contracts in small ones.

The strength of the market, too, is such as to make early buying safe and wise. The discounts offered in Belgium are at a basis which would warrant an advance by jobbers. While the market locally is steady, and no change will likely be made for some days, these conditions make it safe to buy at the present basis, for, if any change is made, it will be towards a higher range of values.

STRONGER MARKET FOR GALVANIZED SHEETS.

AMUCH stronger feeling has developed in galvanized sheets. Although it is chiefly at the moment in regard to sheets of United States manufacture, those of British manufacture are in anything but a weak condition.

Towards the latter part of last week importers in Canada were notified of an advance of 10 per cent. in American sheets, but, notwithstanding this, letters sent out a few days later announced that these new prices had been withdrawn, and that quotations would be only furnished when actual specifications were submitted.

At the prices now ruling, it would cost importers quite as much to lay down American as British galvanized sheets. But it is the general opinion that an advance in the latter in the near future is practically certain.

As far as HARDWARE AND METAL can gather stocks of galvanized sheets in Canada are in fair condition, importers having bought in anticipation of higher prices, and in the meantime local quotations are unchanged.

Black sheets are also firmer, and quotations have been advanced 10c. by jobbers in Toronto, 28-gauge now being quoted at \$3.60.

BRITISH IRON IMPORTS UNDER THE PREFERENTIAL TARIFF.

The Result of 1899's Trade.

THERE is probably no year in the history of the Dominion when as much interest was manifested in the import trade from Great Britain as during the last fiscal year. That year closed on June 30 last, but it was not till the official returns were issued a few weeks ago that an analysis of the trade for that period could be made.

This more than usual interest was due to the fact that it was the first year under which 25 per cent. of the duty was remitted on British goods.

We think we are quite correct in saying that if there was one branch of British trade which it was expected the preferential tariff would particularly benefit, it was that appertaining to iron and steel and manufactures thereof.

There has undoubtedly been an increase in a number of articles included in hardware and metals, but, after a careful examination of the figures, as compiled from the official returns, **HARDWARE AND METAL** can come to no other conclusion than that the results, as far as the trade of 1899 are concerned, are not as satisfactory as was hoped for. We wish we could come to another conclusion, but we cannot, for even in a number of instances where increases are shown the proportion to the total importations from all countries was less in 1899 than in 1898. But we herewith submit a table, which has been prepared at the expenditure of a great deal of time, showing the importation of iron and steel and manufactures thereof from Great Britain, the total imports from all countries and the proportion of British to the total during the fiscal years 1899 and 1898. It deals with dutiable imports only, free goods not, of course, being affected by the preferential tariff.

One cannot in mere figures ascertain to a nicety the influence of the preferential tariff in promoting the importation of British goods into Canada. For instance, figures cannot tell how much less of this or that line might have been imported were it not for

the rebate of 25 per cent. of the duty. And yet it is certain that the influence of the preference must have been at work on such items as show even a decrease compared with the previous year.

The preference under the tariff on British goods may not be large enough to possess much utility, but its influence, whether it be great or small, is undoubtedly in favor of the promotion of the import trade in British

	1899.			1898.		
	Great Britain.	Total Imports.	Proportion of British to total.	Great Britain.	Total Imports.	Proportion of British to total.
Bells and gongs	\$2,044	\$20,702	9.87	\$376	\$16,906	2.22
Brass and manufactures of—						
" wire, plain.....	1,646	30,061	5.47	1,343	17,965	7.47
" wire cloth	10,080	29,804	33.65	9,852	26,306	37.45
" manufactures of, n.o.p.....	32,183	349,997	9.19	24,016	287,039	8.36
Bicycles and tricycles.....	876	490,195	.18	2,720	597,726	.45
" parts of.....	8,205	319,178	2.56	8,506	279,382	3.04
Copper and manufactures of—						
" nails, tacks, rivets and burrs.....	573	4,259	13.45	117	3,131	3.73
" plain wire, tinned or plated.....	28	45,144	.06	248	49,399	.50
" wire cloth	365	911	40.07	1,572	7,142	22.01
" all other manufactures of	3,051	33,523	9.10	3,581	29,618	12.09
Scythes, snaths, reaping hooks.....	5,091	34,271	14.85	3,480	22,857	15.22
Spades and shovels and spade and shovel blanks.....	10,011	27,686	36.16	4,254	16,627	25.58
Anvils and vices	8,091	20,132	40.19	8,131	13,581	59.87
Springs, axles, axle bars, and axle blanks and parts thereof for railway and other vehicles	7,181	43,861	16.37	4,633	28,554	16.22
Bar iron or steel, whether in coils, bundles, rods or bars	61,662	448,569	13.74	48,722	372,297	13.08
Cast iron pipe	8,641	105,573	8.18	5,681	37,726	15.19
Castings, iron or steel, n.e.s.....	1,203	111,702	1.07	777	79,717	.97
Canada plates, Russia iron, flat galvanized iron or steel sheets, terne plate, and rolled sheets of iron or steel coated with zinc or other metal.....	697,071	954,605	73.02	558,469	704,290	79.29
Chain	32,225	86,277	37.35	27,505	79,206	34.72
Steam engines and boilers.....	7,967	107,984	7.27	1,213	100,327	1.21
Fittings, iron or steel, for steel or iron pipe...	901	165,532	.54	809	85,523	.94
Ferro-silicon, spiegeleisen and ferro manganese	18,530	22,539	82.21	17,257	22,516	76.64
Forgings of iron or steel, of whatever size or shape, or in whatever stage of manufacture, n.e.s., and steel shafting and hammered iron or steel bars or shapes, n.o.p.	34	59,738	.06	672	34,844	1.92
Hardware, viz., builders', cabinetmakers', upholsterers' and carriage hardware....	44,187	572,928	7.71	37,236	423,354	8.79
Iron or steel ingots, cogged ingots, blooms, slabs, billets, puddled bars, etc.....	36,696	103,198	35.56	42,463	122,426	34.68
Iron or steel bridges or parts thereof.....	77	540,430	.01	....	438,634	....
Pig iron.....	37,347	452,826	8.24	51,236	381,603	13.42
Locks of all kinds	8,376	97,168	8.61	8,492	130,188	6.52
Machines and machinery and parts of.....	449,641	2,830,211	15.85	176,834	1,909,781	9.25
Malleable iron castings and iron or steel castings, n.e.s.....	351	16,649	2.11	1,727	32,214	5.36
Nails and spikes, composition and sheathing nails	1,715	2,674	64.13	4,456	6,500	68.55
Nails and spikes, wrought and pressed, trunk, clout, coopers', cigar box, Hungarian, horseshoe and other nails, n.e.s.	2,271	8,896	25.52	2,525	7,896	31.98
Nails and spikes, cut and railway spikes....	1,440	16,962	8.49	11	10,076	4.07
Mould boards, or shares or plough plates, landsides and other plates cut to shape from rolled plates of steel, but not moulded, punched, polished or otherwise manufactured.....	763	133,764	.57	42	96,722	.04
Pumps	949	113,816	.83	672	93,550	.72
Iron or steel railway bars or rails of any form, n.e.s.....	21,955	86,614	25.34	35,905	89,912	39.93
Railway fish plates and tie plates	7,805	131,498	5.93	9,579	171,605	5.58
Rolled iron or steel angles, tees, beams, channels, joists, girders, tees, stars or rolled shapes, or trough, bridge, building or structural rolled sections or shapes, not punched, drilled or further manufactured than rolled, n.e.s. and flat eye bar blanks not punched or drilled	736	251,205	.29	5,054	248,621	2.03
Rolled iron or steel hoop, band, scroll or strip	13,833	129,818	10.65	9,807	87,950	11.15
Rolled iron or steel plates	145,265	553,911	26.22	191,606	547,907	34.97
Screws, iron and steel	175	17,257	1.01	459	10,502	4.37

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BRITISH IRON IMPORTS UNDER THE PREFERENTIAL TARIFF—Continued.

goods. We know for a fact of manufacturers in the United States, for instance, who confess that since the preferential tariff went into force they have been compelled to withdraw from the Canadian market.

But, notwithstanding all this, however, **HARDWARE AND METAL** is free to admit that, in the light of the past year's experience, the preferential tariff has practically only enabled Great Britain to hold the Canadian trade she already had without perceptibly helping her to regain what she had lost.

On most lines appertaining to hardware the Customs duty under the general tariff is probably 30 per cent. This is the percentage the importer pays on goods he imports from the United States or other countries not British. But on goods from Great Britain he would pay $7\frac{1}{2}$ per cent. less, or $22\frac{1}{2}$ per cent. Putting it another way: Goods that cost him \$1 in the United States would cost him \$1.30 duty paid, while those which cost him \$1 in Great Britain would be \$1.22 $\frac{1}{2}$ duty paid. Figured out this way it will be noticed that there is a difference in the cost of a little over $5\frac{3}{4}$ per cent.

But, while the advantage of the duty is undoubtedly with British goods, although that advantage may not be very great, there are influences which are at work which, to some extent, minimize it. We have particular reference to the juxtaposition of the United States, which not only enables the manufacturers in that country to cover Canada with its travelers more frequently, but to have a better grasp of the requirements of the Dominion. Then, besides this, they can deliver goods more promptly. Another influence which tends to minimize the importation of British goods is the competition of the product of the home factories.

Canada is gradually becoming more able to supply her own requirements in many staple lines of hardware. There are, for instance, nails, screws, spades and shovels, harvest tools, edge tools, lawn mowers, netting, enameled ware, plated hollow ware, and many other lines which might be mentioned, in all of which this country is now practically independent of British or foreign manufacturers. Even in cheap table cutlery and such plated flatware as spoons, forks

	1895.			1896.		
	Great Britain.	Total Imports.	Proportion of British to total.	Great Britain.	Total Imports.	Proportion of British to total.
Scales, balances, weighing beams, etc.....	1,753	76,673	2.28	2,919	42,160	6.92
Skates and parts thereof.....	114	71,610	.15	111	37,797	.29
Skelp iron or steel, sheared or rolled in grooves.....	1,015	223,363	.45	19	138,052	.01
Stoves of all kinds and parts thereof, n.e.s..	711	126,949	.56	476	88,778	.53
Swedish rolled iron and Swedish rolled steel nail rods, under $\frac{1}{2}$ inch in diameter, for the manufacture of horseshoe nails....	1,764	39,383	4.47	3,991	44,766	8.91
Boiler tubes of wrought iron or steel, including flues and corrugated tubes for marine boilers.....	10,281	185,421	5.53	9,180	132,166	6.94
Tubes of rolled steel, seamless, not jointed or welded, not more than $1\frac{1}{2}$ inches in diameter.....	6	11,482	.05	477	15,186	2.67
Tubes, seamless, for bicycles.....	5,364	58,770	9.12	6,982	50,915	13.71
Tubing, wrought iron or steel, plain or galvanized, threaded and coupled or not, over 2 inches in diameter n.e.s....	1,508	293,220	.51	1,170	128,679	.90
Tubing, wrought iron or steel, plain or galvanized, threaded and coupled or not, 2 inches or less in diameter, n.e.s....	10,990	253,224	4.34	627	216,956	2.88
Other iron or steel tubes or pipes, n.o.p....	91	25,476	.35	42	20,800	.20
Ware—Galvanized sheet iron or galvanized sheet steel manufactures, n.o.p.....	3,515	28,059	8.96	2,624	17,777	14.76
Ware—Agate, granite or enameled iron or steel hollow ware.....	3,947	26,356	14.97	2,706	26,969	10.03
Ware—Enameled iron or steel ware, n.e.s.; iron or steel ware, n.e.s.; iron or steel hollow ware, plain black, tinned or coated; and nickel and aluminum kitchen or household hollow ware, n.e.s.	3,265	79,499	4.10	2,268	57,218	3.96
Wire cloth or woven wire and netting of iron or steel.....	3,140	18,161	17.29	2,143	12,203	17.56
Wire fencing, woven, buckthorn strip, and wire fencing of iron or steel, n.e.s....	4,347	23,726	18.32	4,676	28,511	16.40
Wire, single or several, covered with cotton, etc.....	13,128	304,608	4.30	40,586	211,197	19.21
Wire rope, stranded or twisted wire, clothes lines, picture or other twisted wire, and wire cables, n.e.s.....	32,689	68,793	47.51	34,560	58,693	58.88
Wire of all kinds, n.o.p.....	13,140	154,872	8.48	5,413	127,353	42.50
Iron or steel nuts, washers, rivets and bolts, and nut, bolt and hinge blanks, and T and strap hinges of all kinds, n.e.s....	1,534	78,191	1.96	2,078	68,991	3.01
Iron or steel scrap, etc.....	18,699	298,219	6.26	77,397	533,628	14.50
Penknives, jackknives, and pocketknives of all kinds.....	76,470	124,344	64.71	45,111	83,098	54.28
Table cutlery, all kinds, n.o.p.....	153,494	198,786	77.21	77,284	94,994	81.35
All cutlery, n.e.s.....	70,321	131,294	53.56	76,120	151,464	50.25
Guns, rifles and other firearms.....	19,933	123,838	16.09	18,741	127,621	14.68
Steel plate, universal mill or rolled edge bridge plates imported by manufacturers of bridges.....	1,046	39,434	2.65	698	71,936	.97
Steel in bars, bands, hoops, scroll or strips, sheets or plates when of greater value than $2\frac{1}{2}$ c. per lb., n.o.p.....	90,889	272,271	33.37	110,929	250,032	44.36
Adzes, cleavers, hatchets, wedges, sledges, hammers, crow-bars, cant-dogs and track tools; picks, mattocks and eyes, or poles for the same.....	986	25,503	38.65	720	37,597	1.91
Axes.....	1	41,402	0.002	9	36,593	.02
Saws.....	3,419	77,808	4.37	2,430	81,148	2.99
Files and rasps, n.e.s.....	10,932	76,789	14.23	9,024	73,211	12.32
Tools, hand or machine.....	39,288	490,662	8.03	28,256	365,362	7.73
Knife blades or blanks, and forks of iron or steel, in the rough, not handled, filed, ground or in otherwise manufactured...	549	1,910	28.74	297	1,095	26.94
Manufactures, articles or wares not specially enumerated or provided for, composed wholly or in part of iron or steel, and whether partly or wholly manufactured...	61,532	928,799	6.62	54,702	765,032	7.15
Lead—old, scrap, pig and blocks.....	170,819	283,432	60.26	101,388	260,779	38.87
Lead bars and in sheets.....	34,109	39,833	84.37	24,579	39,041	62.95
Lead pipe.....	5,196	8,008	64.88	1,699	4,068	39.30
Lead shot and bullets.....	1,617	2,141	75.52	1,302	1,402	92.86
Lead, manufactures of, n.o.p.....	6,107	35,036	17.43	6,086	29,988	20.29
Aluminum, manufactures of.....	276	5,126	5.38	588	3,295	14.81
Babbitt metal.....	2,594	27,143	9.55	3,243	21,489	15.08
Britannia metal, manufactures of, not plated	2,916	27,888	10.45	2,298	24,336	9.44
Gas, coal or other oil and electric light fixtures or parts thereof of metal, including lava or other tips, burners, etc.....	1,563	117,864	1.32	2,308	80,683	2.86
Gas meters.....	7,513	13,550	55.43	8,793	14,513	60.58
German, nevada and nickel silver, manufactures of not plated.....	5,767	23,933	24.13	4,204	20,348	20.65
Lamps, side lights and head lights, lanterns and chandeliers.....	5,951	210,799	2.82	4,913	170,479	2.88
Nickel-plated ware, n.e.s.....	1,422	19,432	7.32	897	17,650	5.08
Wire of all kinds, except iron or steel, n.o.p.	124	4,094	3.02	...	3,135	...
Boilers, steam engines and other machinery.	1,234	46,443	2.65	13,359	74,683	17.88
Tinware, plain, japanned, etc.....	10,400	94,644	10.98	8,585	80,341	10.68

Wholesale



The Oldest in the West

The Greatest in Canada

Return
J. H. ASHDOWN - Winnipeg

SUPPLIES FOR —

THE MERCHANT

THE MINE

THE MILL

Hardware



and knives, we are gradually supplying our own requirements.

HARDWARE AND METAL is not pointing out these facts with a view to discouraging the British manufacturers. Its object is merely to show the conditions as they are. And knowledge of this kind is power to the British manufacturer who will use it.

There are a good many manufacturers in Great Britain who have a grasp of the requirements of Canada, and they are accommodating themselves to these requirements. And while their number is increasing, there are still a great many who appear to be utterly at sea as to the kind of goods

more for themselves than ever a preferential tariff can do, though its provisions be ever so liberal. A preferential tariff can only make access to the trade of a country easier. It cannot do for business men what they should do for themselves.

THE ONTARIO SILVER CO.'S NEW BUILDING.

ON account of the depletion of natural gas in the Humberstone field, caused by it being piped for the last eight years to Buffalo, where there is an unlimited market, the Ontario Silver Co. have been forced to move their works, and

carefully inspected. Their goods, such as nickel-plated spoons and forks, and nickel-plated cutlery, are largely taking the place of the imported.

The new buildings are pleasantly situated at Niagara, being near the famous Whirlpool Rapids. These new buildings are erected in the shape of a double square, thus insuring excellent light throughout the factory. The proprietors have in view the still further expansion of their business, having provided ways and means of putting in additional plant whenever necessary, and are thus bound to be prepared for any increase in their already extensive business.



the people of Canada require. An examination of the circulars and catalogues which are almost daily coming to the desks of the managers of importing houses is proof of this.

British manufacturers who employ such methods cannot expect to develop trade with Canada in this way. Goods that have for years been obsolete in this country will not sell even did the preferential tariff give British goods free entry, while a high duty was levied against the goods of all other countries. And, furthermore, no satisfactory results will be possible until representatives have visited Canada and learned the requirements of the country.

By doing this British merchants will do

have located at Niagara Falls, where they have arranged for 200 electric horse power. A large brick building, giving them over 40,000 square feet of floor space, which is being planted with modern machinery, has been erected there, and they expect to remove their business from Humberstone on July 1, when a button will be pushed that will put in motion one of the finest plants for the manufacture of flatware and cutlery in America.

The goods made by The Ontario Silver Co. are well and favorably known throughout the Dominion, and the explanation of this is that they have always been careful to maintain quality. All goods sent out branded with the name of the firm are first

McCLARY'S TRAVELING SALESMEN.

HARDWARE AND METAL is indebted to The McClary Manufacturing Co. for the accompanying cut of their various representatives in Canada. As the cut shows, they have traveling representatives calling on the trade in every city, town and village, every four weeks, and, with branch houses situated at Montreal, Toronto, Winnipeg and Vancouver, they can supply the trade on decidedly short notice. The McClary people manufacture and carry in stock every line of goods required for the tinsmith and house-furnishing trades. They are also makers of the "Samson" seamless milk can bottom, which is the strongest and cleanest bottom made in Canada or the United States.



The James Smart Mfg. Co. Limited

BROCKVILLE, ONTARIO, CANADA.

HARDWARE :

"Perfection" Stoves, Ranges and Furnaces.

The attention of the trade throughout the Dominion is called to our new . . .

TOOL DEPARTMENT.

(Formerly Gardner Tool Works).

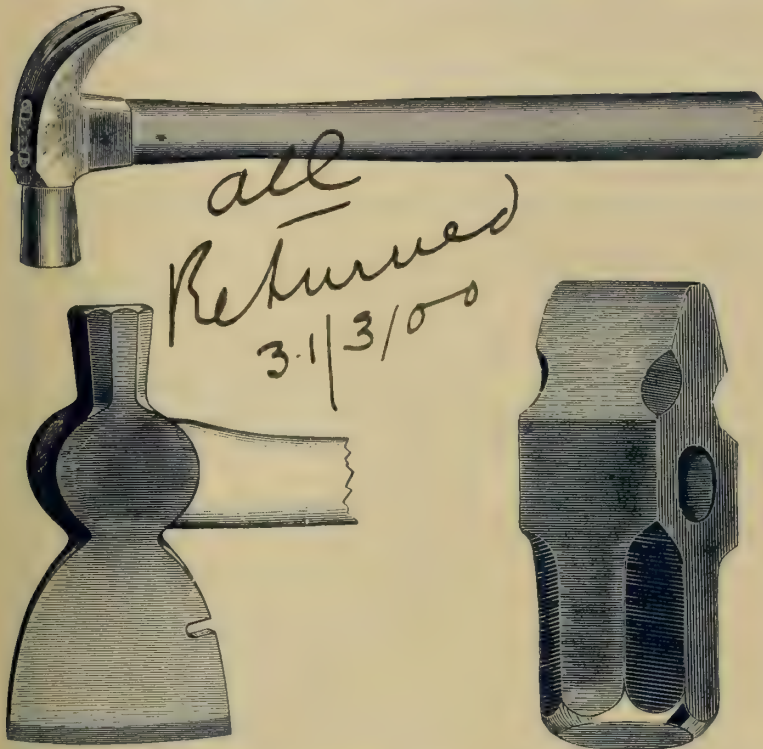
The products of this department are : Nail Hammers, Riveting Hammers, Farriers' Hammers, Machinists' Hammers, Engineers' Heads, Tinners' Hammers, Masons' Hammers, Brick Hammers, Smiths' Hammers, Stone Hammers, Spauling Hammers.

Blacksmiths' Sledges, Drilling Sledges, Spike Mauls, Wood Splitting Mauls.

Shingling Hatchets, Lathing Hatchets, Bench Axes, Hunters' Axes, Boys' Axes, Tomahawks, Chopping Axes.

All of Standard Grade and Best Finish.

PRICES AND ALL PARTICULARS, BY MAIL OR THROUGH OUR TRAVELLERS.



KELSEY Warm Air GENERATORS

(Patented)

ECONOMICAL. HEALTHFUL. DURABLE.

PRACTICAL EXPERIENCE.

MONTREAL, P.Q., May 25th, 1899.

DEAR SIRs,—In reply to your inquiry in regard to my experience with your "Kelsey" Heater, which you placed in my country residence "Montarville" Mount Bruno, I have pleasure in saying that the "Kelsey" has given me the best of satisfaction in every way.

As you will doubtless remember, it was a rather difficult proposition to heat my house with warm air, owing to the position in which the furnace had to be placed, and the fact that the piping to the various registers varied in length from about 5 feet to 40 feet. In one case, to reach a large front bedroom it required about 40 feet of pipe with three elbows, and again to reach a room in the annex the pipe had to be about 25 feet in length, with very little rise. These two latter pipes were fitted with your "Patented Positive Attachment," and this attachment worked to perfection, and we had no difficulty in keeping the best control over the whole system. During the coldest weather, with the thermometer from 20 to 25 degrees below zero, there was no difficulty in keeping the house at from 68 to 70 degrees, or warmer if it was desired. The air was **pure and sweet**, and the furnace, instead of being, as in some cases, obnoxious, really gave us a most perfect ventilating system, the air being constantly changed, and the circulation perfect. Taken altogether I cannot speak too highly of the "Kelsey" from my own personal experience.

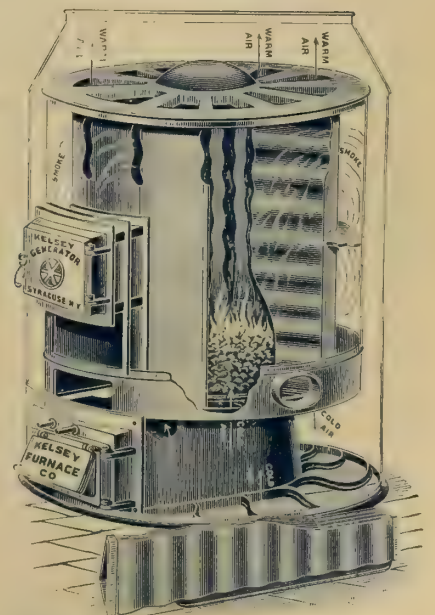
Yours faithfully,

THOS. J. DRUMMOND.

LEADING DEALERS have found it pays to handle goods having quality to commend them.

KELSEY BOOKLETS explain why the "Kelsey" is **THE BEST**; also contain the practical experience of a large number of users in all parts of Canada. Write for one.

**HEAT MAKERS.
FUEL SAVERS.**



NOTE PARTICULARLY

**CONSTRUCTION OF FIRE-POT.
GREAT HEATING SURFACE.
LARGE AIR CAPACITY.**

THE...

James Smart Mfg. Co., Limited, Brockville, Ont.

EXCLUSIVE MAKERS FOR CANADA.

THE HOWLAND HOCKEY CLUB BANQUET.

LAST WEEK, HARDWARE AND METAL announced the success of the Howland Hockey Team in capturing the fine Commercial League Cup, presented to the league by Mr. A. Burdett Lee. Since then, as related elsewhere, they have added another to their laurels, winning, from the champions of the Dry Goods League, the mercantile championship of Toronto.

Naturally, our friends, the Messrs. H. S. Howland, Sons & Co. are much elated over their club's double victory, and, on Saturday night last, showed their appreciation by entertaining the club and between 40 and 50 of their staff at the Temple Cafe.

The gathering, which was a very merry one from start to finish, is thus described in The Daily Mail and Empire :

"Fresh from their success of the night before, when the Howland Seven, holders of the Commercial League Cup, won from the Merchants Dyeing and Finishing Company, winners in the Dry Goods League, the mercantile championship of the city, the enthusiasm was naturally at high pitch, and did not at any moment subside during the three solid hours of dining and entertainment. Three cheers and a tiger spoke the popularity of the almost venerable senior partner, Mr. H. S. Howland, whose absence through a slight indisposition was generally regretted.

"The presiding chair was occupied by the managing partner, Mr. Peleg Howland, who did the duties of host handsomely. Around him were gathered the hockey officials and the little "star cluster"—the plucky seven that have won for themselves such an enviable place in hockey circles. Certainly their clean, manly bearing throughout the season, combined with superior skill in stick handling, entitle them to the praise of all who delight in this good, healthy sport.

"After the 'Queen' and 'St. Patrick' had been duly honored, the 'Team' was proposed by Mr. T. G. Dexter, and neatly acknowledged by Messrs. H. Gunn, president of the club; Edward Gillespie, captain, and T. Wright; while the little stars of the forward line, Messrs. Towers and Cotton, in response to repeated calls, promised in the working phrases of hockey, 'to do it again' next season. From the single note soon developed the chorus of praise wherein all joined.

"Mr. Howland, in acknowledging the toast of 'The Firm,' which only missed 'Highland honors,' said that such a gathering had been frequently in his thought, but for one reason or another had just lacked the initiative. The hockey club had at last made it possible—even necessary. He

appreciated, perhaps, more than anyone knew the position in which he found himself in the regard of those around him, and the enthusiastic reception of the firm's toast. He appreciated this particularly, because he was not, in any sense of the word, the 'jolly good fellow' the position might seem to require. He then assured the club that, while he appeared to lack sometimes a certain demonstrativeness, his interest in them and their work was at all times sincere and unaffected, and he hoped that at some future time they would again meet under similar conditions, and when every department of the business would be fully represented, because he thought the enthusiasm and goodfellowship such meetings evoked could not but help promote their mutual interests."

Just half an hour before midnight the gathering broke up with a hearty "Auld Lang Syne" and "God Save the Queen."

The following is the club toast as proposed by one of the staff on that occasion :

We've drunk the toast of Queen and host,
Drunken St. Patrick too,
But the bumper waits at the thirsty gates
For our darlin' hockey crew.

For we're proud of you laddies, and proud of the daddies

That gave us the likes of you,
And here's your good luck, whenever the puck
Is faced for the H. H. crew.

With Clift to "lift" and Tommy "the swift,"
And Walker just loafin' in goal,
We have got a defence that's—damme!—immense,
Or devil may take my soul.

So we're proud of you laddies, etc.

Then, with Mitchell to check, and the 'Cap'n on deck,

It's a "divils' own" forward four,
When Aldie sails in for the puck or a shin,
And "Duke" always handy to score,

And we're proud of you laddies, etc.

They gave you a place (at odds) in the race,
But the league was a cinch all through;
Then the Dry Goodsers came with their laurels and fame,

But you "dyed and finished" 'em too.

So here's to you laddies, and here's to the daddies
That gave us the likes of you,
And here's your good luck, whenever the puck
Is faced for the H. H. Crew.

THEY ARE STILL GROWING.

A year ago a short account of the remarkable manner in which the business of B. F. Ackerman, manufacturer of harness, etc., Peterboro', Ont., has grown since its inception was published in this paper.

At that time Mr. Ackerman's staff had grown to include 55 hands. Since then his business has increased so steadily that at no time of the year has it been necessary to lay off hands for want of trade, and in the twelve months it has been necessary to add to his staff until it now numbers 65.

In another part of this issue Mr. Ackerman is advertising a set of harness at \$8.50.

A Belanger, Montmagny, Que., is now making a large line of stoves and ranges. He is now soliciting inquiries and orders from the trade.

HARDWARE AND BICYCLES.

THE hardware trade is in a fair way to again enter the bicycle business. The tendency of the times is to concentrate the manufacturing of bicycles into the hands of a few large makers, with a consequent decrease in the fixed charges on each bicycle.

The National Cycle and Automobile Company, one of these immense bicycle concerns, whose advertisement fills another page, have control of 25 different lines of bicycles, some Canadian, many of American design.

The plan under which the guarantee of the "National" company bicycles is carried out allows hardware dealers and others not possessing a bicycle repair shop, to take agencies for all National bicycles.

Under the National guarantee system, the agent is entirely done with the wheel once it is sold. So soon as a National wheel leaves his hands, the wheel goes under the eye and charge of the most competent local bicycle repairman. Any defects in the wheel are remedied by the local repairman, not the local agent. All guarantee repairs are made by the local repairman without recourse to the local agent. The local agent sells the wheels and does nothing else.

Unless National wheels were of the highest class, it would be an impossibility to make a local guarantee and yet make a profit. National wheels are of the highest class.

The hardware dealer, thus, can take a National agency because of the local guarantee. He needs no repairshop. He goes on with his regular business. He makes all possible money from National bicycles without the least expense, but the only profitable bicycle the hardwareman can take is a National with this new feature. All other bicycles are an impossibility for him.

It is not yet too late for hardware dealers to open bicycle agency negotiations with The National Cycle and Automobile Co., at 34 King street west, Toronto. Owing to their immense productive capacity, they can instantaneously increase their output to any desired figure, and they can make all shipments promptly. Hardwaremen ought to look this up.

HARDWARE DEALERS' MAGAZINE.

In another part of this issue is printed a page advertisement for The Hardware Dealers' Magazine. This magazine is published by D. T. Mallett, at 253 Broadway, New York, and, although it has only been in existence a few years, has had a rapid growth, its average monthly circulation last year being over 11,000 copies. The magazine is bright and enterprising and deserves its success.

THE HANDIEST REPAIRS.

National bicycles, with the local guarantee, are the only bicycles with their guarantee repairs made in your own vicinity at expense of the manufacturers.

Unless National bicycles were almost perfectly free from repair work, we would not dare to assume the burden of such a guarantee.

Not only do National riders get the very best class of bicycles made in Canada, but they have the satisfaction of knowing that repairs will be made locally anywhere in Canada without waste of time or the loss of a minute in correspondence or transportation.

These are all National bicycles. Local National agents are everywhere. Local National guarantee repair shops are everywhere :

E. & D.
Stearns
Crawford
Monarch
Sterling
Scotsman
Nyack
Featherstone
Syracuse
Imperial
Envoy
Stormer
Milwaukee
Fanning and



Columbia
Hartford
Columbus
Meiselbach
Spalding
20th Century
Geneva
Barnes
Clipper
Tribune
Fleetwing
Pennant
and
Fay (Juveniles).

The above is a complete list of locally-guaranteed National bicycles. It includes 125 different bicycle models. All are locally guaranteed. They cover all prices. All are National.

ANY taste can be satisfied with a National bicycle. ONLY National bicycles have the local guarantee. If you buy any other kind of wheel, you throw away an opportunity.

The National Cycle and Automobile Company
Limited.

34 King St. W., TORONTO.

ALEXANDER GIBB,

Manufacturers' Agent and Metal Broker,
Office and Sample Room,
22 St. John St., **MONTREAL.**

Galvanized Sheets.
Tinplates.
Terneplates.
Tinned Taggers.
Sheet Steel.
Black Taggers.
Imitation Russia Sheets.
Sheet Iron.
Genuine Russia Iron.

Sheet Copper.
Bar Copper.
Sheet Brass.
Tobin Bronze.
Norway Iron and Steel.
Norway Nail Rods.
Hoop and Band Steel.
Coil Chain.

B. B. and B. B. B. Crane Chain.
Trace Chain, etc.
Agricultural Implement Chain.
Canada Plates.
Ingot Tin.
Pig Lead.
Zinc Sheets, Spelter and Oxide.
Soldering Coppers.
Brass and Copper Tubing.

Wheelbarrows—all kinds.
Store Trucks.
Washing Machines.
Handles (wood, all kinds).

Cutlery.
Seamless Steel Hollow-ware.
"Lava" Enameled Ware.
"Lava" Enameled Filters.

White Lead (dry).
Red Lead.

Orange Lead.
Litharge.

Paris and Milori Blue.
Persian Red.

Also Earth, Mineral, and Chemical Colours.
INQUIRIES SOLICITED.

The Ontario Lantern Co., Hamilton, Ont.

MANUFACTURERS OF THE . . .

CELEBRATED

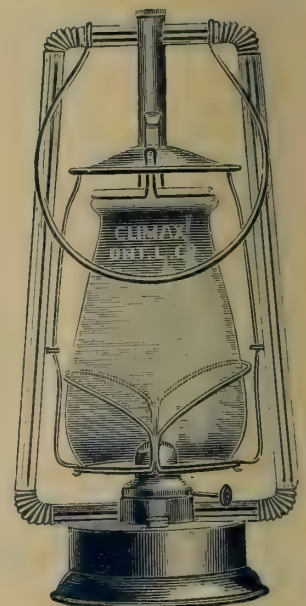
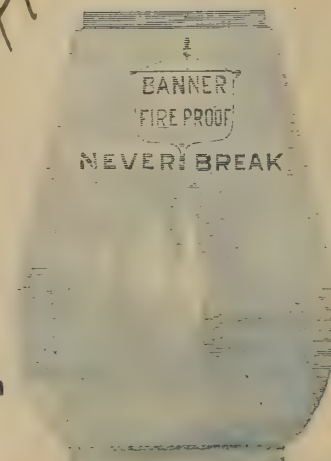


Banner Cold Blast Lanterns
Climax Safety Tubular Lanterns
Victor Bicycle Gas Lamps
Saddlery and
Cabinet
Hardware
Specialties,

in sheet brass and steel.

Angle Bracket Lamps
Sunlight Bedroom Lamps
Banner Lamp Burners

Tubular Lantern
Burners



Catalogues and Prices on application
from the wholesale trade.

WALTER GROSE,
Montreal,
SOLE SELLING AGENT.

(Exclusive agents for the "Never Break" Lead Glass Lantern Globes.)

A NEW WAREHOUSE IN WINNIPEG.

AMONG the number of fine new wholesale warehouses which have been occupied recently by Winnipeg concerns, one of the largest and finest is that of Merrick, Anderson & Co., manufacturers' agents, on Bannatyne avenue east, near Red river, and backing on the transfer railway track. This firm is one of the oldest in its line in Winnipeg, having started here in 1882 in a small building near the south end of Main street. Later they moved to a brick block on Princess street opposite the end of Ross avenue which was destroyed by fire in 1894. Since then they have occupied one of the warerooms in a brick block on the southwest corner of Princess and William streets. Ever since the fire of 1894 the firm have been very much cramped for

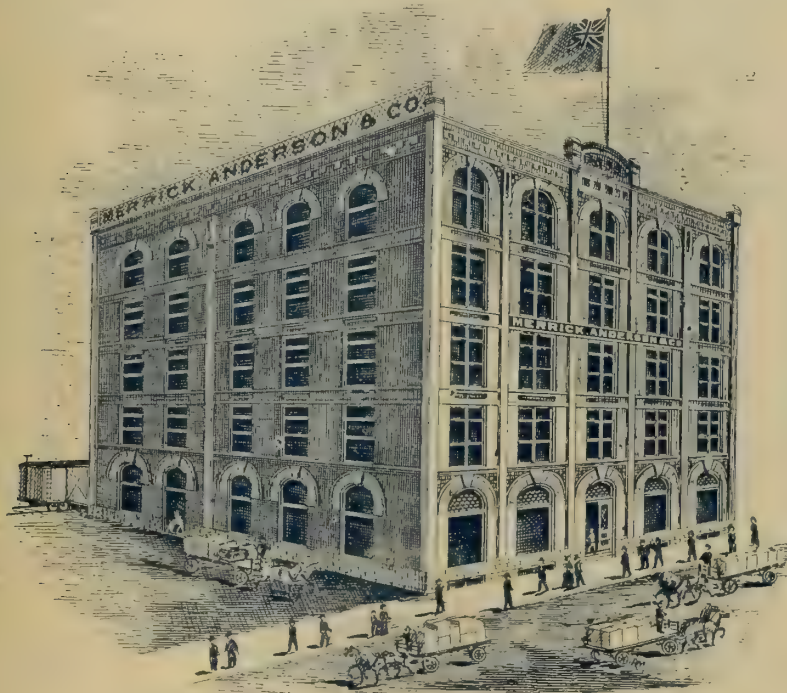
Montreal, binder twine, rope, etc.; The Thos. Davidson Manufacturing Co., Limited, Montreal, stamped tin and enameled ware; The Manitoba Building Paper Co., Winnipeg, plain and tarred building paper, etc.; The Dominion Bag Co., Limited, Montreal, jute and cotton bags of all kinds, and The National Sewing Machine Co., of Belvidere, Ohio. This will give the reader an idea of the range of goods handled by this firm and the amount of stock carried may be judged when we say that all the goods mentioned are kept regularly in store here. Five travelers are constantly on the road between Port Arthur and the Coast handling these various lines.

The new building, a cut of which is shown herewith, is 75 by 90 feet in dimension, with five storeys and basement. Its

apartment where stocks of binder twine, building paper, wire, furnaces, castings, etc., are stored. From the rear of the basement goods can be loaded and unloaded right from the railway cars. The platform at the back of the building is long enough to permit of two cars being handled at once.

The second floor of the building is divided into sample-rooms mainly, and the balance is used for storage of bags. The third floor contains stocks of paints, brushes, granite, tin, and stamped ware. The fourth floor contains stoves, ranges, furnaces, all descriptions of tinware, lanterns, sewing machines, and bicycles. The top floor is devoted to the woodenware, stove pipes, elbows, tinware, wringers, washers, and other light goods.

From the description, it will be seen that this new building is fully occupied. The weight of such a stock as has been described will suggest itself at once to the reader. To meet this, both walls and floors are of unusual strength and thickness. The building is fitted with a powerful electric freight elevator, protected against accident by automatic doors and other safety devices. In fact, in every way it is a thoroughly up-to-date warehouse, and will furnish ample accommodation for the growing business of its owners for many years to come.



NEW WAREHOUSE OF MERRICK, ANDERSON & CO.

room, and have had their stocks stored in two or three different buildings. In the new building they will be able to carry all their goods under one roof, and can handle their growing trade to best advantage.

The heads of this firm are G. A. Merrick and T. A. Anderson, both of whom are regarded as leading men in their line in the city. Some of the agencies of the firm are as follows: Caverhill, Learmont & Co., Montreal, shelf and heavy hardware of all kinds; The D. Moore Co., Hamilton, stoves, hollow ware, etc.; Burrows, Stewart & Milne, Hamilton, makers of "Grand Jewel" stoves, ranges, furnaces and "Imperial" standard scales; The Canada Paint Co., Limited, Makers of "Elephant" brand white lead and ready-mixed paints; The Consumers Cordage Co., Limited,

walls are of brick on stone foundations. The ground floor contains the offices and shipping-room, vaults, toilet-rooms, etc., also a stock of cut and wire nails, tin, Canada plates, galvanized iron and various other heavy metals. The general offices, which are roomy, specially well lighted and ventilated are approached through a large hallway which also provides access to the private offices of the heads of the firm and to the warerooms. The finishing on this floor is done in British Columbia fir and the ceilings in metal. The ventilation of the offices is accomplished by a specially constructed system leading from the vaults to the roof of the building. The plan is new and gives most thorough results, besides insuring coolness in the vaults in case of fire.

The basement is a well lighted, roomy

HARDWARE SPECIALTIES.

Since the establishment by the Union Manufacturing Co., Buffalo, New York, of a branch factory in Mount Forest, Ont., there has been a steady development of that firm's business in Canada. This company manufactures several patented specialties, several of which are illustrated in their advertisement in this issue.

The "Buffalo" air washer is a new device doing its work by the force of air, a method which seems to be most satisfactory.

The "Union" knife and tool grinder has won for itself the reputation of being one of the best grinding machines on the market. This machine stands 42 inches high with a six-inch wheel and is sold ready to screw to the wall. As it is mechanically correct and is built to last a lifetime, this machine is of great value for bicycle or machine repair shops, mills, farmers, or, in fact, any place where light grinding is required.

The "Union" brand leather handle screw driver possesses a unique feature in having a handle which can be used either in the ordinary way or as a T lever. This driver is made in all sizes from 3 to 12 inches. This driver is of the highest standard of quality. The handles are made from best sole leather and are highly finished with solid malleable iron ferrules. The bits are made from special steel, hand forged, oil tempered, and are fully warranted.

THE ECLIPSE OFFICE FURNITURE CO. OF OTTAWA, LIMITED

Manufacturers and Patentees of Office Filing Appliances.

OTTAWA,

CANADA.

METAL EQUIPMENT

FOR

Public
Buildings,
Business
Offices,
Banks,
Railroad
Offices,
Insurance
Offices,
Law Offices,
Libraries.



METAL EQUIPMENT

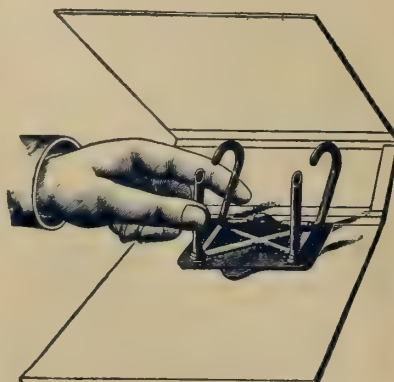
CONSISTING
OF

Letter Files,
Document
Files,
Cheque Files,
Box Drawers,
Map Drawers,
Roller Book
Shelves,
Library
Adjustable
Shelves,
Desks,
Omnibuses.

One room in Government Buildings, Ottawa, fitted up by us with 8,000 Steel Document Drawers, the largest and finest piece of work of its kind in America.



The Cheapest File Made, 25c. each.



THE ECLIPSE BINDING CASE.

The Best Binding Case Made, 25c. each.

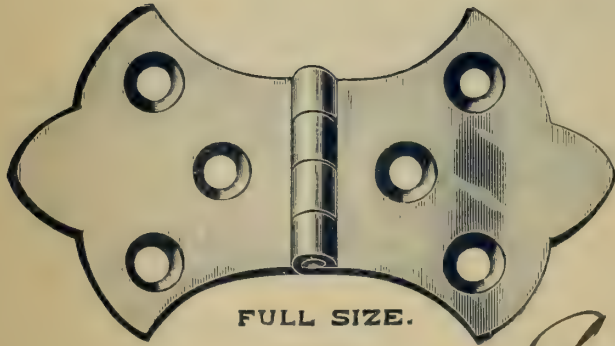


The Best File Made, \$1.00 each, complete.

THE ECLIPSE OFFICE FURNITURE CO. OF OTTAWA, LIMITED.

Manufacturers in Steel and Brass, Die Makers and Electro-Platers.

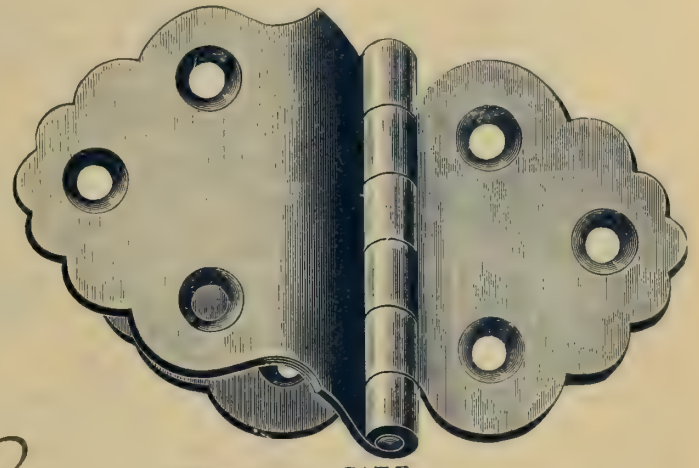
OTTAWA, CANADA.



FULL SIZE.

NO. 20.

Special lines in
Brass Hinges for
Refrigerators,
Closet Seats,
etc.



FULL SIZE.

NO. 26.

Finished in
Nickel Silver,
Brass Lacquered,
or Oxidized
Copper.



FULL SIZE.

DRAWER PULL AND CARD HOLDER COMBINED.

ECLIPSE
FURNACE SCOOP



Size, 8 in. x 13½ in.

ECLIPSE
CHILD'S SHOVEL



Size, 7½ in. x 10 in.

ECLIPSE
SNOW SHOVEL



Size, 12 in. x 15 in.

Special Discounts to Those Who Can Handle Large Quantities.

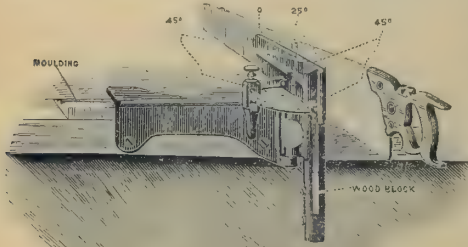
Write for Prices.

WE SEND OUT NO TRAVELLERS.

SPECIALTIES FOR HARDWAREMEN.

On pages 52 and 84 will be found a combination advertisement of The Smith & Hemenway Co. and The Utica Drop Forge and Tool Co., of a few of their specialties.

The Smith & Hemenway Co. are successors to Smith, Herlitz & Co., Smith &



Seavey's Mitre Box.

Patterson, Bindley Automatic Wrench Co., Maltby, Henley Co., L. J. Anderberg Importing Co., and John Byrnes, manufacturer of glass cutters.



Square-Point Shoe Knife.

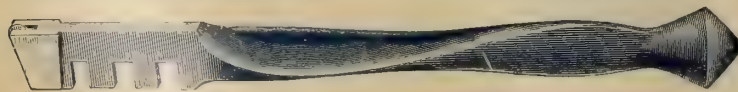
The Utica Drop Forge and Tool Co. are successors to The Interchangeable Tool Co. and the Russell Hardware and Implement Manufacturing Co.

The Smith & Hemenway Co., of 296 Broadway, and The Utica Drop Forge and Tool Co., of Utica, N.Y., are closely identified, inasmuch as their interest is one in common, one manufacturing and the other marketing. The Smith & Hemenway Co. was organized and began in March, 1898, and The Utica Drop Forge and Tool Co. began business in 1895. At that time both companies were very small, but, being composed of young blood, have forged their way forward until they have a line of hardware specialties that are second to none in the United States, showing conclusively what young blood and energy will do. The

be found at The Utica Drop Forge and Tool Co. within a few years. The accompanying illustrations show a few of the leading specialties of The Smith & Hemenway Co. In addition to their own lines, The Smith & Hemenway Co. will market The Bonney Vise and Tool Works' line, comprised of all kinds and sizes of vises, saw sets, "Alligator" and "Always Ready" wrenches, carriage jacks, lumber dogs, etc.

Special attention is directed to the genuine "Giant" nail puller. This is the original puller, and the firm has always kept it up to the highest standard. No pains or expense are spared in the construction of this article.

The Seavey mitre box is the only solid metal mitre box made in the world that can be retailed at a popular price. The beauty of this mitre box is that it only weighs 2 lb., and can be folded and carried in the pocket. It is the lightest, simplest, and most perfect tool ever made in the mitre box line. You can cut any special angle desired for any character of a mitre. Another strong point in its favor is that you do not have to use a special saw. Any handsaw can be used. All mitre boxes are limited to certain sizes of moulding. With this box you can cut any size from the smallest to as large as the saw will cut, and can cut any depth from the smallest to the largest moulding made.



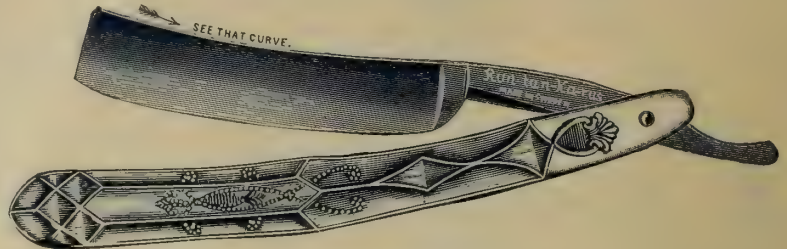
No. 023.—Glass Cutter.

Smith & Hemenway Co.'s line comprises about 2,000 different articles in the hardware specialty line. The Utica Drop Forge and Tool Co. manufacture the largest line of nippers and plyers made by any one factory in the world, and their line is still being increased monthly. The purpose of these two firms is to manufacture a line of patented specialties in hardware and small tools, and every style of nipper and pleyer that is marketable will

electro boracic Swedish steel, which is the toughest metal known in the steel world. These goods are too well known to enter into a description here. They make all sizes and shapes.

No. 023 glass cutter is known as the "Red Devil Glass Cutter" and it is guaranteed to cut 300 yards of glass, the wheels being made from coal carbon disk Swedish steel.

The No. 687 "Ran-Tan-Ka-Rus" razor is constructed of sixty small wires and is so curved that an individual shaving with it cannot help getting a sawing motion of the



No. 687.—Razor.

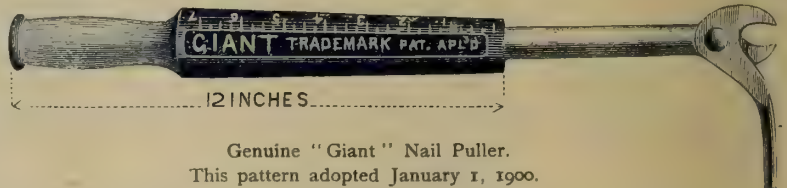
blade, thereby shaving very much easier than any other blade made.

No. 035 glass tube cutter, which is an invaluable tool for plumbers, engineers, etc., will cut glass guages perfectly.

The company would be pleased to send their combination illustrated catalogue to anyone interested in the goods which they handle.

MADE HIS EMPLOYE A PARTNER.

This week a change has been effected in R. W. McKenzie's hardware business. M. W. Howell, who has been with Mr. McKenzie for six years, and who has within this time



Genuine "Giant" Nail Puller.
This pattern adopted January 1, 1900.

acquired a thorough grasp of the business, has been admitted to partnership, and the establishment will hereafter be conducted under the firm name of McKenzie & Howell. Mr. McKenzie is one of the oldest and most trusted merchants of the town, and Mr. Howell, although a young man, has established himself in the confidence of the community by his sound business principles, his fair dealings, and his knowledge of hardware. The new firm is deserving of the prosperity which we are confident will be its portion. Mr. Howell has had charge of the buying and accountant work for Mr. McKenzie for a year and a half.—Signal, Goderich, Ont.



No. 035.—Glass Tube Cutter.



We
Make
a

FULL
LINE
of

*Both returned
9/14/100*

STOVES

and

RANGES

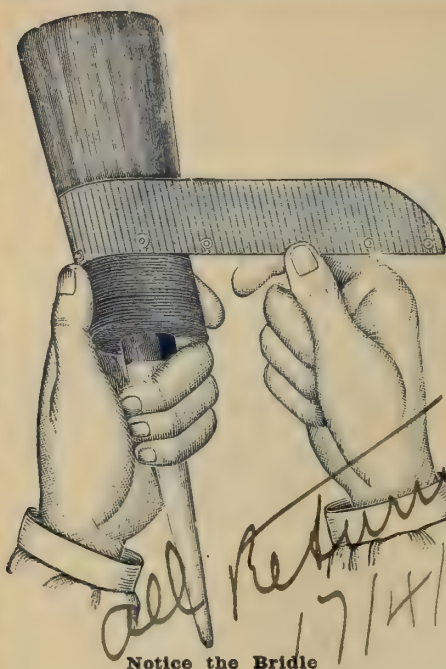
“GOOD

The
**JAMES
STEWART**

Manufacturing Company
Limited

WOODSTOCK, ONTARIO.





Notice the Bridle

No Explanation Required

to enable any person to
remove or replace the bridle on

BOECKH'S BRIDLED PAINT BRUSHES.

This Flexible Bridle, which you will find already attached to the brush, is the most practical method ever invented for bridling a brush. Cord has been used for many years by painters, and, while it is the most ancient method, it has, like the horse car, paved the way for a more modern and time-saving idea. It is easily and quickly removed, enabling you to clean your brush often in a comparatively small space of time.

ATTRACTIVE

AND NOVEL
DISPLAY
METHODS

are an important feature in all lines of business, but especially so in the Hardware Store. The old plan of hiding things under the counter or in drawers will not induce anyone to buy. Let the people see what you have, and sales will follow. The best way to do it is by using



DEALERS PROFIT

by handling articles that are
reliable and of modern design.

DO YOU KNOW

that the sales of your Paint Brush Department will be enormously increased if you stock our brushes? We assert that such is the fact. The proof lies in their popularity. The satisfied customer returns, and if you have other good values buys them also.

WRITE FOR 1900 PRICE LIST.

BOECKH'S

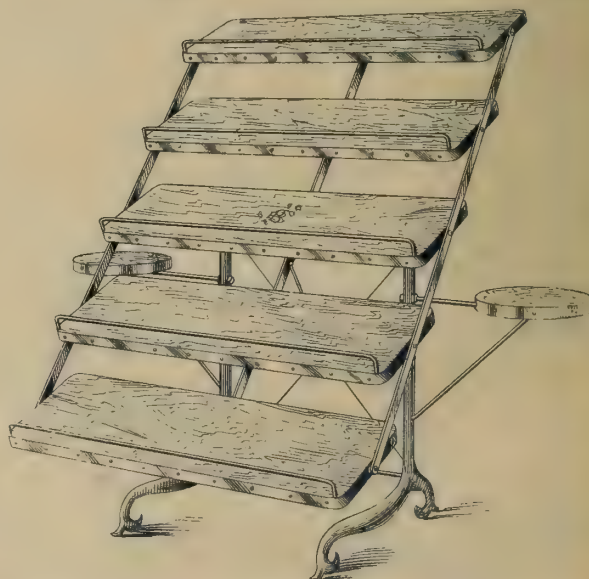
SOLID
IMPLE
STRONG
SECURE
ENSIBLE

ADJUSTABLE TABLES

The construction is perfect; being so strong and well-finished that, with ordinary care, they will last a life-time.

They are ornamental and highly polished, and the mechanism so simple that they can be "easily and instantly adjusted to any angle."

No. 12 is our latest improved table which possesses the additional advantage of adjusting the shelves to any desired angle. This improvement will be found of exceptional value for the display of cutlery, locks, and all small articles. Study the accompanying illustration; then write for illustrated booklet of this valuable salesman.



Useful for many purposes and always ready for use.

A WHOLESALE HARDWARE FIRM'S SAMPLE-ROOM.

ABOUT two years ago, owing to expanding trade, H. S. Howland, Sons & Co., wholesale hardware merchants, Toronto, found it necessary to take in the warehouse at 39 Front street west, adjoining the one at No. 37, in which they had been doing business for a score of years. This gave them two warehouses with a frontage of 30 feet each, a depth of 165 feet, and three flats and basement. But, notwithstanding the increase of 100 per cent. in premises, the warehouse, from cellar to top storey, is now so filled with goods that it appears to contain all it is able to contain.

It is not, however, the purpose of **HARDWARE AND METAL** to deal with the warehouse as a whole in this article. The purpose is to try and give its readers who have not yet seen it some idea of the sample-room of the firm.

This sample-room is one of the most extensive, convenient and best arranged in the country. Except for about 15 or 20 feet at the north end, where the bookkeepers' office is situated, it occupies the whole of the ground floor of 39 Front street. As the full length of the floor is 165 feet, the sample-room alone must be fully 145 feet long. The breadth is 25 feet. This unusually long room is lighted with windows at either end and a large oval-shaped well in the centre running through to the roof. The windows are all fitted with Luxfer Prisms, and, at times during the day, the light is so strong, long and all as the room is, that it has been found necessary to modify it with blinds.

In order to assist in describing the sample-room, the photographer and the engraver have been called in, and the three illustrations herewith printed are the result of their efforts. An effort was made to secure a photograph showing the room from end to end, but the camera was not equal to the task of securing a good picture.

The entrance to the sample-room from No. 37 is through a wide archway near the

northern end of the building. A section of this archway can be seen in cut No. 2. Cut No. 1 shows the sample-room as one enters through the archway. The first to meet the eye is the handsome case containing silverware, most of which is from the factory of The Toronto Silver Plate Co., Limited. On the western wall, immediately south of the silverware showcase, is a display of saws of various descriptions, trowels, levels, braces, brushes, mirrors, etc. The saws, it will be noticed, are particularly well brought out in the illustration. The stand containing samples of locks, door-knobs, escutcheons and trimmings, is also prominently brought out. This stand is an ingenious contrivance, the idea of Mr. J. L.



H. S. HOWLAND, SONS & CO.'S SAMPLE-ROOM.—VIEW NO. 1.

Bartlam, one of the employees of the firm, and enables customers to examine the locks in actual working order. One of Boeckh's patent adjustable tables containing samples of various kinds of hand and bicycle bells can also be seen in the illustration.

Cuts Nos. 2 and 3 give one a fair idea of the eastern wall of the sample-room. On the upper part of the wall, as shown in cut No. 2, are arranged samples of spades and shovels. Below this will be noticed the carded small goods. There are two rows of these cards running from the archway to the end of the room, and each card is 24 inches wide by 20 inches high. Each card can be easily removed in order that the samples it contains may be more closely examined by customers if necessary.

Immediately below these cards is a counter with plate-glass top also running to the southern limit of the room. The goods on the cards above are, it will be noticed, reflected on this plate-glass top. Under the plate glass, for its whole distance, are drawers 30 x 20 inches, and aggregating in number 46. Fastened to the bottoms of these drawers are samples of cutlery of all descriptions, which can be clearly seen through the plate-glass top. The advantage of this will be apparent to every hardwareman.

Cut No. 3 is simply a continuation of No. 2 in the view of the eastern wall of the sample-room, and yet it does not show the end of the wall by several feet. On the eastern wall, as shown in the cut, are the samples of harvest tools, while, in the fore-

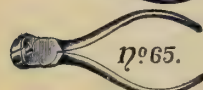
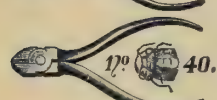
ground, are to be seen two of the three tables which are located in that part of the room. Arranged upon these tables are such samples as scales, garden shears, vises, planes, coffee mills, ice cream freezers, tinware, gardenware, etc.

Against the western wall, at its southern end, is a large and attractive plate-glass case in which are kept samples of guns, Winchester and Marlin repeating rifles and a full line of Pieper's double-barreled shot guns. This case failed to come within range of the

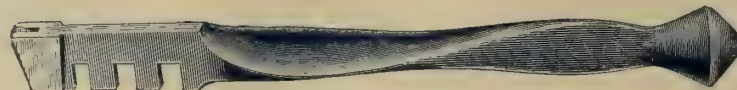
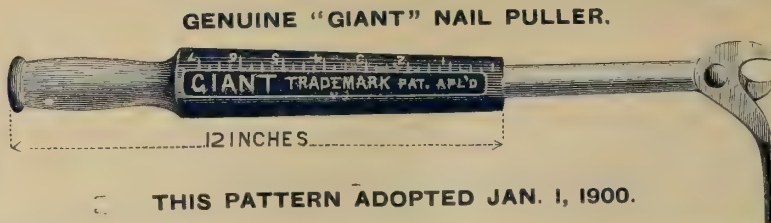
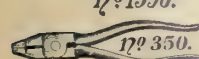
camera. Within the sample-room of H. S. Howland, Sons & Co., is to be found a sample of practically everything which the firm carries in stock. The convenience of this to the customer as well as to the salesman is obvious.

It might be incidentally remarked that the ground of 37 Front street is occupied with the private offices of the firm and the manager, the invoice clerks' and typewriters' office, and the packing-room. The receiving and shipping-rooms are in the two basements. There is an elevator in each basement running to the top floor.

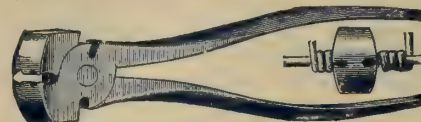
H. S. Howland, Sons & Co., began business in October, 1877, and their business now extends into every Province in the Dominion.



No. 50 Standard Side Cutter.



GLASS CUTTERS OF ALL KINDS.



RUSSELL STAPLE PULLER AND BUTTON PLEYER.

SMITH & HEMENWAY CO.

— and the —

UTICA DROP FORGE AND TOOL CO.

Hardware Specialties

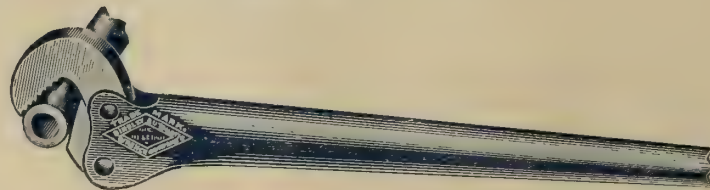
AND TELEPHONES.

296 Broadway, New York, U.S.A.

THE LARGEST LINE OF NIPPERS AND PLYERS MADE BY
ANY ONE FIRM IN THE WORLD.



GEM NAIL CLIPPER.



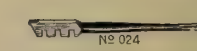
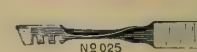
BINDLEY AUTOMATIC WRENCH.



LINEMAN CLAMPS OR CONNECTORS.



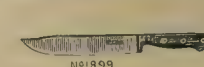
RAZOR STROPS.



No. 60 End Cutter.



KNIFE SHARPENERS



BENCH



SWEDISH



No. 687

OUR 1900 CATALOGUE FREE ON APPLICATION.

CUT AND WIRE NAILS.

CONSIDERABLE correspondence has appeared in the press during the past year regarding the merits of iron and steel cut nails as compared with

largely due to the opposition of the manufacturers to any improvement in their cut nail machines or the quality of goods placed in the market, which contain a considerable

cost; but the manufacturers were unwilling to do this, it being much more profitable to sell the whole product as good nails.

There is little or no waste with the wire nail, and there are a greater number of them per pound than of cut nails of the same denomination.

The construction of cut nail machines is more complex, and about three years' time is necessary to attain the skill and manual dexterity to successfully operate them, while the ability to operate the wire nail machine can be acquired in about three weeks.

The latter style machines were introduced into the United States by Michael Myers, of Germany, and were, I believe, first put in operation about 1876, at the wire works in Covington, Ky., and no improvement in arrangement or efficiency has since been made in them. In fact, the French pattern in common use for the past 50 years is simpler in construction and just as efficient as any of the so-called "improved" machines later produced. All the requisite movements are secured without rotating cams by a single throw on the power-shaft.

The iron cut nail originated in Birmingham, England, in 1726. The steel cut also originated in the same town in 1862, samples of which were exhibited at the Universal Exposition in London in that year. These are now at the Peel Park Museum in Salford, near Manchester.

No trade is so well established that it can ignore advertising, and no trust is so strong that it can defy competition.



H. S. HOWLAND, SONS & CO.'S SAMPLE-ROOM.—VIEW NO. 2.

wire nails, writes a correspondent of Iron Age. An important feature which must not be overlooked in this discussion is that, denomination and weight being equal, the first-named will resist corrosion twice as long as steel cut and three times as long as wire nails. This fact has been fully proven and published many times in the last 25 years.

Steel cut nails can be prepared to equal the iron cut in corrosion resisting quality at an additional cost of 5c. (or less) per 100 lb. A similar treatment of wire nails would not have an equally beneficial effect, owing to the trace of acid remaining after deoxidization. This, together with the carbon condition in the wire, promotes the tendency to corrosion.

Government and private tests have proved that the adhesion (or holding power) of iron and steel cut nails is about 50 per cent. greater than that of wire nails. They have also another decided advantage, in that, owing to their shape, they are less liable to bend under the impact of the hammer.

The foregoing facts are well known to those having a comprehensive knowledge of the subject, and will not be disputed except by manufacturers or others having commercial interests at stake.

The reason that wire nails have to such an extent superseded the cut variety is

quantity of waste material, amounting in the United States alone a few years ago to more than 20,000 tons per annum, all of which could have been eliminated without



H. S. HOWLAND, SONS & CO.'S SAMPLE-ROOM.—VIEW NO. 3.

Wholesale Hardware Merchants and Brokers of Canada.

The following is a list of the leading Wholesale Hardware Merchants, Paint and Oil Dealers, and Brokers or Commission Agents :

AMHERST, N.S.

Wholesale Hardware—
Douglas & Co.
Hardware Broker—
W. B. Murdoch.

ANTIGONISH, N.S.

Wholesale Hardware—
D. Grant Kirk.

BRANTFORD, ONT.

Wholesale Hardware—
James Smith, Son & Co. (saddlery hardware).

BROCKVILLE, ONT.

Wholesale Hardware—
A. G. Dobbie & Co.

CHARLOTTETOWN, P.E.I.

Wholesale Hardware—
Dodd & Rogers.
R. B. Norton & Co., Limited.
Hardware Broker—
E. H. Norton.

CHICOUTIMI, QUE.

Wholesale Hardware—
Cote, Boivin & Cie.

COATICOOK, QUE.

Wholesale Hardware—
B. J. Smith.

DARTMOUTH, N.S.

Wholesale Hardware—
James Simmonds & Co.

FREDERICTON, N.B.

Wholesale Hardware—
R. Chestnut & Sons.

GUELPH, ONT.

Wholesale Hardware—
Christian Kloepper (carriage hardware),
John M. Bond & Co.

HALIFAX, N.S.

Wholesale Hardware—
W. B. Arthur & Co.
A. M. Bell & Co.
Black Bros. & Co.
Cragg Bros. & Co.
H. H. Fuller & Co.
A. J. Grant & Co.
Wm. Robertson & Son.
Geo. E. Smith & Co.
W. Stairs, Son & Morrow.

Hardware Broker—
E. D. Adams.

HAMILTON, ONT.

Wholesale Hardware—
Wood, Vallance & Co.
Adam Hope & Co.
Fraser, Johnson & Co. (saddlery hardware).
The A. K. Melbourne Co. (carriage hardware).
John Proctor & Co. (iron).
Morgan Bros. (saddlery hardware).

Hardware Brokers—
The Canadian Enterprise Co. (bicycle sundries).

KINGSTON, ONT.

Wholesale Hardware—
A. Chown & Co.
Edwin Chown & Son (stoves).
Dalton & Strange.
George Sears.

LONDON, ONT.

Wholesale Hardware—
The John Bowman H'dre & Coal Co.
James Cowan & Co. (carriage and builders').
J. Darch & Son (saddlery hardware, etc.).
The Hobbs Hardware Co.
The McClary Mfg. Co., Limited (stoves, enamel ware, etc.).
The Kerrigan Hardware Co.
James Wright & Co.

MONTREAL, QUE.

Wholesale Hardware—

Amiot, Lecours & Larivie
Babcock & Wilcox, Limited.
Boivin, Wilson & Co.
Canada Paint Co.
Canada Hardware Co., Limited.
Caverhill, Learmont & Co.
E. Cavanagh & Co.
Jas. Cooper.
Thos. Davidson Mfg. Co., Limited.
P. D. Dods & Co.
Henderson & Pott.
Howden, Starke & Co.
R. C. Jameson.
Lewis Bros. & Co.
McClary Mfg. Co.
McArthur, Corneille & Co.
Montreal Rolling Mills Co.
Pillow & Hersey Mfg. Co.
Peck, Benny & Co.
Pilkington Bros., Limited.
Pallascio Hardware Co.
Thos. Robertson & Co.
Sherwin-Williams Co.
L. J. Surveyer.
The Star Iron Co.
Seibold Son & Co.
B. & S. H. Thompson.
James Robertson Co.

Hardware Brokers—

Andrews Bell & Co.
B. J. Coghill.
Copeland & Co.
T. F. Clarke & Co.
John Cowan.
W. & L. P. Curry.
Crathern & Caverhill.
Dorken Bros.
John Date.
Drummond, McCall & Co.
Walter Grose.
Jas. Hutton & Co.
F. Hyde & Co.
Alexander Gibb.
A. C. Leslie & Co.
Lamplough & McNaughton.
H. McLaren & Co.
E. C. Mount & Co.
Machinery Supply Co.
Wm. McNally & Co.
John Millen & Sons.
Munderloh & Co.
Squire, Watson & Co.
A. R. Williams & Co.
Winn & Holland.
Wilson, Patterson & Co.

NEW GLASGOW, N.S.

Wholesale Hardware—
Thompson & Sutherland.

NEW WESTMINSTER, B.C.

Wholesale Hardware—
R. F. Anderson & Co.

OTTAWA.

Wholesale Hardware—

The Thomas Birkett & Son Co., Ltd.
Butterworth & Co.
McDougall & Cuzner.
A. Workman & Co.
Elias Pullan (scrap iron).

Wholesale Paints and Oils—

William Howe.
Arthur H. Rowley.

Hardware Brokers—

Borbridge & Dingman.
J. B. George (oils).
Kavanagh & McKenzie (oils).

OWEN SOUND, ONT.

Wholesale Hardware—
J. W. Redfern.

PETERBOROUGH, ONT.

Wholesale Hardware—

B. F. Ackerman (saddlery hardware).
The Peterboro' Hardware Co., Ltd.

PORT ARTHUR, ONT.

Wholesale Hardware—

The Marks-Clavet-Dobie Co., Ltd.

QUEBEC.

Wholesale Hardware—

William Doyle.
N. Lemieux & Fils.
J. E. Martineau.
Chas. A. Parent.
Robitaille & Picher.
Samson & Filion.
Henry S. Scott & Co.
A. E. Valland (oils, etc.).
H. & J. Young.

Hardware Brokers—

F. H. Andrew & Son (oils).
James Bisset & Co. (oils).

REGINA, N.W.T.

Wholesale Hardware—

The Smith & Ferguson Co., Limited.

ST. CATHARINES, ONT.

Wholesale Hardware—

The M. Kinnon DASH and Hardware Co. (carriage and bicycle sundries).

ST. JOHN, N.B.

Wholesale Hardware—

Kerr & Robertson.
I. & E. R. Burpee (metals).
Emerson & Fisher.
The S. Hayward Co., Limited.
T. McAvity & Sons.
The W. H. Thorne Co., Limited.

Wholesale Oils—

J. R. Cameron.

Hardware Brokers—

J. J. Barry.
H. Chubb & Co. (electrical supplies).
Estey & Co. (iron, steel and rubber goods).
W. A. McLaughan.

ST. STEPHEN, N.B.

Wholesale Hardware—

Chas. Barker & Co.

ST. THOMAS, ONT.

Wholesale Hardware—

Geo. A. Hutcheson (saddlery hardware).

SHERBROOKE, QUE.

Wholesale Hardware—

Coderre, Fils & Cie.
J. S. Mitchell & Co.

SOREL, QUE.

Wholesale Hardware—

Cyrille Labelle.

SUMMERSIDE, P.E.I.

Wholesale Hardware—

Brace, McKay & Co.

THREE RIVERS, QUE.

Wholesale Hardware—

P. A. Gouin.
Panueton & Blouin.

TORONTO.

Wholesale Hardware—

Aikenhead Hardware Co.
Bertram & Inglis.
H. S. Howland, Sons & Co.
Rice Lewis & Son, Limited.
The Kemp Manufacturing Co. (enamel ware, etc.).
Vokes Hardware Co.
Wm. Jessop & Sons, Limited.
Samuel Trees & Co. (carriage hardware).
C. Kleopfer (carriage hardware).
The Allcock, Lought & Westwood Co., Limited (sporting goods).
T. Woodbridge & Co. (saddlery hardware).
Wm. Croft & Sons (fishing tackle).

Wholesale Metals—

M. & L. Samuel, Benjamin & Co.
Rice Lewis & Son, Limited.
The James Robertson Co., Limited.
The Metallic Roofing Co., Limited.

Wholesale Paints—

The Imperial Varnish and Color Co., Limited.
Canada Paint Co., Limited.
Toronto Lead and Color Co., Ltd.
Sanderson Pearcey & Co.
The James Robertson Co., Limited.
Stewart & Wood.
A. Muirhead.
The E. Harris Co., Limited.
The Sherwin-Williams Co.
P. D. Dods & Co.

Wholesale Plumbing Supplies—

The Dominion Radiator Co., Ltd.
The Gurney Foundry Co., Limited.
The James Morrison Brass Mfg. Co., Limited.
The Ontario Lead & Wire Co., Ltd.
J. O. Parker & Co.
Rice Lewis & Son, Limited.
The James Robertson Co., Limited.
Toronto Foundry Mfg. Co.
Toronto Foundry Co.
The Toronto Steel Clad Bath and Metal Co., Limited.

Hardware Brokers—

R. A. Baines, hardware.
A. H. Symons, cutlery, hardware, etc.
Thomas Mortimer, hardware, etc.
W. G. Blyth, iron, etc.
C. A. DeLisle, wire.
W. A. McGregor, hardware.
W. G. Moncrieff, oils.
E. Fielding, oils, etc.
A. E. Parker, brass goods.
E. L. Morton, metals, etc.
J. L. Nichols & Co., hardware.
John Irving, hardware.
W. B. Stewart, corlage.
J. H. Webber, hardware.
J. H. Peace, cutlery, hardware, etc.
A. D. McArthur, belting, etc.

VANCOUVER.

Wholesale Hardware—

G. W. Dunlap & Co., saddlery hardware.
The McClary Mfg. Co., Limited.
The James Robertson Co., Limited.
The Vancouver Hardware Co., Ltd.

Wholesale Plumbing Supplies—
Boyd, Burns & Co.

Hardware Brokers—

James Cooper.
Henry Doyle & Co., tinware.

VICTORIA.

Wholesale Hardware—

Walter S. Fraser & Co., Limited.
The Hickman Tye Hardware Co., Limited.
G. Prior & Co., Limited.

Wholesale Paints—

J. W. Mellor.

WHITBY, ONT.

Wholesale Hardware—

Gross & Granger.

WINNIPEG.

Wholesale Hardware—

J. H. Ashdown.
George D. Wood & Co.
James Robertson & Co.
Miller, Morse & Co.
The Marshall Wells Hardware Co.

Hardware Brokers—

Merrick, Anderson & Co.
W. G. McMahon.
Horace Wilson.
E. H. Bissett.

WOODSTOCK, ONT.

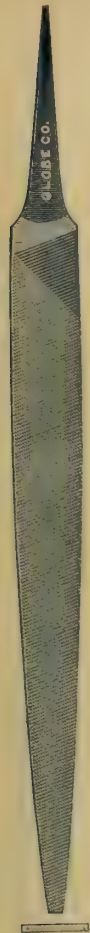
Wholesale Hardware—

Bickerton Bros. & Co., saddlery hardware.

YARMOUTH, N.S.

Wholesale Hardware—

Samuel A. Crowell & Co.
Edgar K. Spinney.



ESTABLISHED 32 YEARS.

THE GLOBE FILE MFG. CO.,

Port Hope, Ont.

Manufacturers of Standard Quality

FILES AND RASPS

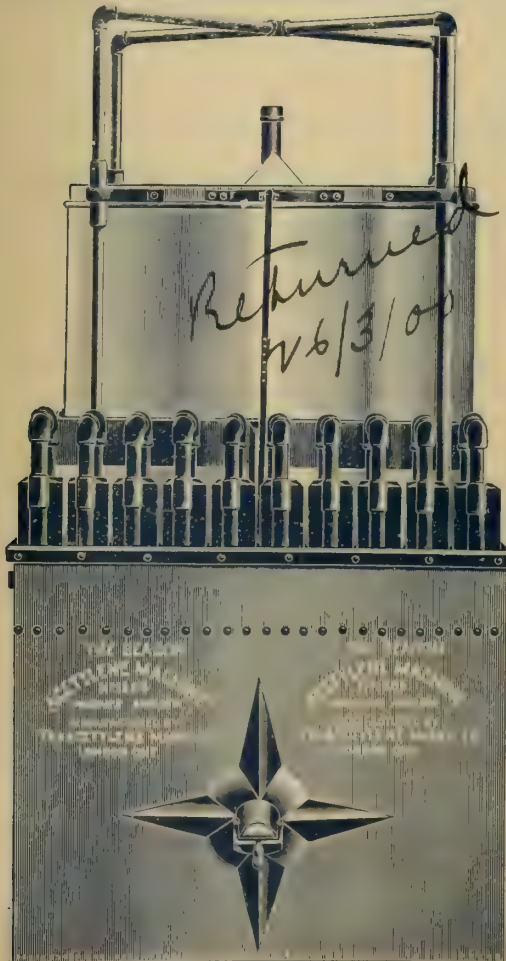
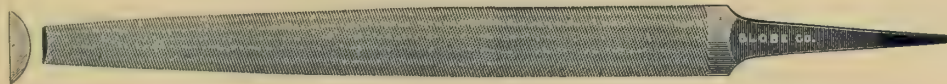
We manufacture over two thousand varieties,
different sizes and shapes

Every File and Rasp stamped "Globe Co."
is WARRANTED.

For Sale by all prominent hardware merchants throughout
the Dominion.

A full stock of Files and Rasps
carried at our store, No. 30
St. Dizier Street, Montreal.

WALTER GROSE,
Sole Selling Agent.



Are you interested in

Better Light

and more of it for less money? Our Beacon Acetylene Machine, here illustrated, has no equal for large lighting purposes. The generating capacity of this machine is unlimited. Positively **no waste of gas** at any time, **no heat**, no valves or other mechanism to get out of order. We make Acetylene apparatus of different styles to suit all purposes.

Learn something about our "Duplex" system for both *Light and Heat*. We make a specialty of large plants for lighting large buildings blocks, villages or towns. You can not afford to install a lighting plant without consulting us. Send for catalogue.

THE ACETYLENE MFG. CO.

HEAD OFFICE: **London, Canada.**

Gilbertson's Galvanized Sheets

PATENT

COMET
BRAND

FLATTENED

are suitable for all kinds of Galvanized work demanding uniform quality; being made of superior Siemens Steel, they will double seam either way of grain, are smooth, soft, and well galvanized, every sheet being carefully selected; weight and count of sheets per case fully equal to the best known brands imported, and cost less.

GILBERTSON'S are the only galvanizers who not only roll all their Steel Sheets, but manufacture all their own Steel in their own Steel Works, thus enabling them to put a soft and regular quality of steel into their sheets, which is impossible for galvanizers who buy their steel in the open market.

GILBERTSON'S CORRUGATED GALVANIZED SHEETS—all sizes.

"GILBERTSON'S" SIEMENS-MARTIN TINPLATES

are soft, extra well coated, noted for deep stamping qualities, and for canners of fruits, meats, and fish have no equals. Cost no more than brands not nearly as well coated, or of equal quality.

BRANDS: "Gilbertson's," "Parsons," "Pontardawe,"
"Lincoln," "Comet," "Regina," "Gwyned."

GILBERTSON'S TERNEPLATES, "Regina" brand.

IMITATION RUSSIA SHEETS—will not crack or scale. Pickled, cold rolled and close annealed.

SIEMENS-MARTIN STEEL SHEETS, close annealed close annealed and cold rolled (flat and free from buckles), also pickled.

BLACK CEILING PLATES, "Comet" brand. Pickled, cold rolled and close annealed.

BLACK TACKER PLATES. Pickled and close annealed.

Supplies carried by all wholesale jobbers In ordering please mention brands.

ALEXANDER GIBB

Agent

22 St. John Street, MONTREAL.

Saugeen Brand Portland Cement

Is a cement of beautiful color and **remarkable strength**, the uniformity of which we guarantee.

Tests made at McGill University, Montreal,
show as follows:

Tensile strength in lbs., per square inch, neat cement, 7 days, 802 lbs.

Compressive strength in lbs., per square inch, neat cement, 7 days, 7,100 lbs.

Mixed one of Sand to three of Cement, tensile strength, 3 days, 176 lbs.

7 days, 239 lbs.

28 days, 306 lbs.

PLEASE NOTE GREAT SAND-CARRYING CAPACITY.

Hanover Portland Cement Co.

HANOVER, ONTARIO.



PAINT PROGRESS

S.-W.P. is a progressive paint. It continuously moves forward and onward. It gains in sales and popularity with every day's business.

It is made on principles that insure progress and success. It succeeds because it follows the natural law that a thoroughly good article well advertised must succeed.

It makes constant and steady gains because it is constant and steady in quality; it gets the consumer's confidence and holds it.

THE SHERWIN-WILLIAMS PAINT

is the result of conscientious effort to make the very best painting material possible, coupled with the ability and means to do it.

It contains only the best materials, all carefully selected and tested; it is prepared according to uniform formulæ that 30 years' experience and expert knowledge have proven to be the best; it is ground and mixed by specially adapted machinery; watched with scrupulous care throughout every phase of its manufacture, and tested practically before it leaves the factory to be sure it is right in every way. All these make S.-W.P. the best paint for buildings on the market. Not one of them is slighted.

Canadian Division:
Montreal.
21 St. Antoine St.,
Toronto Depot,
86 York St.



THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

CLEVELAND.	BOSTON.
CHICAGO.	TORONTO.
NEW YORK.	SAN FRANCISCO.
MONTREAL.	KANSAS CITY.

Montreal Rolling Mills Co.

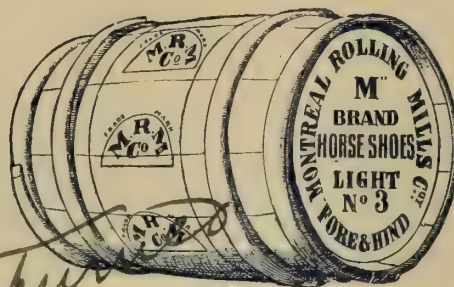
CLEAN KEGS

GENERAL OFFICES
3080 Notre Dame Street West.

CITY OFFICE
Room 65, Temple Building.

TORONTO OFFICE
27½ Front Street East.

Works, Lachine Canal, St. Cunegonde.



Returned 10/4/90
SAME OLD TRADE MARK.



BLACK and GALVANIZED.

Buy **"M.R.M. CO'S."** Goods

and you will get THE BEST.

Selling Agencies

JAS. CRAWFORD,
VICTORIA and VANCOUVER, B.C.

JOHN PETERS & CO.,
HALIFAX, N.S.

W. D. TAYLOR,
WINNIPEG, MAN.

WIRE NAILS
CUT NAILS
SPIKES
BAR IRON
STEEL
STAPLES
TACKS
SHOE NAILS, etc.

HORSE SHOES
HORSE NAILS
WIRE
WHITE LEAD
PUTTY
SHOT
LEAD PIPE
PIG LEAD.

CLIMBERS

Digging Bars

Pole Supports

Slick Digging Tools

Linemen's Carts

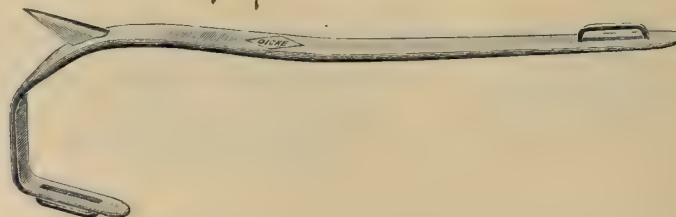
Take-up Reels

PAY-OUT
REELS

Tamping Bars Lock Ferrule Cant Hooks Linemen's Vises
Raising Forks Screw Drivers Carrying Hooks Come-alongs

DOES IT PAY HARDWARE MERCHANTS
TO CARRY

Returned 10/4/90
ELECTRICAL TOOLS?



We manufacture the full line. All our TOOLS are the BEST that can be produced. Any tool can be returned if it does not prove entirely satisfactory. A trial order will prove the merit of our goods.

THE DICKE TOOL CO.

Downer's Grove, Ill.

J. E. WAY, Eastern Manager, 39 Cortlandt St., New York, N.Y.

SPlicing CLAMPS

Wire Pullers

Eccentric Clamps

Splicing Tools

Gauge Glass Cutters

Blast Furnaces

PIKE POLES

THE ONTARIO LANTERN CO.'S WORKS.

AMONG the many new buildings that have recently been erected in Hamilton is the large addition made to The Ontario Lantern Co.'s new factory, situated on Cannon street east. The size of the new building is 105 ft. long by 40 ft. wide, three storeys. This, with the buildings they have occupied for some years past, which are situated on Ashley street, gives them all the room they will require for their business, which is growing rapidly. They operate their machinery with two electric motors, and the power for the same is supplied by The Cataract Power Co. They have recently installed the Electric Watchman's Clock system; also, fire branch pipes throughout the different buildings, thus complying with the fire underwriters' rules.

This company employ about 100 hands, most of whom have steady employment. They make a specialty of cold blast and safety tubular lanterns, and lamps for coal oil, gasoline and acetylene gas. They have recently added the most modern machinery and tools for manufacturing a great many lines of goods which have heretofore not been made in this country, such as lamp and gas burners of all kinds, sleigh bells, bicycle bells, door knobs, locks and lock trimmings, also other specialties in cabinet and saddlery hardware. They control patents on certain lines of goods which they anticipate exporting in quantities to foreign countries.

Mr. Ernest Schultz, the superintendent, is a practical mechanic of many years' experience, having been associated with the oldest lantern manufactory in Canada. One of his latest productions is the "Banner" cold blast lantern, which, for construction and finish, combined with perfect combustion, assuring brilliancy of light and absolute safety, is not to be surpassed. Another of their recent productions is the "Victor" bicycle lamp and "Banner" carriage lamp, both of which are for acetylene gas. They are also making a line of lamps for camping purposes.

Walter Grose, Montreal, is sole selling agent for this company, and markets a large proportion of their goods among the wholesale trade throughout the Dominion.

THEY MAKE EVERY LINE OF PAINT AND VARNISH.

The Standard Paint and Varnish Works Co., Limited, of Windsor, Ont., are successors in Canada to The Acme White Lead and Color Works, of Detroit, Mich. This is now a strictly Canadian concern. The

Standard people purchased this plant and the Acme's rights to the Canadian trade in November, 1898, and since that time have more than doubled the old company's business in that factory. They are building an enviable reputation for high-class goods. Every line of paints or varnishes that is manufactured by an up-to-date factory is made by these people. Some of the best men in Windsor are interested in this business in a monetary way, Major Davis being the president of the company. The company are strong financially, and have what is about as essential, plenty of push behind them. The future of the company is bright.

SPECIALTIES IN WIRE GOODS.

The B. Greening Wire Co., Limited, again use our special spring edition to call the attention of the trade to the various lines of their manufacture most in demand at this season.

They particularly desire the trade to note that they have placed on the market this



Works of the Ontario Lantern Co. Hamilton.

season a cheap line of japanned and galvanized wire cloth. The reduction of cost has been obtained by the use of special automatic looms, weaving only special widths, viz., 24, 30, and 36 in., and making the cloth in large quantities.

The principal lines thus affected are cinder sifter cloth, special lath cloth, special sand screen cloth, and regvanized special cloth. These webs are, of course, suitable for many other purposes, such as window guards, fruit drying, screening purposes, etc.

It is a matter of considerable gratification to this enterprising concern that, owing to the large additions they made to their manufacturing plant last summer, screen wire cloth will be less scarce in this market than in the United States. Still further additions are being made by them, with the result that the output of their mills for 1901 will be in excess of the demand.

They call attention, as usual, to their

Brown's patent chain, made up in traces, halter, and dog chains, etc.

Their 1900 catalogue has been mailed to the trade, and if any hardware merchant has not received a copy, one will be gladly sent on receipt of request card.

PAINTED WITH RED AND GREEN.

AN incident which would fall flat in one locality would in all probability cause a tremendous furore and interest in another. In these days of extraordinary happenings it is refreshing to hear of an occurrence the novelty of which would likely be lost upon the blase city man.

A traveler from a well-known paint and oil firm was busily engaged booking a spring order in a hardware store in Berlin, Ontario. He had written in his notebook, "One ton of white lead, 'Rhinoceurus' brand, five hundred pounds 'Rapid Transit' paris green and fifty gallons of 'Transparent' floor paint," when he became conscious of a great stir in the main street. The shop was quickly emptied of customers. The proprietor, salesmen and all hands made a rush for the front door.

Thinking something untoward was about to happen, perhaps an explosion, the Salvation Army procession coming, or, perchance, a funeral about to pass, fear, as the novels say, lent the traveler wings, so he grabbed his hat and sprinted to the exit at a two-minute gait! Arriving panting on the sidewalk, he found the street crowded with people all gazing at what appeared in the distance to be a circus outfit.

Turning to a worthy burgher who stood by the paint man breathlessly inquired from Mr. Van Flabbergaster the cause of the trouble.

"Der iss no drubble mine frent," says Hans, "Eggzitement iss caused by Fritz vot drifes der Vaterloo stage—Fritz has a new eggsbress vagon bainted mit red and green!"

TRANPOSED METHODS.

The old saying about the instruments of war being turned into the implements of peace has had a curious transposition in recent years, says Stoves and Hardware Reporter. Spades and picks are used as freely as guns in the South African War, and barbed wire is recognized as a necessary and very effective means of defence. A sword may have been turned into a sickle once upon a time, but the modern method is to change the sickle into a sword.

Economy Gasoline Stove

AND QUICK-BAKER OVEN.

The Stove and Oven that always give perfect satisfaction.
No Dust. No Dirt. No Ashes. No Waste. No Discomfort.
Baking and Ironing in summer a pleasure.

10 POUNDS
BREAD
BAKED FOR
ONE CENT.



8 DOZEN
BISCUITS
BAKED FOR
ONE CENT.

TWO-BURNER STOVE, WITH EXTRA BURNER FOR OVEN.

The QUICK-BAKER is ready for use in 7 minutes.

A PRACTICAL AND SCIENTIFIC TEST MADE BY THE GOVERNMENT ANALYST,
PROF. F. T. HARRISON, PHAR. D.

LONDON, April 26th, 1898.

MR. CHAS. CANNOM:

Dear Sir,—I beg to state that in compliance with your request I have made a careful test as to the amount of gasoline consumed by burners used with your Economy Stove. The calculation was made from the average of two burners, one was placed under the oven and the other under a tea kettle. The gasoline used had a specific quality of .683. They were burned for exactly one hour, and the average consumed during that time for one burner was a trifle less than one-fifth of a pint or one-fortieth of a gallon. With gasoline costing 20 cents a gallon, this would be a cost per hour of one-half cent for each burner.

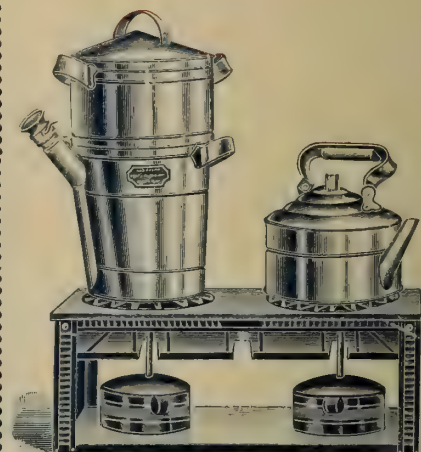
I am, yours truly,

F. T. HARRISON, Phar. D., Analytical Chemist.

WHAT CAN BE DONE WITH THE Ideal Cooker AND Economy Stove

A dinner for from ten to fifteen people cooked at a total cost of one-half to three cents. ❀ ❀ ❀

NO STEAM IN THE HOUSE
NO OFFENSIVE ODORS
IT WHISTLES BEFORE IT BOILS DRY



The Quick-Baker Oven

is adapted for Gas
Stoves, Gasoline or Oil Stoves.

We also sell the best Oil Stoves made. Write for circular and terms. We are introducing the stoves through agents.

MANUFACTURED BY

The Cannom Stove & Oven Co. Limited

197 KING STREET, LONDON, ONT.

Agents wanted in all parts of the Dominion.

KOHLER'S HARDWARE SPECIALTIES

ON another page will be found the advertisement of F. E. Kohler & Co., Canton, Ohio, a firm established in 1879, and who have gradually built up a business in hardware specialties



Kohler's post hole digger.

that is known to all the trade in the United States and Canada, as well as in many foreign countries. The same two partners who organized the firm in 1879 are still the sole owners of the business. Their aim is not to put out goods merely for the sake of profit and to make all that is possible on one sale, but to make goods that will give satisfaction to the dealer and user as well, thereby causing the goods to be demanded by the public. The firm pride

themselves on the reputation their goods have earned, and state that it is their determination to keep up the present standard and make further improvements from time to time as they suggest themselves, or the wants of the trade demand. One of the leading lines manufactured by this firm is curry-combs, consisting of nearly 50 different patterns. The illustration following shows one of their leading and best patterns. Post-hole diggers are also a large item with the firm, and



Kohler's lawn rake.



Kohler's curry-comb.

they claim to be pioneers in this line, and to manufacture the largest and best line. Lawn rakes, made in both metal and wood head, as well as garden rakes, are equally leading articles of manufacture with them, but an extended notice of their various lines cannot here be given. **HARDWARE AND METAL**, therefore, suggests that jobbers and dealers write the firm for their 40-page catalogue, which is cheerfully mailed free on application.

THE CANADA PAINT COMPANY.

On page 39 of this edition will be found a fac-simile of the front cover of the price list of The Canada Paint Company, Limited. The new catalogue is a very handsome one, copious, yet simple, and a copy has been sent to each customer, and one will be mailed to any subscriber of **HARDWARE AND METAL** who may request the same.

Although, from the registered title of the

firm, it would be inferred that The Canada Paint Company, Limited, make a specialty of paints only, it is widely known amongst the trade that they are makers of japans and varnishes of every description. Their facilities in Toronto and Montreal for manufacturing and maturing high-class cabinet and carriage varnishes are probably the most complete of any in the Dominion. The best gums obtainable, the purest turpentine, and the highest skill which money will procure are employed in perfecting the varnish department.

Merchants appreciate the firm from whom they can purchase everything needed for the painter and finisher. The freight upon "smalls" comes high, and The Canada Paint Company's new list will materially assist the hardware dealer in making up an extended "Want Slip" which will embrace everything from Lamp Black and Putty to White Lead and Finishing Varnish.

AN INDEPENDENT OIL COMPANY.

THE Atlantic Refining Company, who commenced business in a small warehouse in Toronto about two years ago, have found it necessary to go into larger premises to enable them to take care of their rapidly increasing business, and have recently located at the corner of Jarvis and Esplanade streets, in the large warehouse, as here shown, lately occupied by The Toronto Carpet Company, where they now have facilities for the rapid handling of their various lines of illuminating and lubricating oils.

The company inform us that they are independent of any monopoly or trust, and handle only high-grade American products. Both the managers of the company are Canadians who have had 12 or 13 years' experience as salesmen previous to commencing business on their own account, and are thoroughly familiar with all the branches of the trade, and are in a position to supply a satisfactory lubricant to manufacturers for all the different classes of machinery. We wish them success in their new home.

They report having shipped a car of lubricating oils to Winnipeg this week; also a car of elastic carbon paint to Halifax, and several carloads of high-grade American burning oils to different points in Ontario.

Conserve your force. Potential force is capital. You can save force by means of a good system in your business.

OLD HOUSEHOLD UTENSILS.

IT is remarkable how few of the minor and less intrinsically valuable articles of household use, common in the time of our grandfathers, have survived to the present day, remarks Metal Worker. Occasionally, in remote farms or country cottages, one comes across an antique pair of snuffers, suggesting the bygone era of the tallow dip, a metal warming-pan, an ancient copper saucepan, or some other old utensil which carries one's mind back to the "good old days" before the modern systems of heating and lighting and the paraphernalia of scientific cookery made their appearance. So unfamiliar are such things becoming, however, to the present generation, that they are already finding a place in museums and collections of curiosities. But the common, everyday household utensils, of tinware and such like, used early in the century, are almost as scarce as hens' teeth. We hardly know what kind of articles in that line our progenitors used in the days before the advent of machinery. One thing we do know, that they were made laboriously by hand, and that they were fashioned to last and not merely to sell.

RUST IN WATER MAINS.

One of the water mains of Torquay—a 10-inch cast-iron pipe laid in 1858—was so encrusted in eight years that the delivery capacity was reduced 49 per cent. A piston



The New Home of The Atlantic Refining Company, Corner Jarvis and Esplanade Streets, Toronto.

somewhat smaller than the tube, and armed with projecting knives, is now regularly used to scrape out the rust, and is pushed through the pipe by pressure of the water, at an average rate of $2\frac{1}{2}$ miles an hour, a speed of $7\frac{1}{2}$ miles being reached in places. The 1898 scraping increased the delivery from 586 to 708 gallons per minute.

“P-H”

STANDARD STEAM, GAS AND WATER PIPE.


Galvanized and Black.

We are the only manufacturers handling

Canadian-Made Galvanized Pipe

ALL OUR PIPE IS MADE OF WROUGHT IRON.

EASY TO CUT AND THREAD.

Write to headquarters for prices 

PILLOW & HERSEY MFG. CO.

LIMITED.

MONTREAL.

SANDERSON PEARCY & CO.

61-63-65 Adelaide Street West

✻ Toronto ✻



**FINE COLORS,
FINE VARNISHES,
WINDOW GLASS,
PREPARED PAINTS.**

The oldest and most reliable Prepared Paints on the market.

The Toronto Silver Plate Co. LIMITED.

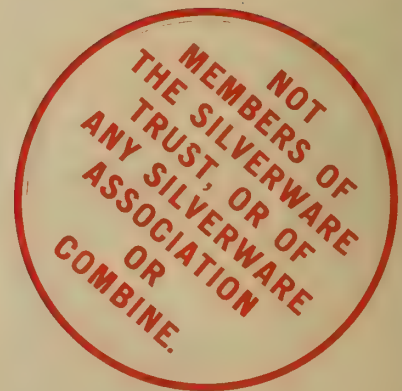
"THE GOODERHAM COMPANY."

SILVERSMITHS AND MANUFACTURERS OF ELECTRO SILVER PLATE.



No. 500. (Colonial Pattern) 5-piece E. P. Tea Set, \$38.00 list.

Yorkshire
Rose,
another
one
of
our
new
patterns
in
plate.



FACTORIES AND SALESROOMS:

**KING ST., WEST,
TORONTO,
CANADA.**

E. G. GOODERHAM,

Managing Director.

The Best is None Too Good.

SYRACUSE BABBITT

Beats them all.

IT IS USED BY THE LARGEST MACHINERY BUILDERS IN UNITED STATES AND CANADA. IS THAT NOT SUFFICIENT PROOF OF ITS QUALITY ?

Importers and Dealers in

Pig Tin
Ingot Copper
Ingot Phosphor Bronze
Scrap Copper and Brass
Antimony
Zinc Spelter
Aluminum
Nickel Ores
Drosses
and all kinds of
Scrap Metals
Bought and Sold.

MANUFACTURERS ...OF...

Columbia Phosphor Tin
Plumbers' and Tinnners'
Solder
Stereo, Lino and
Electro Type Metals
and all kinds of
White Metal Mixtures
made to order.

Used on all kinds of

Machinery Bearings
Steamships
Dynamos
Saw and Shingle Mills
Paper, Pulp,
Silk, Woolen
and Cotton Mills
Stone and Ore Grinders
and on bearings where
other metals will not
stand.

Syracuse Smelting Works

William and St. Thomas Streets,
MONTREAL.

Fayette and Seneca Streets,
SYRACUSE, N.Y.

HEATING AND PLUMBING

THE CRESCENT WATER HEATER.

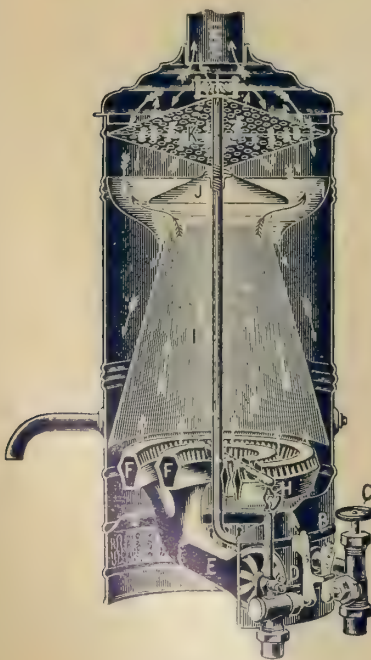
AN article that will be appreciated by householders during the summer months is being energetically pushed on the Canadian market by The Ontario Lead and Wire Co., Limited, Toronto. It is the Crescent Water Heater, manufactured by The Humphrey Manufacturing and Plating Co., Kalamazoo, Mich.

As will be seen by the accompanying illustrations, this heater is designed for use in the bathroom, so that water can be warmed for the bath without putting a fire in the range and thus heating the kitchen. It is claimed for this heater that it will warm 50 per cent. more water in a given time than any heater in its class; that by turning on and lighting the gas the hot water is immediately obtained, and that in six minutes 20 gallons can be heated at a cost of only 1 1/4 c. for gas at 90c. per 1,000 cubic feet.

As will be seen by the illustration of the heater in position, its neat design and nickle plating will make it an ornament to any bathroom. A good feature of it is, too, that it does not get out of order. It lights

passing of the heat, the downward arrows show the passage of water. The letters in the diagram refer as follows: A, gas valve; B, water valve; C, water regulator; D, needle point to adjust gas orifice; E,

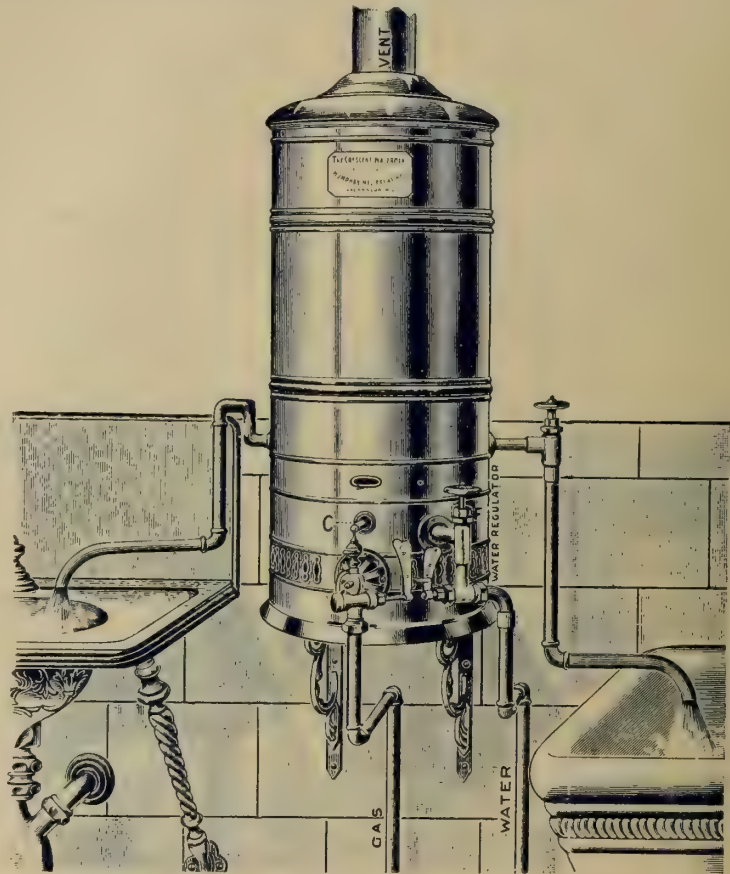
followed the doctrines and teachings of that great master. The Christian threw his tenets to the wind; the Mohammedan, to his great benefit, had continued to practice some of his principles to the present day.



Sectional Cut.

noiselessly and has adjustable gas and water regulators.

The method of heating is so economical that the makers guarantee it to utilize over 80 per cent. of the heat units of the gas. The sectional cut shown below illustrates this system. The upward arrows show the



The Crescent Heater.

burner arm; F and F, double burner; G, drip ring; H, pilot pipe; I, conical heating tube; J, disk to retard and spread passing heat; K, perforated copper screens; L, revolving water distributor; M, disk to carry falling water to tube I.

The Ontario Lead and Wire Co., Limited, are sole agents for Canada.

MOSES A SANITARY ENGINEER.

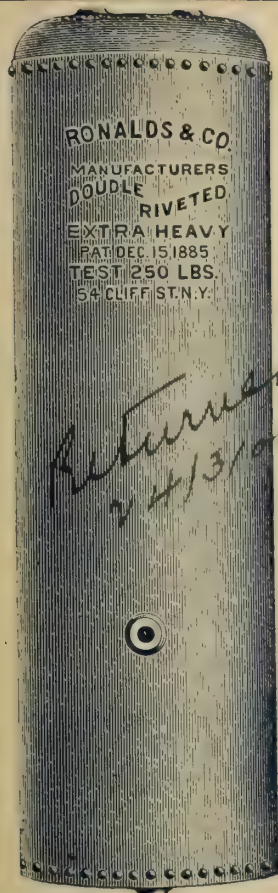
It is quite possible that many young men in the plumbing trade, in their reading and studies to fit themselves for higher positions, have neglected one book that should receive their attention. In his recent address as president of the Congress of the Sanitary Institute at Southampton, Sir William H. Preece, K.C.B., F.R.S., said that the greatest sanitary engineer that the world has ever known was Moses. The Book of Leviticus was a treatise on hygiene. For 3,400 years the world stood still, and only one race

The Jew remained faithful, and was the healthiest and longest lived type of humanity. The doctrines of Moses could be summed up in the objects of sanitation to day—namely, pure air, pure water, pure food, pure soil, pure dwellings and pure bodies.—Dr. Johnson.

WORLD'S SPELTER PRODUCTION

We are indebted to The American Metal Co., Limited, for the following statement, compiled by Henry R. Merton & Co., Limited, of the world's production of spelter. The figures are given in gross tons:

	1899. Tons.	1898. Tons.	1897. Tons.	1896. Tons.
Rhine, Belgium and Holland.....	189,955	188,815	184,455	179,730
Silesia.....	98,591	97,671	94,045	91,875
Great Britain.....	31,715	27,940	23,550	24,880
France and Spain.....	34,955	32,135	32,121	28,450
Austria.....	7,190	7,115	8,185	9,255
Poland.....	8,221	7,575	5,790	6,165
Totals.....	366,630	353,250	338,115	344,355
United States.....	115,855	102,395	84,207	73,105
Grand totals	482,485	461,645	436,322	417,460



Headquarters for Plumbers' Supplies

GUARANTEE

Ronald's Range Boiler

200 LB. TEST, 2 YEARS

250 LB. TEST, 5 YEARS

Best Boiler on the Market.

WRITE FOR PRICES.

SOLE AGENTS

Ontario Lead & Wire Co.

Toronto.

Limited.

MANUFACTURERS OF A FULL LINE OF

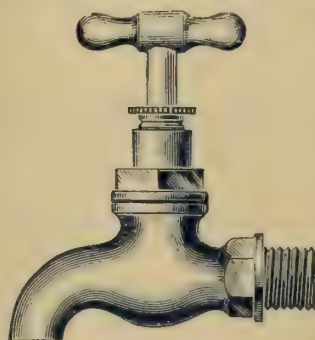
Steam Supplies.

J.M.T. Goods are known to combine all that is good in QUALITY and WORK-MANSHIP.

In **VALVES** they are the **Standard for Excellence**. Note the rich bronze color of the metal — the symmetrical construction of all parts showing added strength where most required. **Trade Mark on every valve.**



Every steam user should be posted on the merits of the "HENRI" Steam Saver. It can be used under so many conditions to increase productiveness and assist in reducing coal bills. Sent on 30 days' trial. Booklet H mailed on request.



Imperial Faucet

Plumbing Goods

IN UP-TO-DATE DESIGNS.

J.M.T. and IMPERIAL Faucets combine the latest improvements in these goods. — — Ask for them.

ENAMELED LAVATORIES AND BATH COMBINATIONS, Etc.

EVERY PLUMBER SHOULD TEST HIS OWN WORK.

The **THOMSON** on correct principles.



Smoke Machine embodies all that is new, and is made Write us for booklet on "How to Test Plumbing."

The **JAS. MORRISON BRASS MFG. CO., Limited,**

89-97 ADELAIDE WEST
TORONTO.

JUDICIOUS ADVERTISING.

NOWADAYS, the wide-awake, energetic merchant has to call to his aid, in the development of his business, all the forces he can, in order to convince the public that he is deserving of that patronage which he merits, and in no way is he more successfully aided than by the judicious use of printers' ink.

The keeping of one's name before the public and the telling them of the wares you have to offer is essential and has always been recognized, as far back as the days of good Queen Bess, when it was part of the duties of the "apprentices" to cry out in the front of their master's place of business, "What do you lack a day!" and commend the goods displayed to the notice of the passer-by.

"Judicious" is a necessary word to use in connection with advertising, and there is no royal road to the success to be attained thereby. The use of a circus poster, with its flaring colors and grotesque impossible figures, made

To crack the ears of groundlings,
Or make the judicious grieve

is not commendable as a general means of advertising. No more is the handbill or "dodger." These have had their day. The up-to-date merchant patronizes good company in the advertising columns of a first-class paper, be it daily, weekly or monthly and each merchant has to be his own judge as to the relative merits of each.

The tone of our business character is largely judged by the advertising company we keep, and it is essential that this be borne in mind when seeking for a good advertising medium. Then, in the issuing of any printed matter, it should be gotten up as attractively as possible, it being far better to get out less advertising, and to get it out in good form, than bushels of rubbish which finds the waste paper basket its goal.

Another pointer, too, is the use of electrotypes, as nothing is more attractive to the eye than an illustration (well made) of the article for sale.

For years past, one of our most successful advertising firms in Canada, the Mechanics Supply Co., of Quebec, have recognized this and made it a special feature in their advertising, and the results attained in the steady growth of their business from year to year is a good proof of this assertion, and it is

further noticeable that this growth seems to have kept pace with their expenditure in advertising. Commencing in a modest way, in 1889, in part of the present extensive premises occupied by them, one of their first axioms was the judicious use of printers' ink, and this has been greatly facilitated by some of the leading firms which they represent, viz.: The Dominion Radiator Co., Messrs. Warden King & Son, Toronto Steel Clad Bath Co., Metallic Roofing Co., Luxfer Prism Co., Standard

wireless telegraphy, electric light, etc., time is increasingly valuable and it ought to be recognized in every department, even in the concise brevity of one's ads.

Another important feature is to have the loyal assistance of one's clerks and employes in the careful distribution of printed matter, and to have such an "esprit du corps" as will emulate them to be ever on the watch for definite results. It adds greatly to the seed falling into good soil, where, watered with the gracious rain plentifully sprinkled thereon by the leading trade papers, it is sure to produce good results.

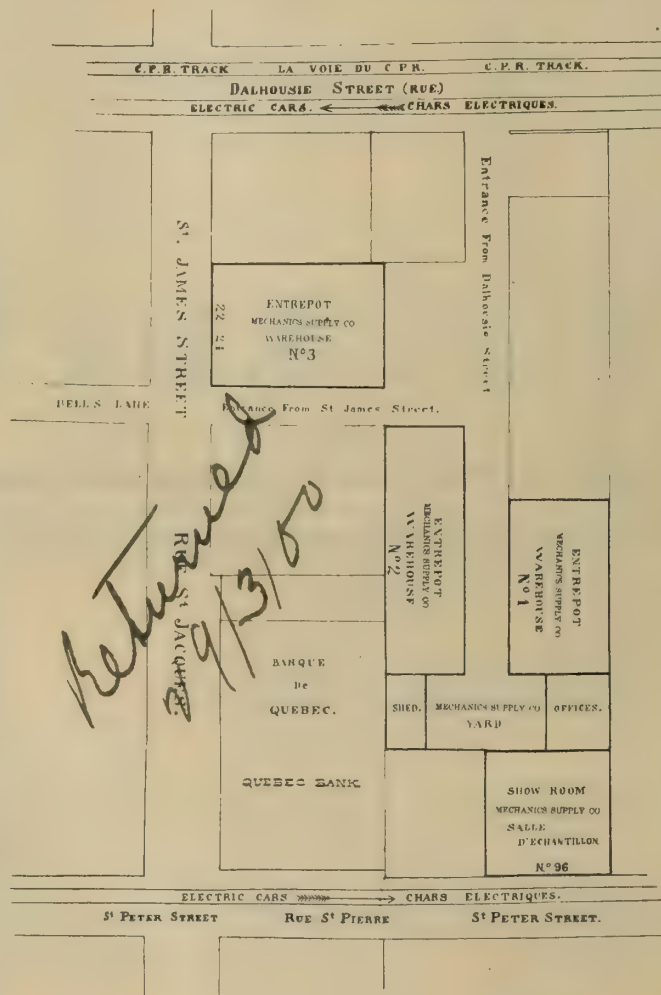
The intelligent mechanic is sure to readily distinguish one's advertising merits and to hold up before his associates the name of any that enjoys his patronage, and woe betide the merchant who fails to recognize his support. The mutual relationship is so close that it cannot be separated, and nothing tends to bring the two into greater harmony than free intercourse through the columns of a trade paper.

TO PURIFY SOLDER.

"I would like," wrote a reader of Metal Worker, "some one to tell me how to make solder that is melted over the second time as pure and good as it was originally. I mean the little pieces that accumulate around a country tinshop in the course of a few months. There are always a lot of small drops and pieces that might be melted over for use if the solder was good when it was done."

The following was Metal Worker's reply: "All tinsmiths know that solder that has just common dust enough on it to be dirty does not work well. The first thing that is done to a place to be soldered is to clean it thoroughly. This establishes the point that cleanliness is a necessary

feature of good solder. Drops of solder which accumulate on the bench and small pieces that have been lying around the shop a few months do not glisten and shine. In addition to common dirt they are liable to have brass filings, zinc chips and other troublesome foreign matter adhering to them. Consequently the solder not only needs melting but cleaning, which means heating to a red temperature, when sulphur is stirred in to bring the impurities to the top, where they can be skimmed off. In passing through this high temperature a great deal of the tin is lost and more must be added as the pot cools down."



Mechanics Supply Co.--Plan of Premises.

Manufacturing Co., The L. S. Starrett Co. and many others, all of whom have placed electrotypes and even elegantly bound pamphlets at their disposal for gratuitous distribution to persons answering their advertisements.

Then again the merchant has to display his goods in an attractive manner, having them kept in good order, clean, and easy of access, no poking here and there to the delay of a customer or his employe, goods so kept are ready to jump out of their bins.

"Time is money," and in these days of the electric street car, automobile, telephone,



D. F. Jones Manufacturing Co., Limited



Returned

10/4/10 of Gananoque, Ont.

ESTABLISHED 1852.

Shovels
Spades
Draining Tools

Grain
and Coal
Scoops
..and..
Miners'
Shovels

The only Canadian manufacturers of Plain Back Shovels and Spades **that are solid**, without weld, and graduated from socket to point, and from centre to sides, of blades ; which makes them stronger than any other Shovel or Spade of equal weight.

All our goods have trade mark on the handle.

FILES . . AND CUTLERY

ESTABLISHED OVER A CENTURY.

John Peace & Sons,
Sheffield, England.

MANUFACTURERS OF HIGH-CLASS

FILES AND RASPS

FOR ALL
PURPOSES

Mill, Taper and Slim Taper Saw Files our Specialty

Pocket and Table Cutlery. Butcher Knives and Carvers. Fine Razors.
Sole makers of the Celebrated Razor Shoe Rasps.

J. H. PEACE, Canadian Representative,

WRITE FOR PRICES.

21 Scott Street, TORONTO

—WE ARE IN— NO COMBINATIONS

on the following lines, and give the best Value in Canada.

Highest Grade American Bicycle

Flush Joints.
Eccentric Adjuster.
Ball Separators.

“WELLINGTON”

Dunlop Tires.
Garford Saddle.
Curtis Pedals.

Perfectly Made Wheel

Seamless Tubing.
Hollow Axles.
Adjustable Bar.

“EARL”

Dunlop Tires.
Garford Saddle.
Indianapolis Chain.

AGENTS FOR..



20th Century Gas and Oil Lamps.
Searchlight, M and W. and Queen Lamps.
Eclipse Cements and Oils.
3 in 1 Compound, Trouser Guards, Oilers, Pedals.
Pumps from 11c. to \$1.25 each.
Myers, Simplicity, Climax and Brooklyn Stands.
Veeder, Standard, and Spaulding Cyclometers.

CAVERHILL, LEARMONT & CO.
MONTREAL.

We Sell Sewing Machines Too. Send For Catalogue.

VENTILATION IN THE WORKSHOP.

AN interesting paper dealing with ventilation of workshops was recently read before the Manchester Association of Engineers, Manchester, England, by J. D. Sutcliffe.

A tidy, clean, and healthy workshop was, he said, a better investment than a balance at the bank. The owner who said he could not afford to spend money in keeping his workshop bright and tidy was in much the same position as the workman who said he hadn't time to sharpen his tools. With a dirty, ill-ventilated, and uncomfortable workshop, as with a blunt tool, the work was sure to be slipshod and the average low. One of the most encouraging signs of the present day, however, was the strong desire that had grown up to be what was called "physically fit." My clerks had left their employment to find work at outdoor pursuits, and from the highest to the lowest there was a desire for chest measurement and physical strength. A few years ago, almost every workingman had a wish to see his sons grow up to be clerks, but now labor with the hand is steadily gaining ground at the expense of so-called labor with the head. We had to-day workmen who could not be excelled in the whole world when their energy and skill were properly directed.

The curse of the last decade was the demand for cheap goods, and all the efforts of the manufacturer had been to cheapen, cheapen, cheapen. Now there was a genuine demand for the best that human skill could give them, and this would go on increasing until cheapness had to take a back seat, whilst skill and honest work would find its own place in the very front rank. One of the first considerations in securing health in the workshop was that of efficient warming and ventilation. The principal difficulty in the way was the cost. In America it was no uncommon circumstance to pay 20 to 25 per cent. of the total cost of a building for adequate warmth and fresh air. How different was this from the English architect, who frequently allowed the generous sum of £5 in his estimate for a so called "ventilating cowl" to be fixed by the builder on the roof. This had occurred where the building cost over £5,000.

It was as well to recognize the fact that good ventilation and sufficient warmth could not be provided for nothing, but in the long run they would actually pay better than many other things considered essential in all well-designed workshops. It had always been a debatable point as to the best position for the inlets for fresh air and the outlets for vitiated air, and the question was often asked: Should foul air be exhausted

upwards or downwards? It was usually safer to make outlets for vitiated air both at the ceiling and the floor level. The top outlets should be fitted with valves to close at pleasure, or the warm air would pass out, only affecting a very small portion of the room. With the bottom outlets only in use when warming the building, greater use

ating was very satisfactory. In many buildings, it was necessary to have different rooms at different temperatures. A room where heavy manual work was being done would, of course, require a much lower temperature than, say, a drawing office. This could be secured by having each main air-supply duct made double, the passage for the warm air being placed over that for cold air, and the branch ducts for each room



MECHANICS SUPPLY CO.—A SHOWROOM.

would be made of the heat, as it would have to come down before it could escape. The difficulty with air currents was in controlling their direction, and in the matter of ventilation this was the main point that had to be considered.

What was known as the "double direct" system of combined warming and ventil-

were so arranged that they could draw their supply of air from either or both ducts, at pleasure. In large towns, it was desirable to filter the air before it passed into any building, but this was not so easy to do, unless the air was forced in by means of a fan. Any kind of screen or filter would stop the supply of air, unless mechanical

means were adopted for compelling it to pass the screen.

Many experiments had been made with cotton and jute cloths, matting, etc., but none of them seem to approach in efficiency the coke screen, in which two frames of strong wire netting were securely attached to a wooden support about 5 inches thick. The netting should be of about $\frac{3}{4}$ -inch mesh, and made from wire of 16 to 18 gauge. On the side furthest from the fan a door was constructed at the top for filling with coke, and a door at the bottom for emptying. The screen should have a superficial area at least equal to four times the area of the fan used. The coke, before it was placed in the screen, should be carefully washed and passed through a $1\frac{1}{2}$ -inch mesh, as the best size for the coke was about 2 inches diameter. For cooling in summer, water could be sprayed against the screen, and it could be washed down at any time with a hose pipe without disturbing the coke. All smuts and dust would be filtered out of the air, and even fog was very sensibly reduced by passing through the screen.

MAKING A WIPING CLOTH.

“**B**EING one of those unfortunates whose lot is cast in a town where there is no plumber, the burden of that office falls on me,” wrote an inquirer of Metal Worker. “As the work here is only of the simplest nature, I have managed to get along nicely, with the exception of wiping joints on solder nipples, lead pipe, etc. When I go to the city, I see nicely wiped joints, and visions loom up

before me of work that I shall turn out when I master this, to me, most difficult art. I have all the necessities, the knowledge of application only being lacking.”

In reply to its correspondent's inquiry as to the best kind of material to use for a

ticking that is fine and close woven is quite generally used. The smoother the finish and the less nap the better. A cloth for all ordinary work can be made from a piece 12 inches square, by drawing a line down the centre and folding the two outer edges



MECHANICS SUPPLY CO.—ANOTHER SHOWROOM.

wiping cloth, and how to make it, The Metal Worker gave the following :

“It has been some time since the joint wipers explained the art, and their contributions are invited. A good quality of bed-

to meet on the line. The cloth is then folded so as to be three inches wide and 12 inches long. The ends are then brought together at the centre, and then another fold made so that the cloth is three inches square. The only sewing needed is a few stitches through the inside folds on each side on the end when the cloth is doubled together. Of course, in folding the cloth it is necessary to arrange so that the wiping will not be done across the nap or weave. Until its newness wears off its use will not be pleasant. The nap can be worn off by rubbing against a hot solder pot or on a smooth brick or sandy floor. Then it is ready to be greased with tallow or a sperm candle, and when it is hot enough to be pliable and smooth enough to work easily it has reached its highest point in the estimation of the plumber. Then with solder one-third tin and two-thirds lead the practice can be begun. The practice will cover a considerable period before the fingers will become sensitive enough to make the plumber feel through the cloth just how the solder is working and how to work it. Our book department can supply a little book called ‘Hints on Joint Wiping’* that has many pictures showing the work in progress that should be of assistance to this correspondent, and all others interested.”



MECHANICS SUPPLY CO.—THE CLERKS.

THE NOVA SCOTIA STEEL CO.

Manufacturers of _____

LIMITED



BRIGHT COMPRESSED STEEL SHAFTING

from $\frac{5}{8}$ to $3\frac{1}{2}$ inches in diameter.

Guaranteed straight and true to within $\frac{1}{500}$ of an inch.

HEAVY STEEL FORGINGS and HAMMERED SHAFTING A SPECIALTY.

NOTHING REQUIRED IN CANADA TOO BIG FOR US.

Spring, Reeled Machinery, Tire, Toe Caulk, Sleigh Shoe, Angles, Special Agricultural and other Sections, and all Merchant Bar Steel.

SHEETS AND PLATE STEEL UP TO 48 INCHES WIDE.

Steam and Electric Railway Car Axles, Fish Plates, Tie Plates, Spikes and Track Bolts.

**STEEL TEE RAILS, 12, 18 and 28 lb. per yard.
"FERRONA" PIG IRON, for Foundry Use.**

~~~~~  
Write for Prices, and always buy Canadian Steel, made by the Only Steel Works in Canada.

WORKS—New Glasgow; and Ferrona, Nova Scotia.  
HEAD OFFICE—New Glasgow.



**SOME BUILDING NOTES.**

**T**HE Dominion Government intend erecting a new Customs House on the site of the old city board of works building in Halifax.

A new jail is to be erected in Parry Sound by the Ontario Government.

Rev. C. S. Lowe, of Tennyson, near Perth, Ont., is erecting a new Anglican church in that parish.

Gillespie & Grier have the contract to build a new store and dwelling for J. A. Dwyer, Parry Sound.

Wm. McDiarmid, Carleton Place, Ont., purposes rebuilding his brick block as soon as the weather will permit.

James Holditch, Sturgeon Falls, is inviting architects to submit plans, etc., for a four-room school building.

The new post office at Rat Portage, Ont., is well under way. The contractors for the interior work are to finish their contract by May 1.

George Brown, architect, is asking tenders up to March 28 for building a science building for the University of Manitoba, Winnipeg.

Tenders are called for by G. M. Miller & Co., Toronto, up to March 31, from all trades for the erection of a brick and steel building at Peterboro', Ont., for The General Electric Co., Limited.

Thomas Wilison, of St. Catharines, Ont., and Mr. James Sutherland, the Liberal Whip at Ottawa, have started the construction of large carbon works at Chicoutimi, which will give employment to the heads of 200 or 300 families. Mr. P. R. Sweezy, for many years connected with the firm of Price Bros., has been engaged as manager. It is estimated that some \$2,000,000 capital will be employed in the works, which will be situated about six miles from Chicoutimi on the Saguenay river.

**PLUMBERS HAVE BEEN BUSY.**

The report of the medical health officer of Toronto for 1899 is almost completed, and will be handed to the city council in a week or so. Though not yet completed, the report is sufficiently advanced to show that 1899 was a busy year for Toronto plumbers. The number of permits taken out for plumbing jobs during the year was almost 35 per cent. greater than was taken out in 1898.

**FEES OF LONDON ARCHITECTS.**

In answer to a correspondent who inquired in one of the London architectural papers as to the proper fees of an architect, a writer offers the following information: "If a good architect is employed the correspondent will probably find that the percentage charged will be something like the following,

which, I believe, is the scale fixed by the leading architects in London:

|                                                                                                | Per cent. |
|------------------------------------------------------------------------------------------------|-----------|
| 1. Preliminary sketch and designs complete, including measurement of site.....                 | 1½        |
| 2. General drawings, plans, elevation, sections, specification and approximate estimate....    | 1½        |
| 3. Working and detail drawings.....                                                            | 1½        |
| 4. Personal supervision, and supervision and superintendence, exclusive of clerk of works..... | 1½        |
| Total charge, per cent.....                                                                    | 5         |
| Traveling expenses and incidentals extra.                                                      |           |

An architect is bound under the 5 per cent. charge to provide one set of drawings and one set of tracings, with duplicate specification, it being understood that the architect is paid for the use of the same, and that they remain his property at the completion of the work. Payment on account at the rate of 5 per cent. to be made on the installment paid to the builder.

**PLUMBING AND HEATING CONTRACTS.**

Guest & Co., Toronto, have the contract for plumbing in a residence at 55 Isabella street.

Fiddes and Hogarth, Toronto, have the contract for alterations to the plumbing in the Pape avenue public school, Toronto, and for plumbing and heating in hotels on Yonge street and Sherbourne street.

**THE NIAGARA WATER METER.**

The use of water meters, especially in factories and other places where large quantities of water are used, is becoming general throughout Canada, and with good reason, too, for by the use of these meters it is possible to know the exact amount of water consumed, thereby preventing overcharge and tending to diminish waste.

It is essential in order to get the best results to have a water meter that can be thoroughly depended on for accuracy and wearing qualities.

The Niagara water meter, made by The Buffalo Meter Co., 363 Washington street, Buffalo, N.Y., is highly recommended for both of these qualities, and is now used by over 1,000 water departments and water companies. All the working parts of this meter are made of gun metal, bronze, brass, and hard rubber, and are removable from the outer cases, which are of a fine grade of galvanized iron. They are made in five sizes— $\frac{3}{8}$  in.,  $\frac{1}{2}$  in., 1 in., 2 in. and 3 in., and with either the straight reading or standard dial. This firm also make oil meters, meter books, and meter parts of all kinds.

**DON'T NEGLECT BICYCLE SUNDRIES**

We take occasion to remind the retail dealers that additional profits can be obtained from each of their customers if they will give proper attention to sundries. We

not only mean the sundries which every rider is absolutely compelled to buy, but such things as house stands, foot pumps, wheel racks, which, though not absolute necessities, are often not bought because they are not displayed to would-be purchasers. There are fully 100 meritorious sundries of this kind in The American Tire Co.'s new catalogue, which dealers can select from, and sales made by introducing such articles mean additional business and profit which would not come in any other way.

Write for catalogue, and mention **HARDWARE AND METAL.**

**THE MYRMIDON OF THE MERCENARY TRADESMAN.**

I greet him with a smile,  
He answers not,  
But fumbling in his pocket for a while  
Pulls forth a bill,  
And asks me if convenient—which it's not—  
To settle, and looks quite ill  
When I bid him come again  
Another day.

Another day arrives, and with it he  
With visage overcast and lowering brow  
Bespeaks his purpose;  
What must I do? To say him nay  
Would but court the danger;  
And yet I cannot pay.  
Ah! a note! the very thing!  
He takes it and retires as in a daze;  
Once more I breathe quite freely, and I sing  
And dream not of the end of thirty days.

The thirty days have passed and three days grace,  
And once again I gaze upon his face  
Full of reproach.

What must I do?  
Ah now I have it; renew, renew!  
And a hope afresh wells up within my heart,  
And realize once more the evil day has passed  
A sigh of relief escapes me as we part.

Oh let me thank the man whose brain  
First hatched the scheme of promissory notes,  
Be he Jew or Gentile;  
I know not how to thank him; in what strain  
To sing his praise,  
Oh may he live forever  
In the notes of thirty days.

Winnipeg.

F. L. R.

**FREE TRIP TO PARIS.**

A first class cabin passage to France and return is a grand offer for a little essay of 200 words. Even Kipling could not command a higher price for his golden words than this.

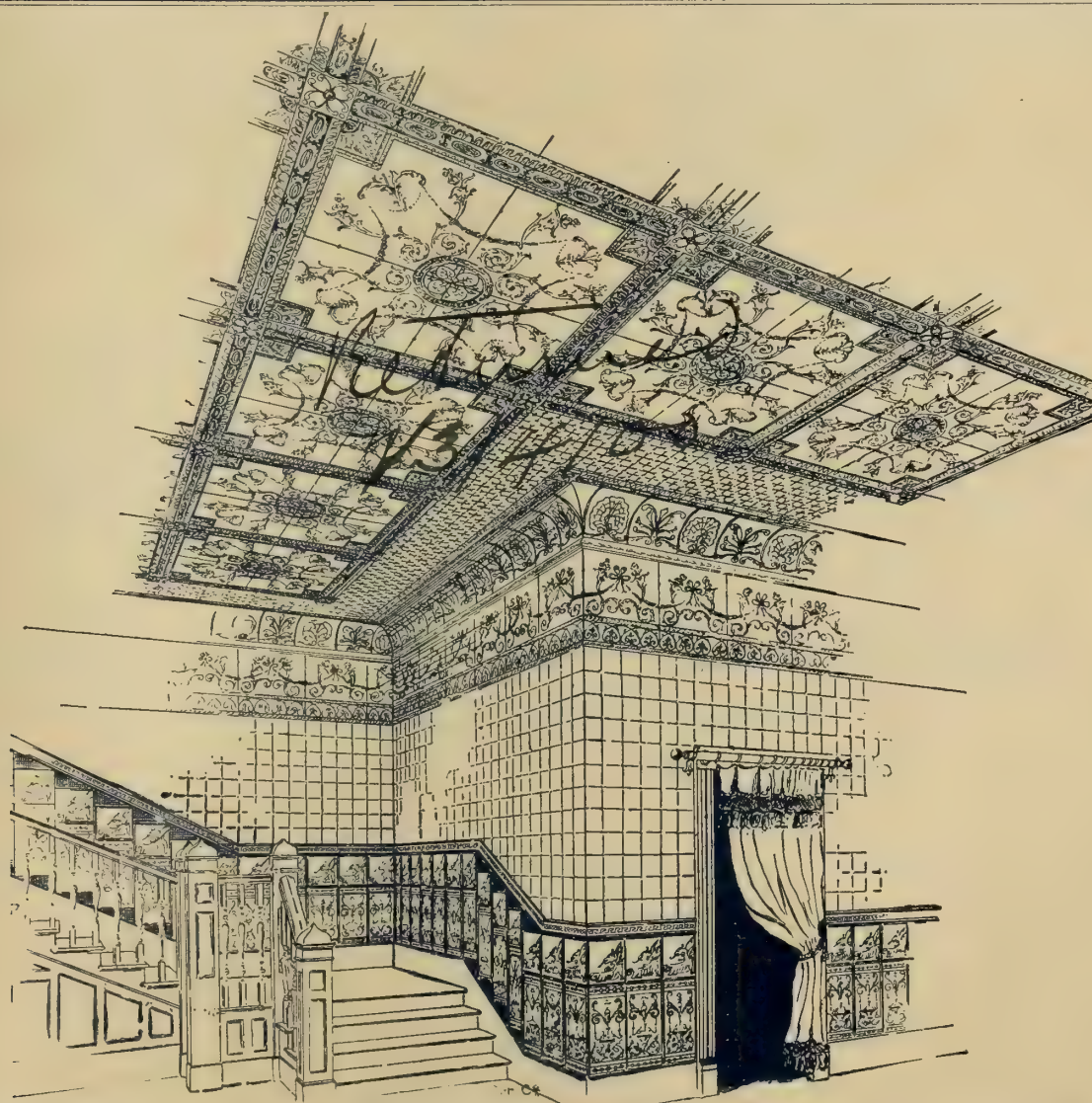
The Dunlop Tire Co. hear thousands of happy expressions about their famous tires every year, but they have apparently a huge appetite for this sort of thing, for this year they are offering a free trip to Paris for the best 200-word story of Dunlop tire superiority. Their Century Book has just been published, and the Dunlop Company will send a copy to any reader of this paper who desires to submit a contribution, together with the rules governing this competition.

They have published nearly 50,000 copies of this book for distribution, but riders of Dunlop tires would hardly need to read it through in order to find some happy thoughts which, properly expressed, might bring that ticket to their pocket.



# "ARTISTIC AND SERVICEABLE."

In popular favor with the most fastidious as well as the most practical people. Our METALLIC CEILINGS and WALLS are the triumph of beautiful, durable, fireproof, and sanitary Interior Decoration.



This illustration shows Dado, Wall Plates, Frieze, Cornice Border, Mouldings and Ceiling Plates complete.

Are you handling these goods ?

To show them and explain their merits is to sell them.

Better send for our Catalogue and Price List.

## METALLIC ROOFING Co.

Wholesale Manufacturers

LIMITED

KING AND DUFFERIN STREETS, TORONTO.



# LEWIS BROS. & CO.

\*\*\* MONTREAL. \*\*\*

It will pay you to write us for prices of the following lines:

Screen Doors and Windows  
Green Wire Cloth

Harvest Tools  
Spades and Shovels  
Horse Pokes

Hay Fork Pulleys  
Lawn Mowers  
Horse Clippers

GEM ICE CREAM FREEZERS  
POULTRY NETTING  
PARIS GREEN  
BINDER TWINE  
CORDAGE

Wire  
Sheep Shears

Scales  
Spring Hinges

**PAINTS AND OILS**

All Lumbermen and Miners' Supplies.

# LEWIS BROS. & CO.

80 St. Sulpice Street, Montreal.



# PORTLAND CEMENTS

Best German, Belgian and English Brands

Fire Bricks, Fire Clay  
Flue Linings, Flue Covers  
Drain Pipes  
Scotch and Canadian Tiles  
Calcined Plaster  
Granite Hard Wall Plaster

Wheelbarrows  
Scotch Cranes and Derricks  
Cement Concrete Mixers  
Garden Vases  
Ornamental Chimney Tops  
Mortar Stains

A full stock of builders and Contractors' Supplies.  
**WRITE FOR QUOTATIONS.**

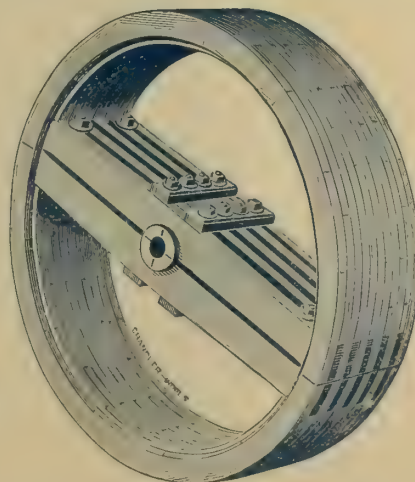
## W. McNALLY & CO., Montreal

### THE REEVES WOOD SPLIT PULLEY

Lighter Than Iron.

Stronger Than Steel.

Step Cone Pulleys  
Bevel Cone Pulleys  
Flange Pulleys  
Sheave Pulleys  
Special Pulleys



With interchangeable bushings, so that any pulley will fit different size shafts by merely changing bushing.

Known and recommended  
by progressive mechanics  
the world over.

Every hardware dealer  
should write us for prices  
and catalogues.

## THE REEVES PULLEY MANUFACTURING CO., LIMITED

18 Pearl St., TORONTO, ONT.





better the grade, bigger the trade.

**g. & j.** detachable tires are made by particular people for particular people, and well illustrate that the best profit is derived from the sale of the best goods.

**g. & j's** have no stiff wire to "balk" and hurt their sale, they have absolutely none of the weakness of wired-on detachables.

**g. & j's** soft edge can be slipped off the rim in front of your customer, and easily replaced—don't have to remove wheel from bicycle.

**g. & j.** rubber is the purest, is vulcanized to the fabric by being forced between the threads which gives the greatest durability and elasticity.

**g. & j's** are therefore speedy as single tubes.

**g. & j's** sell on sight, because of their simplicity in taking cover off and putting on.

**g. & j's** suit the clear - conscience agent, who can honestly look his customer in the face with assurance that he is offering the highest type and newest detachable tire.



would you like our catalogue ?

It is interesting and instructive—68 pages fully illustrated. Everything for the Bicycle Builder or Dealer—the largest line of cycle materials and sundries ever listed—Prices right, too.

AMERICAN TIRE COMPANY, LIMITED

164-166 King Street West, Toronto.



## HARDWARE HOUSES IN THE WEST.

**S**PECIAL numbers are good things for the special correspondent as well as the advertiser, as they furnish points from which to look back and check the progress of trade in any line.

The wholesale jobbing trade of Winnipeg and the West has made marvelous strides, especially within the last 5 years. In no line is this more noticeable than in the hardware trade, where the history of the United States is repeating itself in Canada. It is a well-known fact that the largest hardware houses of the United States are situated in the West, as for instance The Simmon's Hardware House, of St. Louis, Hubbard Spencer's, of Chicago, and Pritzlaff's, of Milwaukee.

## ASHDOWN'S HARDWARE TRAIN.

It should always be borne in mind that it requires just about double the capital to run a large jobbing trade in the West to what it does in Eastern Canada. The greater distance from centres of manufacture and the pronounced discrimination in rates, between open and closed navigation, compel the wholesaler and more particularly the hardwareman to carry enormous stocks, stocks in fact which make the eyes of many an Eastern jobber open to their widest extent. To carry such stocks means very large and very expensive warehouses, for hardware, be it remembered, cannot be stored in handboxes. When to these expenses, always with us, is added the present high price of everything that hardwaremen carry, the capital represented by some of the houses carrying on business in Winnipeg is tremendous. Public attention has recently been more directly called to this fact by the sending out of a special hardware train from the warehouses of J. H. Ashdown. This train, a cut of which appears in this issue, was composed of 40 of the C. P. R.'s largest box cars, and required three heavy freight engines to take it out of the yards, and two engines to haul it from Portage la Prairie to Broadview. The goods comprised every line of hardware from "Puritan" razors to "Myers'" pumps, and the total value was about \$75,000. Along the sides of the cars were streamers bearing the words: "Loaded with Hardware from J. H. Ashdown." The train was timed to arrive at the following points in daylight, and kept schedule time to the minute:

Portage la Prairie,  
McGregor,  
Sidney,  
Carberry,  
Chater,  
Brandon, arrive.  
Brandon, leave next day,  
Griswold,  
Oak Lake,

Virden.  
Moosomin,  
Broadview, arrive.  
Broadview, leave next day,  
Grenfell,  
Wolsley,  
Qu'Appelle,  
Regina,  
Moosejaw.

The train attracted a great deal of attention, and many farmers drove 15 and 20



miles to see it arrive. Yet, this train did not represent held back orders, for orders have been shipped daily through the winter, but the increased spring trade made this train a necessity. By far the larger proportion of the goods on this train came in before navigation closed last fall, and yet the stock of this firm does not appear to be very much depleted in any one line. The value of this train was in the object lesson it afforded of the proportions to which the jobbing trade of the West has grown, and also of the possibilities it offers for future development. It is claimed for this train that it is the largest individual shipment of hardware ever made on this continent by a wholesale house. Of course, this is, to some extent, only possible on account of the immense territory which can be covered by shipping along the main line of the C.P.R., but it is none the less a triumph for Winnipeg, and reflects well-earned credit on the push, enterprise, and foresight of men who have ever maintained that Winnipeg was the ideal central distributing point for the whole of Western Canada, and who have proved their faith by investing their money and spending their energies in developing wholesale trade at this point.

GEORGE D. WOOD & CO.

This house was very busy when your correspondent called. Some idea of the amount of stock carried by the house may be gathered from the fact that it took four men all day, and working far into each night, six solid weeks, to complete the stock-taking.

The great warehouse, which they have only occupied a little over a year, is jammed with goods, from the chain, grindstones, paints, nails, etc., of the basement, to the tubs, churns, butter-workers, forks and other woodenware of the fourth floor, and yet for weeks past goods have been going out steadily at the rate of two carloads per day, and the whole staff of the house is concentrating its energies on the getting out of spring shipments.

When asked for special news, the reply was: "There is nothing special; we are just doing what we always do at this time of year, only more so, in proportion to the growing demands of the country." From the time when the firm first made its venture here in the sixties, when Wood, Vallance & Co., of Hamilton, sent a shipment in charge of Alex. Begg, they have marched strictly at the front of the procession, and have confined their attention exclusively to business and said little or nothing about it. But they are one of the solid houses of Winnipeg, and she is proud of them.



# TRIUMPH ADJUSTABLE STOVEPIPE



The Best  
on the  
Market.



WHY?

*Returned 3/3/00*  
**BECAUSE IT IS STRONGER.** All other patent stovepipes are held together and depend for their strength on one or two very small tabs the same thickness as the sheet. The TRIUMPH is held together and depends for its strength on a heavy staple sliding into two loops firmly riveted on. The staple can be widened to make the TRIUMPH fit larger pipe, or made narrow to fit smaller pipe.

**EASIER PUT TOGETHER.** The edge slips straight into the fold and the staple is then inserted. No sleight of hand required. A child can put them together.

**REQUIRES NO RIVETS OR POUNDING DOWN.  
CRIMPED AT ONE END.**

**SAVES TIME.**

“ TEMPER.  
“ FREIGHT.

Packed 25 in crate.

MANUFACTURED BY

**EDWIN CHOWN & SON,**  
Tinware and Tanners' Supplies. KINGSTON, ONT.

# HAMILTON WHIP CO.

MANUFACTURERS OF

Fine Whalebone  
and Rawhide

# WHIPS

Patentees and Sole Manufacturers of the Famous

**Monarch and Napoleon Rawhide Whips.**



SPECIALTIES:

Fine  
Whalebone  
and  
Rawhide  
Whips.  
English  
Holly  
Coach  
Whips.

**CHEAP WHIPS OF EVERY DESCRIPTION.**

It will pay you to wait for our traveller,

Office, Factory and Warerooms:

119, 121, 123  
Mary Street,

**HAMILTON, ONT.**

# MERRICK, ANDERSON & CO.

Manufacturers'  
Agents

**WINNIPEG.**

Please see our samples and get our  
prices on all lines of Hardware  
before ordering elsewhere.

**GOOD STOCK OF CERTAIN LINES CAR-  
RIED FOR MAKERS IN WINNIPEG.**





# ISLAND CITY

USE THE BEST READY-MIXED

## PAINT

Made in the world. It has this trade mark



All standard shades in stock, besides a new line of 56 elegant and artistic colors for Cottage Painting and Outside Work.

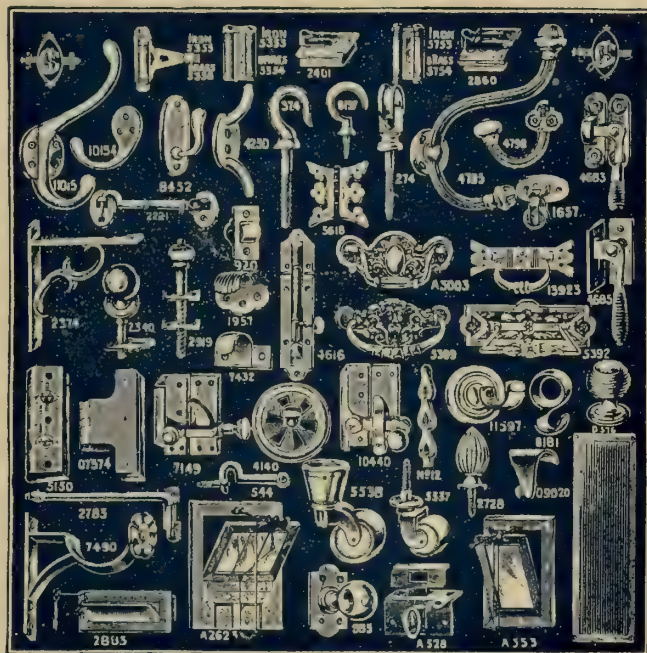
Our **FLOOR PAINT** dries in 8 hours and is unequalled.

Guaranteed to give satisfaction to the merchant and consumer. Write for sample card of colors to the manufacturers.

**P. D. DODS & CO., Montreal.**

# James Cartland & Son

Manufacturers of every description of **Limited**  
CABINET, BUILDERS', FURNISHING AND NAVAL BRASSFOUNDRY  
**BIRMINGHAM, ENGLAND.**



London Showrooms: 57 Holborn Viaduct, E.C.

ESTABLISHED 1864.

THE

INCORPORATED 1896

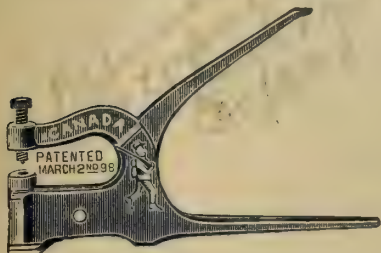
# PARMENTER & BULLOCH CO., Limited

Manufacturers of Iron, Steel, Copper, Brass and Coppered Rivets and Burrs; Wire Nails for every conceivable purpose; Felloe Plates; Wrought and Malleable Iron Kettle Ears; Carpenters' Braces; Counter Sunk, Wagon Box, and Hinge Nails (long chisel points), Flashing Hooks, etc.

### — SPECIALTIES —

- The Patent Tubular Rivets and Machines for setting them.
- The Patent Bifurcated or Slotted Rivets and Machines for setting them.
- The P. & B. Perfected Rubber, Arctic and Leather Shoe Buckles.
- The P. & B. Perfected Rubber Clothing and Horse Blanket Clasps.

The Patent Riveter "Canada."

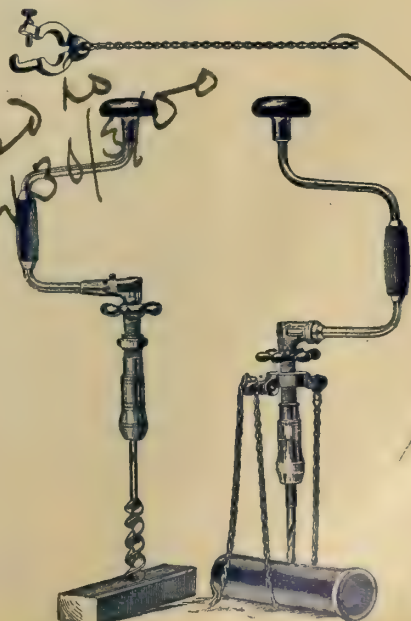


Can be operated with one hand while holding goods with the other. Just the thing for the farmer, the machinist, the teamster, the harnessmaker, and the liveryman. A box containing 50 tubular rivets, assorted sizes, with each machine, for which no extra charge is made. Illustrated Catalogue and Price List on application.



Patented December 27, 1897.

The Cutts Patent Combination Bit Stock and Hand Drill



Greatest Labor Saving Tool Ever Invented.

Head Office and Works:

**GANANOQUE**

BRANCHES:

32 and 34 St. Dizier St., MONTREAL.  
29 Melinda St., TORONTO.



# Ontario Silver Co.

HUMBERSTONE, ONT.

MANUFACTURERS OF

**Cutlery**  
**Nickel Silver**

and...

**Electro Plate**  
**Flat Ware.**

Will occupy their NEW FACTORY at

Niagara Falls, Ont., about July 1st.

# SQUIRE, WATSON & CO.

Temple Building, . . . MONTREAL.

**Hardware Manufacturers' Agents.**

## REPRESENTING IN CANADA:

JOHN MORETON & CO., Wolverhampton, England, Hardware Manufacturers.  
A. & F. PARKES & CO., Limited, Birmingham, Spades, Shovels, Scoops, Garden and Draining Tools.

CHRISTOPHER JOHNSON & CO., Sheffield, Table and Pocket Cutlery, Scissors, Razors, etc., **highest class.**

JOHN WRAGG & SON, Sheffield, Table, Pocket, Putty, Palette, Butcher Knives and Carvers

F. DUMOULIN & CO., Liege, Guns, Rifles, Revolvers.

F. R. DENNERT & CO., Bavaria, Pure Nickel Hollow Ware, Table and Kitchen Utensils.

CHINA STEEL WARE CO., Neuweid, "Art Goods" in Fancy Enamelled Ware.  
FREDK. WALTON & CO., London, Table Mats, Placques and Lincrusta Specialties.

G. TWIGG & SONS, Birmingham, Horse and Toilet Clippers.

ORME EVANS & CO., Wolverhampton, Trays, Coal Vases and Japanned Goods.

BRITISH ENGINEERING CO., Birmingham, Garden Hose Fittings.

HUGO KOLLER, Solingen, Razors, Pocket Knives and Shears.

FOX CUTLERY CO., Razors, Pocket Knives and Shears.

J. B. CHATTERLEY & SONS, Limited, Birmingham, E. P. on N. S., Flat and Hollow Ware, Oak, Glass and Fancy China Mounted Goods.

PHILIP ASHBERRY & SONS, Sheffield, Sterling Silver and Ashberry Flatware, etc.

ALLDRICH BROS., Limited, London, Specialties in Brushes.

MOORE BROS., Limited, Birmingham, Brass Goods, Cabinet Hardware, etc.

THORNTON & CO., Edinburgh, Door Silencers and Rubber Goods.

CAPPER & WOOD, Longport, Art Potteries, China and Earthenware.

W. HARRISON & SONS, Sheffield, Razor Strops.

JAMES HEELEY & SONS, Birmingham, Fancy Steel Goods, Corkscrews, Dog Collars, etc.

# THE HOME OF "FAMOUS" WARES

Prompt  
Shipment

Guaranteed  
Satisfaction

RETURNED 4/6/30

THE McCLARY MFG. CO. LTD.  
ESTABLISHED - 1852. HEAD OFFICE & WORKS LONDON, ENGLAND.

ENTIRE FLOOR AREA  
378,852 SQ. FT. OR  
OVER 8 1/2 ACRES.  
EMPLOYING  
OVER 550 HANDS  
THE YEAR ROUND.

WE SUPPLY EVERYTHING REQUIRED FOR THE STOVE, TIN AND FURNACE TRADE

Everything  
for the  
Tinshop

# THE McCLARY MFG. CO.,

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER



***Nobles & Hoare.***

CORNWALL ROAD. STAMFORD STREET.

**LONDON, ENG.**

MANUFACTURERS OF  
HIGH CLASS  
**VARNISHES**

ONLY

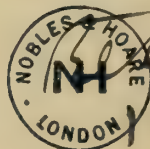
for

RAILWAYS,

COACH BUILDERS,

TRADE

HOUSE PAINTERS,



MARK

ENGINEERS,

JAPANNERS,

FURNITURE MAKERS,

CYCLE MANUFACTURERS,

SHIP, YACHT, &amp; BOAT BUILDERS.

THESE CELEBRATED VARNISHES CAN BE OBTAINED  
DIRECT OR FROM THE PRINCIPAL COLOR DEALERS IN  
CANADA.



# SHEET COPPER



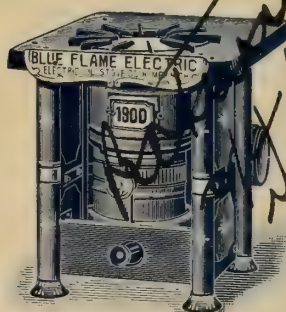
Sheet Brass, Bronze, and  
German Silver, Copper and  
Brass Wire and Rods

**BRAZED BRASS AND COPPER TUBES.**

**Detroit Copper and Brass Rolling Mills**

ORDERS AND  
CORRESPONDENCE SOLICITED

**Detroit, Mich.**

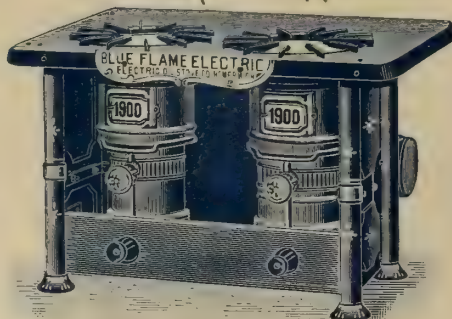


**Blue Flame Electric Oil  
Cooking Stoves.**

*Burns Common Coal Oil*

A Clear Blue Flame, Without Smoke, Simple  
to Operate, Always Ready.

*The Most  
Powerful  
Blue Flame  
Stove on the  
Market.*



**CABINET FORM,  
ALUMINUM FINISH,  
LIGHT, STRONG AND DURABLE.**

*Satisfaction Guaranteed.*

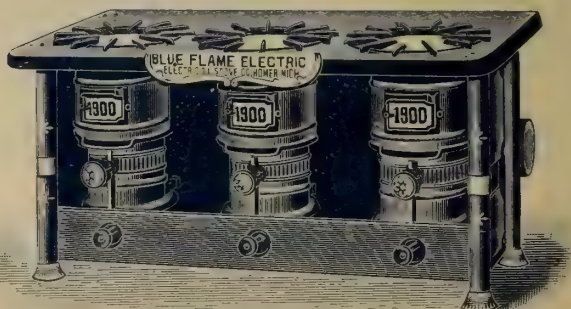
WE ALSO CARRY A FULL LINE OF LAMPS, ONYX TABLES,  
FIVE O'CLOCK TEAS, CHAFING DISHES, ETC.

Write for Prices....

**THE ROCHESTER LAMP CO. OF CANADA**

24 Front St. West,

TORONTO, ONT.





# WOOD, VALLANCE & Co., Iron Merchants.



Importers of British  
and Foreign

## HARDWARE

HAMILTON, ONT.,  
Canada.

Branch House: George D. Wood & Co., Winnipeg, Man.  
Toronto Office: 88 York Street—H. T. Eager.



WOOD, VALLANCE & CO.,  
HAMILTON, ONT.

# GEO. D. WOOD & CO., Iron Merchants

Importers of British and Foreign

## HARDWARE.

WINNIPEG, CANADA.

# EDDY'S WRAPPING PAPERS

possess a peculiar toughness  
adapting them for the HARD-  
WARE TRADE.

The long fibre we make  
them of is responsible for this.

SEND FOR A SAMPLE ORDER

PRINTED or UNPRINTED.

## The E. B. EDDY CO., Limited

Hull, Montreal, Toronto, Quebec, Hamilton, Kingston, St. John,  
Halifax, Winnipeg, Victoria, Vancouver, St. John's, Nfld.



### PLUMBING WORK ACTIVE AT QUEBEC.

**P**LUMBING business in the city of Quebec is and has been quite active since the beginning of February, a lot of important work either being in progress, or about to begin. Among some of the more important contracts that have been secured lately by the "Ancient Capital" plumbers are the following:

The plumbing work in the new Roman Catholic church at Sillery, a suburb of Quebec, has been awarded to Vandry & Matte.

A. F. Peters is putting up a row of twelve houses in the upper town, and the plumbing work has been awarded to P. P. Giguerie.

The plumbing work in the new summer residence of Montagu Allan, of Montreal, at Cacouna has been secured by Chas. Vezina, of Quebec.

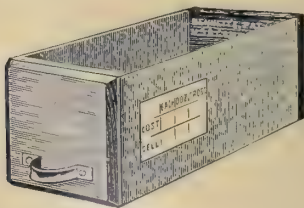
The plumbing and heating work in the new Roman Catholic church and convent at St. Sauveur, Que., has been awarded to O. Picard & Son, of Quebec.

Jno. Walker has secured the plumbing and heating work in a terrace of four dwelling houses which are being erected by A. F. Marsh, the well-known wholesale shoe merchant.

### HANDY HARDWARE SHELVES.

Many specialties for the use of merchants are brought out and receive more or less attention, but the number that stands the test of time is comparatively few. It is the greater proof of the practical value of Bennett's Hardware Shelf Box, which has steadily increased in favor since its introduction.

Many hardwaremen who have installed these shelf boxes have written J. S. Ben-



nett, the patentee and manufacturer of these boxes, expressing their satisfaction with it. The attractiveness, as well as the utility of these boxes, makes them a valuable part of a hardware store's equipment. Mr. Bennett has started to make screw cases in two sizes, fitted with either 49 or 83 of his patent boxes.

Mr. Bennett is a hardwareman of 25 years' experience, and the boxes which he turns out are the evolutions of that experience. A new electric motor and more modern machinery has, within the last few

weeks, been added to his manufacturing plant, and he is, as a consequence, now able to fill orders much more promptly than heretofore.

### DICKE'S TOOLS.

The Dicke Tool Co., of Downer's Grove, Ill., began to manufacture electrical tools in 1886. Since that time, they have made it their specialty to manufacture tools for this



line, and added largely from time to time, until now they have the largest line that is manufactured in this or other countries. The firm is known everywhere to make tools of the newest type.

In addition to electrical construction tools, the firm manufacture several other tools which are largely sold by hardware merchants, such as box scrapers, ice shavers, farriers' pinchers, upholsterers' hammers, carpet vises, etc. This firm manufacture only the highest grade of tools.

### HOWLANDS' HARDY HOCKEY TEAM.

The hockey team of H. S. Howland, Sons & Co. has added another honor to its list, having on Friday last defeated the team of the Merchants Dyeing and Finishing Co., champions of the Dry Goods League. This victory gave the Howland team the mercantile championship of Toronto. As noted in last week's *HARDWARE AND METAL*, it already held the championship of the Commercial League. The match, which was played at the Victoria rink before a fairly large crowd, was fast and clean, and, though the winners more than doubled the score of their opponents, at no time was the interest of the spectators allowed to lag. Superior skating and stick-handling ability won the game for Howlands. The combination play was first-class. At half-time the score stood 9 to 2; at the finish 13 to 4 in favor of Howlands.

The teams and officials:

Howland & Sons—Goal, Dunn; point, Clift; cover, Wright; forwards, Towers, Gillespie, Cotton and Mitchell.

Merchants — Goal, Readman; point, Lumsden; cover, Richey; forwards, Spence, Simser, Cole and Clemes.

Referee, Hugh Jack; goal umpires, F. Waghorn, J. Dowling; timekeepers, Messrs. Cooper and Brent.

In the first half the Howlands scored rapidly, but in the second the Merchants checked close and hard, and the Commercial League representatives were kept busy all the time.

### WHERE STEAM LAUNCHES ARE MADE.

**T**HE Central Canada Machine Works, of Carleton Place, Ont., owned and operated by The John Gillies Estate Co., Limited, were established in 1876. A general engineering and machine business was carried on under the name of John Gillies & Co. up to September, 1897, at which time it was formed into a joint stock

company. Both the company's machine shops and woollen mills are built on the banks of the Mississippi river, one and a half miles below the mouth of the Mississippi lakes, and this stream furnishes ample power for both mills. The C.P.R. passes their doors, and good shipping facilities are secured on either the main line or the Brockville and Ottawa branch.

This firm have long possessed an envied reputation among lovers of aquatic sports as builders of high-class steam launches and launch engines, and their goods are known from one end of the Dominion to the other. The different departments of these works are particularly well equipped for manufacturing from the raw material, and comprise complete machine shop, foundry, blacksmith shop, carpenter and launch building department and pattern shop.

They are now introducing to power users a line of stationary gasoline engines of the latest improved type, the designs of which were secured at considerable expense from one of the most successful gas engine builders and designers in the United States. These engines are free from complication, are handsome in appearance and design, and substantially built, are simple in operation and have no trappy parts to get out of order. They possess many desirable features that commend them to those looking for a reliable power. The firm also manufacture a line of marine gasoline engines, models of compactness and simplicity. Several valuable improvements have been added to their marine engines during the past year, and they now claim one of the best and most reliable motors made.

A widespread and growing interest in their motors is manifested by yacht owners and fanciers, and inquiries are received every day for information, prices, etc. Handsome catalogues of marine engines and launches, also descriptive circulars of their stationary gasoline engines, are mailed upon request.

Their advertisement appears on another page of this issue.



# IVER JOHNSON CYCLES



Not  
controlled  
by  
the Trust.

Under the Market in Price.



A Sign of Quality — The I.J. Nameplate.

## HONEST CYCLES

Medium Grade  
\$25

High-Grade  
\$35

## HONEST PRICES

Send  
for  
Descriptive  
Catalogue.

Branches: NEW YORK  
BOSTON  
WORCESTER

## Iver Johnson's Arms & Cycle Works

FITCHBURG, MASS.



1800.

Every Hardware Man can handle BICYCLES  
at a Profit.

There will be no worry—few repair  
claims to adjust—if the wheel is a  
good one with free option of . . .



# DUNLOP TIRES

Dunlop Tires on a wheel are the outward  
evidence of inward worth.

There's a Broad Guarantee with every  
pair of Dunlop Tires.

**DUNLOP TIRE CO., Limited**  
**TORONTO.**



1900



# CORDAGE . .

ALL KINDS AND FOR ALL PURPOSES.

|              |                  |                     |                |
|--------------|------------------|---------------------|----------------|
| Manila Rope  | Tarred Hemp Rope | Lathyrn             | Spunyarn       |
| Sisal Rope   | White Hemp Rope  | Shingleyarn         | Pulp Cord      |
| Jute Rope    | Bolt Rope        | Bale Rope           | Lobster Marlin |
| Russian Rope | Hide Rope        | Lariat Rope         | Paper Cord     |
| Marline      | Halyards         | Hemp Packing        | Cheese Cord    |
| Houseline    | Deep Sealine     | Italian Packing     | Hay Rope       |
| Hambroline   | Ratline          | Jute Packing        | Fish Cord      |
| Clotheslines | Plow Lines       | Drilling Cables and | Sand Lines     |

"FIRMUS" Transmission Rope from the finest quality Manila hemp obtainable. Orders will not be accepted for second quality or "mixed" goods.

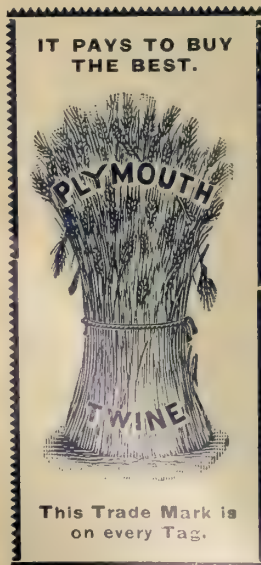
## CONSUMERS CORDAGE COMPANY, Limited

Toronto Branch. 27 FRONT ST. WEST.

TEL. 94.

Wm. B. Stewart, Agent.

— **Montreal, Que.**



## KING "PLYMOUTH" HAS NO EQUAL.

Thousands of farmers everywhere testify to its great success, and hundreds of dealers recommend it because of the unusual satisfaction it gives.

*The Supremacy of "Plymouth" Twine  
Will Always be Maintained.*

**Distributors: PLYMOUTH BINDER TWINE AGENCY,**

54 Bay Street, TORONTO.



**ALEXANDER GIBB**

Manufacturers' Agent and Metal Broker  
22 St. John Street, Montreal.

Representing British and American manufacturers of  
Tinplates, Tinned Sheets, Terne Plates, Canada Plates, Gal-  
vanized Sheets, Imitation Russia Sheets, Black Sheets—Iron  
and Steel—Hoops and Bands, Proved Coil Chain, Brass and  
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.

**VanTuyl & Fairbank**

Petrolia, Ont.

Headquarters for . .

Oil and Artesian Well  
Pumps, Casing, Tubing  
Fittings, Drilling  
Tools, Tables, etc.

**R. C. LEVESCONTE**

Barrister, Solicitor, Notary, Etc.

THE MCKINNON BUILDING  
Cor. Jordan and Melinda Streets

... TORONTO

Telephone 689.  
Cable "LeVesconte" Toronto.

**E. T. WRIGHT & CO.,**

Mfrs.. Hamilton, Ont.

Retinned Dairy Pails.



Milk Can Trimmings.

**"JARDINE"****TIRE UPSETTERS  
WILL UPSET TIRES**

Some machines sold as Upsetter will not.  
Perhaps you make as much money on the  
sale of a useless Upsetter as on a good  
one, but your customer does not. He  
don't want a machine because it is called  
an Upsetter; he wants a machine to upset  
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

**A. B. JARDINE & CO.**  
**HESPELER, ONT.**

**TINNERS'  
AND ROOFERS' SUPPLIES**

PIPE, GUTTER, HANGERS, HOOKS, STRAPS, EARS, ELBOWS,  
REGISTERS, ROOFING, ETC.

Large Stock, Great Variety, Prompt Shipments. Write for Catalogue and Prices

**BERGER BROS. CO.,**  
231 and 237 Arch Street, - PHILADELPHIA.

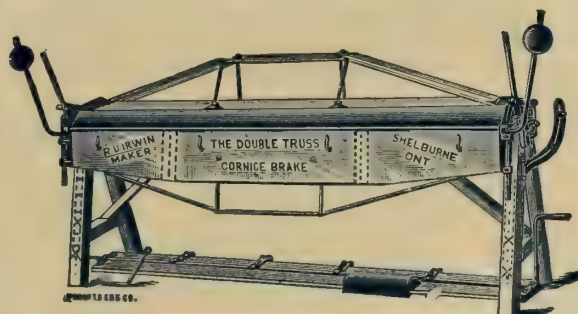
**HARRINGTON & RICHARDSON ARMS CO.**

WORCESTER, MASS., U. S. A.

Makers of — **High Grade REVOLVERS**

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and  
Hardware Stores almost everywhere.



This eight-foot Brake bends 22-gauge iron  
and lighter, straight and true.

**Price, \$50**

Very handy header attachment, \$20 extra  
if required.

Send for circulars and testimonials to

**The Double Truss Cornice  
Brake Co. SHELBURNE, ONT.**

**STEVENS RIFLES —  
THE FAVORITE**

is made in three calibres  
**22, 25 and 32 Rim Fire**

and is the best low-priced rifle made. Highest quality of work  
Accuracy guaranteed. Weight, 4½ lbs.

No. 17, Plain Sights— List \$ 8.00  
No. 18, Target Sights— " 11.50  
No. 19, Lyman Sights— " 12.00

Send for our complete catalogue,

**J. STEVENS ARMS & TOOL CO.**

For Sale by All Leading Canadian Jobbers  
At Trade Discounts.

P.O. Box 215, CHICOPEE FALLS,  
MASS., U.S.A.

**HUTCHISON, SHURLY & DERRETT**

**DOVERCOURT  
TWINE MILLS.**

**1078 BLOOR STREET WEST  
TORONTO.**

Having equipped our Factory with entirely new machinery, we are prepared  
to furnish the best made goods in the market at closest prices and make  
prompt shipments.

**Hand Laid Cotton Rope and Clothes Lines,  
Cotton and Russian Hemp Plough Lines, plain and colored.  
Cotton and Linen Fish Lines, laid and braided.  
Netted Hammocks, white and colored, Tennis and Fly Nets.  
Shipping Ropes, Jute, Hemp and Flax Twines.**



## CHAMBER OF MINES FOR WINNIPEG

**A**N organization which has been in contemplation for some time took definite shape in Winnipeg recently, when the following officers were elected :

Honorary presidents—Hon. H. J. Macdonald, Premier of Manitoba, and Hon. G. W. Ross, Premier of Ontario.

Vice-president—F. W. Stobart.

Vice-presidents—D. W. Bole, Winnipeg; C. W. Chadwick, Rat Portage; Geo. H. Macdonell, Mayor of Port Arthur.

Bankers—Bank of Ottawa.

Solicitors—Ewart, Fisher and Wilson.

Secretary—F. H. Malcolm.

Executive Committee—D. K. Elliott, R. A. Mather, F. A. Fitzgerald, H. T. Champion, Robt. Rogers, Col. S. W. Ray, F. W. Heubach, and H. H. Beck.

A resolution was carried requesting the executive committee to prepare a draft constitution and by-laws, following as closely as possible the lines of the Chamber of Mines in Johannesburg, South Africa, and submit the same for approval.

It is the intention of the new institution to acquire premises and commence operations forthwith; the head offices to be in Winnipeg.

From the members of the Central Canada Chamber of Mines, who are largely citizens of Winnipeg, Rat Portage and Port Arthur, the general committee was appointed to consist of Gen. Sir Henry Wilkinson, George Macdonald, R. A. Mather, Robert Rogers, C. W. Chadwick, D. C. Cameron, D. L. Mather, W. A. Weir, F. R. Godwin, F. W. Stobart, R. H. Agur, A. M. Nanton, H. C. Hammond, H. H. Beck, J. S. Aikins, J. D. Crawford, D. K. Elliott, John Love, D. W. Bole, F. W. Drewry, H. S. Crotty, G. D. Wood, J. B. Monk, C. S. Hoare, C. A. Kennedy, Hon. Geo. A. Cox, H. T. Champion, F. W. Heubach.

## THE OBJECTS.

The objects of the organization were very fully stated by Mr. F. H. Malcolm. These are chiefly to advance, promote and protect the mining interests of the Northwest Provinces of the Dominion of Canada, by consideration and discussion, and by the collection, compilation and circulation of statistics and information; to supply and maintain reading, meeting and club rooms, also private rooms for members' meetings and meetings of public companies; to print or publish weekly or monthly journals, also daily stock exchange lists and reports; to establish and maintain a library and museum embracing mining and engineering books of reference, also geological and other specimens of interest; to conduct and carry on the institution for the public benefit and not for profit; to receive revenue for the support of the institution from subscriptions of members, associates and subscribers, endowment fees, from the owners of mining properties, various syndicates and companies for registration and preservation of histories and

records, examinations and certificates of proficiency, assays, audits, engineers' and experts' reports, stock exchange business and fees, verification of statistical information and returns, rents, Government subsidies and other gifts, subscriptions for use of reading rooms and from any other source the committee of the institution may, from time to time, accept or determine to induce and promote legislative measures upon any matter incidental or conducive to the general or special interests of the mining industry, to act as arbitrators for the settlement of disputes arising out of mining, to audit, register, and keep records of mining properties, operations and results, to tabulate and verify statistics, recording periodical details and statistics of same, and otherwise furnish information for the benefit of strangers and others; to publish tabulated monthly statistics of actual results, together with monthly outputs; to disseminate through the world's newspapers reliable information connected with Canadian mining; to examine and grant certificates of competency to mine managers, engine drivers, cyanide operators, amalgamators, and other officials, and keep records of the same; to affiliate and keep in touch with kindred institutions.

## A NEW EGG BEATER.

The accompanying cut shows the new egg beater handled by The McClary Mfg. Co. at their headquarters at London, and at all the branches—Toronto, Montreal, Winnipeg and Vancouver. It is an entirely new style, having all the qualities of the web blade beater, and it is claimed to beat faster and better than any other style. The price is such as to permit of a good profit, and its being original should influence every up to date dealer to purchase sample order.



## CATALOGUES, BOOKLETS, ETC.

## " CORNICE WORK MANUAL "

The revolution in building which has led to so general a substitution of metal for wood makes it almost necessary that the metal worker should extend in every way his knowledge of the various details of the construction of buildings.

For this reason, "The Cornice Work Manual," which has been issued by The American Artisan, 69 Dearborn street, Chicago, should be secured and carefully

studied by readers of **HARDWARE AND METAL**, who are interested in such matters.

This book deals exhaustively with the various stages of cornice constructing, showing everything from the making of a cutter's bench and the management of ropes and hoisting tackle, to the development of details and patterns of turrets. It is thoroughly practical, yet is written in so lucid a style that any mechanic may readily understand it.

## THE KNIFE USED BY THE SECOND CONTINGENT.

**T**HE London representative of **HARDWARE AND METAL** writes: "I have just returned from a visit to Sheffield, in the course of which I had several pleasant interviews with friends of **HARDWARE AND METAL**, of whom there are not a few in that city. While at the 'Eye Witness' works (Needham, Veall & Tyzack, Limited), I was made the recipient of one of the combined pocket knives and forks which, thanks to the generosity of the manufacturers, the members of the second Canadian contingent are now using in South Africa. At first glance, this ingenious little utensil appears to be an ordinary pocket knife, with nickel-plated handle instead of the usual bone or horn. Upon examination, however, one finds that its second blade is a three-pronged fork, which, when half-opened, causes the handle to divide down the centre, making two separate articles, knife and fork, each about seven inches in length. To unite these when not in use, the fork is again half-closed, and the flat sides of the two handles placed together as before; two small projecting studs in the knife-handle fit into sockets in the handle of the fork, the closing of which has the effect of securely locking the two articles into one. The knife may be used in any way, the same as an ordinary pocket knife, without any chance of separating the component parts. It is only when the fork is called into requisition that the unlocking takes place. This useful contrivance must have caused our own 'Thomas A.' to think very kindly of Needham, Veall & Tyzack, Limited, when the shipment was opened up at the Cape, whither it was despatched direct from Sheffield, consigned to the commanding officer, and no doubt its usefulness has been thoroughly tested before this.

"Mr. Tyzack showed me, also, some of the pocket knives with files, corkscrews, can-openers, screwdrivers, etc., which this company are supplying to the order of the War Office. The demand for these, and, in fact, all classes of their goods, is so great just now that the capacity of the works is at present overtaxed, a state of affairs somewhat difficult for one who has seen their extensiveness to thoroughly comprehend."



# Black Sheets

**STEEL and IRON.**

Enquiries Solicited.

Standard sizes in stock. Special sizes quoted for import.

**M. & L. Samuel, Benjamin & Co.**

ENGLISH HOUSE:

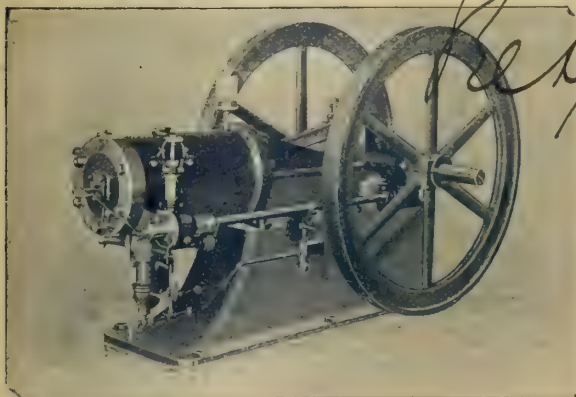
**Samuel, Sons & Benjamin**

164 Fenchurch Street, London, E.C.

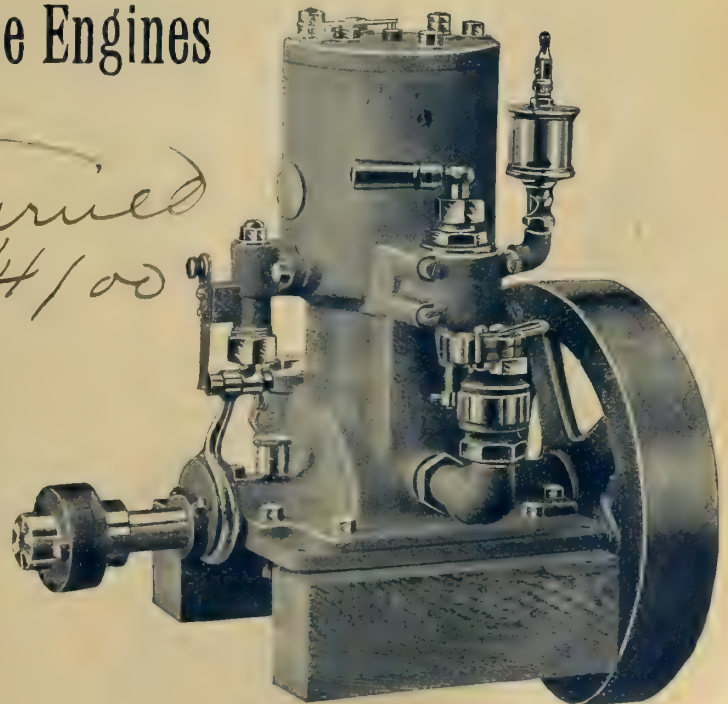
**30 Front St. West TORONTO.**

## Stationary and Marine Gasoline Engines

LATEST IMPROVED TYPES.



**THE PEERLESS STATIONARY**—Especially adapted for Farm Work, Threshing, Brick Yards, Printing Presses, Bakers' Dough Mixers, Furniture and Sash and Door Factories. All purposes requiring light and medium power. Absolutely Safe. Clean No Engineer Required. Hot Tube or Electric Ignition. Write for descriptive Circular and Price List.



**THE PEERLESS MARINE.**

Handsome Design. Compact. Clean. Safe. No Heat or Smell. Instantly Started. No Engineer. Electric Ignition by Batteries or Magneto Generator. Latest Improved Igniters.

**The John Gillies Est. Co.**

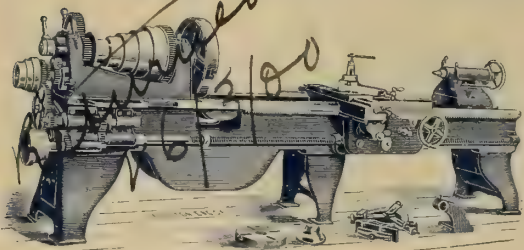
CARLETON PLACE, ONT. Limited

Write for Catalogues of Engines and Launches.



**JOHN BERTRAM & SONS**

Dundas Ont., Canada.



Cut  
of  
new  
design  
of  
Gap  
Lathe.

Equipments for Ship Yards, Boiler Shops, Locomotive and Car  
Shops, Machine Shops, Marine Railways—Paper Mill Machinery  
CORRESPONDENCE SOLICITED.

New and Second Hand

**...MACHINERY**

and Supplies.

SEND FOR  
CATALOGUE.

**H. W. PETRIE,**  
**TORONTO.**

**Toronto Foundry Co.**

Manufacturers of **SOIL PIPE, FITTINGS,**  
**SINKS, BOILER STANDS.**

Nos. 146-148-150 Niagara Street, TORONTO

The only Exclusive Manufacturers of  
Soil Pipe and Soil Pipe Fittings in  
Canada. . . . .

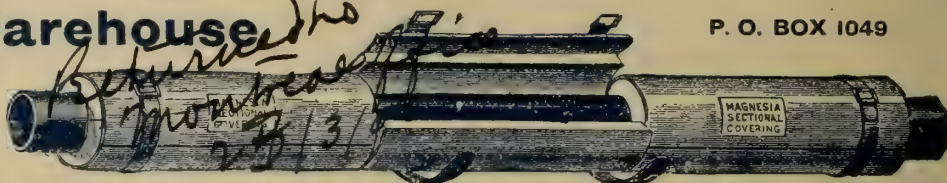
All goods stamped T. F. Co. are warranted

**The Asbestos Warehouse**

Asbestos materials of every description. Get our  
prices before purchasing elsewhere.

**WM. SCLATER & CO., Limited**

42 Foundling St., MONTREAL.



P. O. BOX 1049

**Union Brand of Patented Hardware Specialties.****THE BUFFALO  
AIR WASHER**

Easy to Work.  
Saves the Clothes.  
Washes Clean.  
Does it Quick.



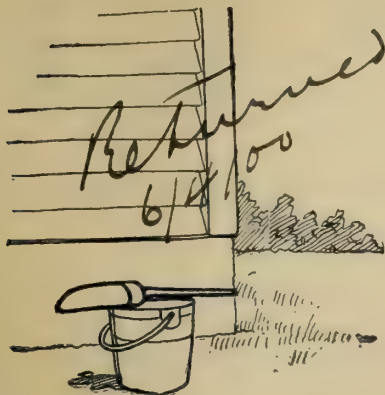
**UNION  
SPECIAL  
SOLID  
LEATHER  
HANDLE  
SCREW  
DRIVER**

And  
Union Brand  
Solid Leather  
Chisel Handles,  
Carver Handles,  
File Handles,  
Etc.

UNION KNIFE AND TOOL GRINDER.

**UNION MFG. CO.,** Mount Forest, Ont., and Buffalo, N.Y.





## THE PAINT QUESTION

Is it to be good paint for 1900 that will sell and sell again, or is it to be any old thing good enough for the money? It is sure to be a paint that is best for color—best for wear—best as a money-maker; to bring customers and keep customers, something they can read about in their papers and ask for.

### RAMSAY'S PAINTS

are just like that, mixed ready for use in 50 shades. Cards for the asking. Then there is

## THE WHITE LEAD QUESTION

Every man is in business for money. To get a money-maker in White Lead in these days of competition WAS the question, but now no longer a question. **RAMSAY'S EXTERIOR WHITE LEAD** is better than pure lead. It is whiter, it outlasts pure lead, we have proved it. It is a money-maker. Send for booklets. We can answer other questions as follows—

RAMSAY'S STAINS  
RAMSAY'S VARNISHES  
RAMSAY'S COACH COLORS  
RAMSAY'S DRY COLORS  
RAMSAY'S ENAMELS

We make them all—and we import WINDOW GLASS, GLUES, FLOOR WAX, DIAMONDS, SPONGES, Etc.

**A. RAMSAY & SON**  
MONTREAL

Established 1842.

PAINT MAKERS.



## JAMES WARNOCK & CO.

Manufacturers of high-grade tools only,

FOR CARPENTERS, LUMBERMEN, CONTRACTORS, Etc.

"Warnock" Tools are Canada's Standard.

GALT, - - - - - ONTARIO.

**1000**  
**FREE**

**CATCH PHRASES AND IDEAS.**

*A little book worth its weight in gold.*  
To All who Write Ads, Show Cards, Circulars or other Business Literature.  
The price is 50c, but you can get it by simply filling out one of our blanks, which will be sent you promptly on request. Address

The Advertising World, Columbus, Ohio.

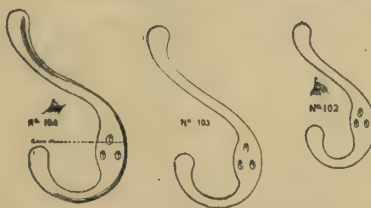
**"BRASSIC"**

Hat & Coat  **HOOKS.**  
2 Doz. No. 102

TRADE MARK

SAVE MONEY BY BUYING

**Gunn's Patent  
Brassic Goods**



Equal to solid brass in every particular. Cost less money—look and wear as well. Sales increasing all the time.

**THE GUNN CASTOR CO., Limited**  
KNOX HENRY,

Canadian Agent, 220½ Board of Trade - MONTREAL

## KNOX HENRY

Heavy Hardware and Metal Broker  
Room 220½ Board of Trade, MONTREAL.

**SPECIALTIES**—C Brand Horse Nails—Canada Horse Nail Co.

**BOLTS**—Tire and Stove Rivets of all kinds—Chalcraft Screw Co.

**BRASS GOODS**—Gunn Castor Co., Limited, Birmingham, Eng.

**Buy the Best.**



# HERCULES

Sash Cord.

Star Brand Cotton Rope  
Star Brand Cotton Clothes Lines  
Star Brand Cotton Twine

For Sale by all Wholesale Dealers



# J. Irving Rogers & Co.

LIVERPOOL

Tin, Lead, Tin and Terneplates, Tinned and Leaded Sheets, Tin and Black Taggers, Iron and Steel Sheets, Galvanized Sheets, Hoops, Nails, Tubes, Wire, etc., etc.

## THE TINPLATE DECORATING CO.

LIMITED

MELYN TIN WORKS, NEATH, WALES.

## COLOUR PRINTERS ON TIN, TIN BOXES AND CANISTERS.

DECORATED and CRYSTALLIZED TINPLATES.

# CREAM . . . SEPARATORS

R. A. LISTER & CO., Limited

579 St. Paul Street, MONTREAL.  
232 King Street, WINNIPEG.

Agents wanted in unrepresented districts.

## J. H. HANSON

422 St. Paul Street,

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Representing:

WM. BUCK CO., Limited  
Stoves and Furnaces.

The B. GREENING WIRE CO., Limited  
Wire Goods of every description.

E. T. WRIGHT

Bird Cages, Lanterns, Stove Pipes,  
Elbows, and general line of Tinware.

Correspondence Solicited

ALSO MANUFACTURER OF

High-Class Refrigerators, and Plumbers' Cabinetware

THE BEST DOOR CLOSER IS

### NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. MADE ONLY BY

W. NEWMAN & SONS, Hospital St., BIRMINGHAM.

ENGLISH, FRENCH, ITALIAN, SPANISH.

## HERM. WEISSBURGER & CO.

CANNSTATT (GERMANY)

STAMPERS, SPINNERS, PIERCERS, PLATERS, AND JAPANNERS.

Embossing, Machine Engraving, Hand-painting, Etching on every Metal in artistic style.

### Aluminium Workers.

Brass, Copper, German Silver Fancy Goods. Fluted, Embossed, or Etched Lamp Stands or Containers Supplied after any design, sample, or suggestion. Nickel Plated Sheet Zinc, Tin Foil, plain or fancy. Fancy Rolled Sheet Metals and Wire.

Etched, Embossed, or Hand-painted Panels for Coal Boxes, and other goods, Articles for Patentees, Manufacturers, Wholesalers, and Exporters made to order, and strictly reserved for the Ordering Houses' exclusive use.

Helmets of Metal, Leather, Felt, and Cork for Five Brigades, Army, Theatre, and Circus, and Complete Outfits

Imitation of Old Armours and Weapons for Theatre or Wall Decorations.

### EXPORT AND IMPORT COMMISSION MERCHANTS.

We buy any German articles on commission, also undertake to introduce good English, Canadian, or American novelties to the German market, and are ready to give any useful information.

QUOTATIONS FREE ANY PORT.

Telegraphic Address: **Weissenburger**, Telephone No. 15. Code: **A. B. C.** fourth edition. Bank: **Kgl. Hofbank Stuttgart**.

## ...TWO IN ONE...



First Floor Tank.

We are not propounding a riddle. We only desire to call your attention to the

### Bowser...

SELF  
MEASURING

## DOUBLE OIL TANK

It is not one tank with a partition, but is two complete tanks, with double walls between, cased in one case for convenience and economy of space.

It enables the merchant to carry two grades of oil, or oil and gasoline, in about the same space occupied by an oil barrel.

### TWO COMPLETE OIL TANKS

Of Galvanized Steel, cased in a single handsomely finished grained Cabinet.

### TWO COMPLETE PUMPS

Black Enameled or Nickel Finished, equipped with Dial Discharge Registers, Anti-Drip Nozzles and the

### NEW STEEL BALL VALVES

throughout. The best and handsomest oil outfits ever offered to the trade. Cellular outfits of the same style and of any desired capacity. Safe, economical and handy. Labor, time and money saving. Send us your address. A postal card will do.

S. F. BOWSER & CO., P. O. Box 564,  
TORONTO, ONT.

Factory: Fort Wayne, Ind.

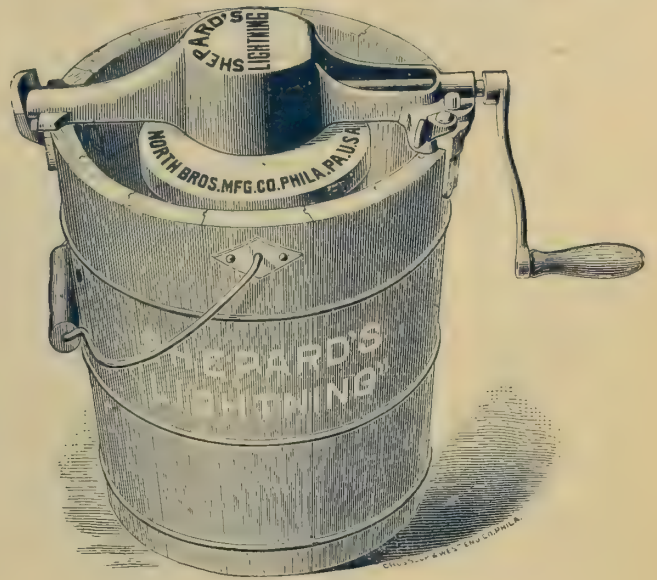


# The Best Ice Cream Freezers

HAVE . . . . .

## AUTOMATIC TWIN . . . SCRAPERS

which insure positive and continuous scrap-  
ing of frozen cream from side of can



## White Cedar Pails

WITH

ELECTRIC  
WELDED  
WIRE HOOPS

Guaranteed not to fall off  
or break.



## Heavy Tin Cans

WITH

DRAWN  
STEEL  
BOTTOMS

Guaranteed not to fall out  
or leak.



These features are found only in

"LIGHTNING"  
"GEM"  
"BLIZZARD"

# FREEZERS

Sold by Leading Jobbers, and  
made exclusively by . . .

## North Bros. Mfg. Co.

PHILADELPHIA, PA., U.S.A.

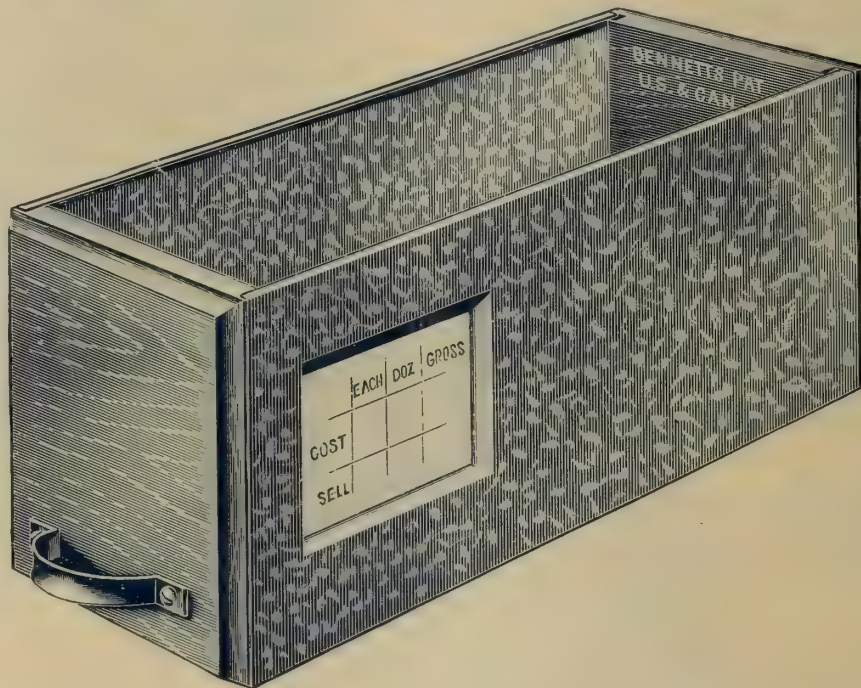
New (1900) Catalogue Mailed on Application.



# KEEP UP WITH THE TIMES, AND USE Bennett's Patent Hardware Shelf Box

THE ONLY UP-TO-DATE SHELF BOX ON THE MARKET.

IT IS  
NEAT,  
STRONG,  
ATTRACTIVE,  
perfectly  
smooth to  
handle, and  
will not cut  
up your  
shelving.



It takes up the  
LEAST  
POSSIBLE  
SHELF-ROOM,  
and from its  
construction  
(which is  
patented), it is  
POSITIVELY  
UNBREAKABLE

It leaves nothing to be desired, as it is the invention of a practical hardwareman of 25 years' experience, who now makes them for the trade. Made in any wood, hard oil finished, fitted with solid bronze or brass pulls, and a depression on the right hand side carrying a price card which can never get defaced. Boxes made to fit your present shelving. Pointers cheerfully given to those fitting or refitting as to best style and sizes for shelving and boxes. Make use of us, and we will help you.

## WE ALSO MAKE

### Satisfied Customers

Screw, Bolt, and Seed Cases, containing any number of drawers, also complete nests of drawers, any style or size. Let us know your needs, and we will figure on them.



J. S. BENNETT.

Dear Sir.—We have just got settled in our new store, your boxes and screw case took up their place perfectly, and are admired by everyone, and are appreciated by ourselves and our clerks.

Yours truly,

JAS. BAMBRIDGE & CO.

Dundalk, Ont., Feb. 13, 1900.

J. S. BENNETT.

Dear Sir.—Boxes to hand and all in place. Fit like a glove. They are all you claim them to be and much more. They are handy, clean and neat, and have an elegant appearance. Enclosed find cheque for same.

Yours,

J. GARDINER.

Toronto, March 15, 1900.

J. S. BENNETT.

Dear Sir.—Having installed in my store 362 of your patent shelf boxes, I must say that I am more than pleased at not only the utility of the boxes, but at the striking appearance they give the store generally. I feel that they are a boon to the trade and should be in every up-to-date store.

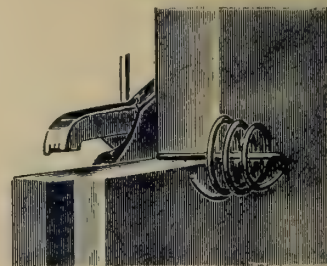
Yours truly,

W. C. McFARLAND.

### KLONDIKE

### Sample Holders

For use in Hardware Stores to secure samples on Shelf Boxes and Show Boards. Holds sample in any position, needs no screws, is adjusted in a minute, and samples are easily removed, so you have no loss with shop-worn goods.



Patents granted in Canada and U. S.  
Pending in Great Britain.

FOR PRICE LISTS AND FURTHER PARTICULARS APPLY TO

**J. S. BENNETT,** *Patentee and* **20 Sheridan Ave., TORONTO**  
*Manufacturer,*

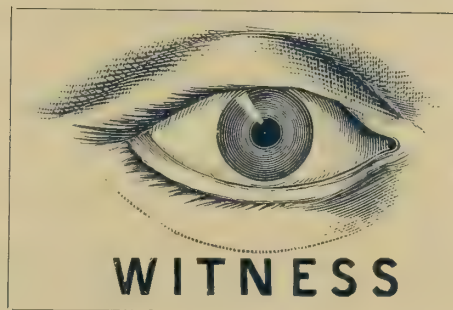


Canadian Agent,  
**FRED'K H. BARR,**  
Halifax, N. S.



# TAYLOR'S

PEN AND POCKET  
KNIVES  
TABLE KNIVES  
CARVERS  
FARRIERS' KNIVES.

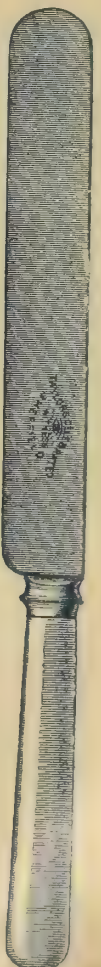
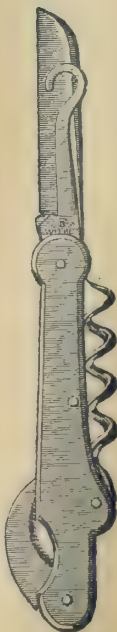


RAZORS  
SCISSORS  
AND CASE GOODS  
IN GREAT VARIETY.

# CUTLERY

Manufactured by

**NEEDHAM, VEALL & TYZACK, LIMITED**  
SHEFFIELD, ENGLAND.









The \_\_\_\_\_

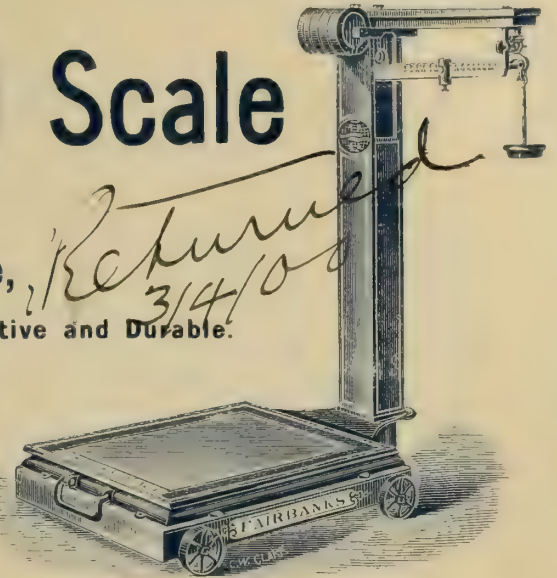
# Fairbanks Standard Scale

ALWAYS THE SAME.

The Standard of Excellence,

Accurate, Sensitive and Durable.

**WE FIND** that by studying a customer's ideas, and supplying him with the scale best fitted to his use, that he is satisfied.



**Have the Fairbanks Scale.**

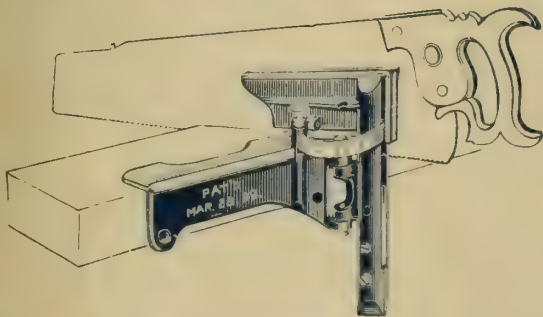
We make Railroad Scales, Wagon Scales, Car Scales, Tramway Scales, Platform and Army and Navy Scales.

CATALOGUES MAILED ON APPLICATION.

## THE FAIRBANKS COMPANY

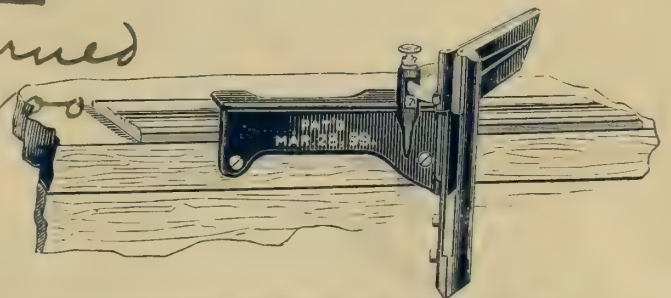
749 Craig St., MONTREAL.

# SEAVEY'S PATENT MITRE BOX



Showing the box as used by simply applying it to the top of the wood.

*Returned*  
*6/4/00*  
**\$2 50**  
Retail.



Showing the box as fastened to bench or horse, with stock in position to be cut.

**With it You Can Cut Any Angle, Square or Mitre.**

EVERY CARPENTER, WOODWORKER AND PAPERHANGER SHOULD HAVE ONE.

**A FEW POINTERS:**

1. Weighs only two pounds, made of iron and steel.
2. Can be folded up and carried in coat pocket.
3. No special saw needed, any ordinary saw may be used.
4. Graduated and easy of adjustment to any angle desired.
5. Takes place of heavy and bulky boxes now on the market.
6. Can be used in sawing moulding of any width or depth.
7. One size only. Finished in japan, bright parts nicked.
8. Put up in a neat and strong pasteboard box.
9. The simplest, lightest and most accurate mitre box ever made.

Agents for the Dominion:

**RICE LEWIS & SON, LIMITED**  
TORONTO

**FROTHINGHAM & WORKMAN**  
MONTREAL

MANUFACTURED BY THOMSON BROS. & CO., LOWELL, MASS.



# DO YOU HANDLE

1000-Mile Axle Grease,  
1000-Mile Carriage Oil,  
Campbell's Harness Oil Blacking,  
Campbell's Harness Soap,  
Campbell's Harness Oil,  
Campbell's Harness Polish,  
1000-Mile Bicycle Oil,  
Sewing Machine Oil,  
Campbell's Carriage Top Dressing,  
Campbell's Ivory Black Varnish,  
Campbell's Leather Preserver,  
Fly and Mosquito Ointment for Face  
and Hands,  
Cattle Fly Ointment?

IF NOT,

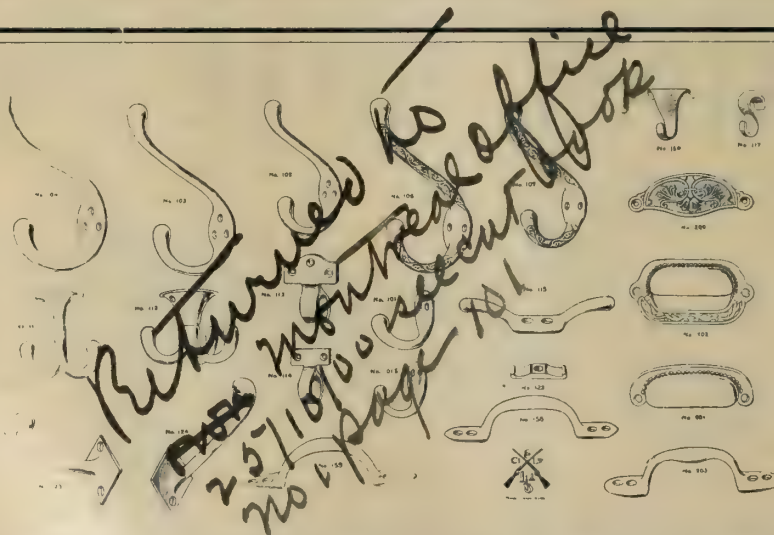
send for our price list, it  
will interest you. These  
articles have no superior in  
Canada. They sell, for  
the quality is right and the  
packages are attractive.

*THE BEST* - WE MAKE ONE GRADE ONLY - *THE BEST*

**THE CAMPBELL MANUFACTURING CO.**

BOX 6

FORT ERIE, ONT.



THIS cut shows some of the  
lines manufactured by The  
Gunn Castor Co., Limited.  
These goods, which go by the name  
of "*Brassic*," are equal to *Solid  
Brass*, and every dealer who has  
handled them admits that there is  
*nothing better on the market*,  
and that they might be sold ninety-  
nine times out of one hundred as  
solid brass goods.

Like all other high class articles,  
substitutes are being offered in place of them, and the trade can only be sure that they are  
getting the real article when our *Trade Mark* is on each package, as shown in advertisement  
on page 125.

Prices and full particulars in regard to all our lines cheerfully furnished by—

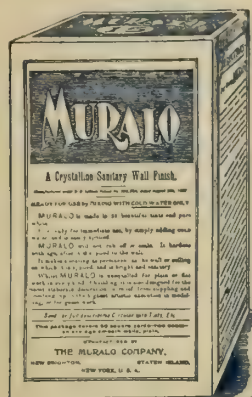
**Knox Henry,** Canadian  
Agent . .

Representing: The Canada Horse Nail Co., Montreal, Que.  
" The Chalcraft Screw Co., Brantford, Ont.

220½ Board of Trade, MONTREAL.



# MURALO

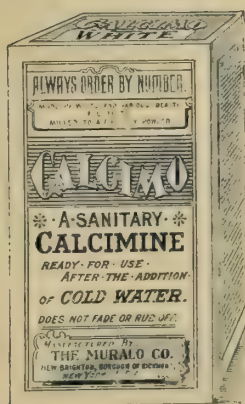


## THE WALL TINT

*Both returned 6/4/00*

A cold water wall tint can be applied by anybody. Handsome colors, well advertised, widely known throughout the world. Muralo has many excellent qualities possessed by no other wall tint in the world. The Muralo Co. helps the dealer to sell the goods and draws customers to his store. Muralo gives the dealer a handsome profit. Write for particulars.

# CALCIMO



The wall tint for the painter. Every painter who has used it endorses it. Write for card.

**A. RAMSAY & SON**  
**MONTREAL.**

WHOLESALE AGENTS FOR CANADA.

## FINE OFFICE FURNITURE AND HARDWARE.

THE rapid development of the manufacturing industry in Canada in recent years is well illustrated by the progress of The Eclipse Office Furniture Co., of Ottawa, Limited. It was established in 1893 for the manufacture of office files, binding cases and filing cabinets which are well known all over the Dominion as the "Eclipse" goods, and their fame has reached to the United States, Great Britain, Africa, India and Australia. The foreign business is done through John Walker & Co., Limited, London, Eng., and the United States business through Messrs. Cooke & Cobb Co., of New York.

The growth of this company has been such that they soon outgrew the premises they occupied, and in the fall of 1898 they commenced the erection of their present handsome and commodious factory, which has been fitted-up with machinery of the latest and best type. Their lines of manufacture have been extended, and now include brass hinges and handles, steel shovels, etc., and they are the sole manufacturers in Canada of the well-known metal bar brace buttons.

There are obvious advantages in the use of steel, instead of wood, in the construction of filing cabinets for the safe-keeping of valuable documents. The Eclipse Company realizing this, began last year to produce filing cabinets of steel. A reference to their advertisement on page 78 of this journal will show a room in the Government buildings at Ottawa recently fitted up by this company with 8,000 steel document drawers, for the custody of valuable Government papers. This is considered the finest piece of work of its kind in America. Should any of our readers anticipate fitting up their office or vault, we would advise them to write to the Eclipse Company for their new catalogue, which is full of useful information on the subject.

An important department is that of die-making, and the company employ some of the cleverest die-makers in Canada. They are now making by die work large quantities of goods which hitherto have been cast or made by expensive processes. If you have any fancy articles in metal to make write them about it, and they may be able to save you money.

The company have no travelers, doing all their business through the trade.

## GOOD BUSINESS.

Faker—Do you do much of a mail order business.

Bluffer—Do we! Why, we use up two barrels of water every day just to moisten stamps with.—New York Journal.

# What About "C" Horse-Nails?

Do you want any? Then please specify your orders by early mail, as we anticipate a large demand on the first of next month owing to the reduced rates going into force for R.R. freights on April 1st.

Our assortment is now complete of all sizes, and although our stock is much smaller than usual yet we can execute all orders on the same day as they are received by us.

Don't be tempted by the blandishments of the salesman who may offer you other brands "just as good" as the "C" at lower price. Don't believe it! If other nails were "just as good" they wouldn't sell them at lower prices. Nails of the "C" quality cannot be profitably sold at any less than they are, and should be in view of the greater cost of Swedish nail rods from which they are made—should command a higher price—and may do so.

Be sure of one thing, you are taking no risk in buying the "C" brand, either in quality or price. Insist upon having them and see that our name is on each box.

**Canada Horse Nail  
Company.**

MONTREAL.



# Maleham & Yeomans

SHEFFIELD, ENGLAND.



MANUFACTURERS OF

Steel and  
Silver=Plated

## CUTLERY



*We make a Specialty of*

*Cases of Carvers and Cabinets of Cutlery*

for Presentations. The firm has been manufacturing the above lines for 120 years, and, while "there are others," we have always been able to secure the orders when Quality, Style, Finish and Durability were taken into consideration.

Our Canadian representative carries a full line of samples, and also shows a complete line of Table and Pocket Cutlery, Palette and Putty Knives, Razors and Scissors.

---

WHOLESALE TRADE ONLY SUPPLIED.

---

**FRANK H. SCOTT,** 229 Temple Building. **MONTREAL**

I will cover the Western ground during April as far as British Columbia, and will be pleased to have a card from any house desiring special lines of the above.



**A ST. JOHN, N.B., HARDWARE FIRM.**

There is probably no more enterprising wholesale hardware firm in Canada than that of Emerson & Fisher, St. John, N.B. The firm's warehouse and offices are situated in the centre of the city. The warehouse is practically two large buildings merged into one, and runs the full depth of the block. The stock is exceptionally well kept and arranged, and a visitor cannot help being struck with the order that is everywhere so much in evidence about the warehouse and offices. Besides general hardware, an enormous stock of tinware, stoves, grates and mantels is carried by the firm.

Emerson & Fisher are, it should be pointed out, manufacturers as well as wholesalers, particularly of such articles as stoves and slate and wood mantels. Both members of the firm take a pardonable pride in St. John, as well as in their own business, and are to be found in the van of all movements for promoting its interests.

**SPECIALTIES CATALOGUE.**

The Smith & Hemenway Co., 296 Broadway, New York City, announce that they expect to have their new catalogue of cutlery and hardware specialties ready for mailing by the last of this month or the beginning of April. They state that it will be very comprehensive, and that they will send it to any of the trade asking for it.

**HARNESS-CLEANING MATERIALS.**

The Campbell Manufacturing Co., Fort Erie, Ont., is occupying the factory recently erected for it. The articles manufactured by this company are: "1,000-Mile" axle grease, "1,000-Mile" carriage oil,

harness-oil blacking, harness-oil soap, harness oil, harness polish, bicycle oil, sewing-machine oil, carriage-top dressing, ivory black varnish, leather preserver, belt dressing, waterproof belt oil, fly ointments, etc. These articles, it might be mentioned, are made under the supervision of a man of 33 years' experience.

**COST OF ALUMINUM REDUCED TWO-THIRDS.**

On page 126 of this issue will be found the advertisement of Herm. Weissenburger & Co., Cannstatt (Germany). They are not only workers in aluminum, stampers, spinners, piercers, platers and jappers, but they are export and import commission merchants, and, as such, will buy German articles on commission or sell Canadian goods on commission.

Herm. Weissenburger & Co. are interested in the patents for coating aluminum with copper, tin, lead, nickel, gold, silver, etc., and HARDWARE AND METAL has in its possession a sample of coppered metal with silver and nickel deposit, the process for doing which is the invention of a youth 17 years of age. This youth is also the inventor of a process whereby the cost of producing aluminum is reduced two-thirds. During the summer the new process will be tried with a 5,000 horse power plant. Herm. Weissenburger & Co. are willing to give any information as far as the pending patents will allow, to those who may desire to correspond with them.

Mr. Tyzack, of Needham, Veall & Tyzack, Limited, Sheffield, expects to pay a visit to Canada during the coming summer, partly on business and partly on pleasure.

**SPECIALTIES FOR THE HARDWARE TRADE.**

HE is the successful hardwareman who keeps one eye open for specialties, while the other is looking after the staple lines, for it is particularly necessary that staples should be well selected.

Those who are on the lookout for specialties should, if they have not already done so, give some attention to the specialties manufactured by The Imperial Varnish and Color Co., Limited, of Toronto. Among the specialties manufactured by this firm may be mentioned: Household enamels, coach enamels, varnish, stains, "Sanatone" cleansers, "Elastilite" varnish, etc.

The "Elastilite" varnish and coach enamels are lines to which the company are just now paying particular attention.

A feature about the "Elastilite" varnish is its universal character, being adaptable for either exterior or interior use. It is also also remarkable for its durability and for the fine finish which it imparts.

The coach enamels are not coach paints. They are what the name implies they are, namely, enamels. They possess great durability, impart a fine finish, and are permanent in color. These enamels have proved good sellers.

The shelf goods made by this company are put up in most attractive packages, particular attention having been given to this branch of the business. The company is jealous regarding the packages, as well as in regard to their contents. But its concern does not end there, for it has attractive signs for placing in customers' stores. Those who have these signs prize them highly.

**CONDENSED OR "WANT" ADVERTISEMENTS.**

Advertisements under this heading, 20 a word each insertion: cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

**PARTNER WANTED.**

WANTED PARTNER—A PRACTICAL TINNER, with small capital and good reference. Address, Trail Plumbing Co., Trail, B.C. (12)

**FOR SALE.**

OLD ESTABLISHED HARDWARE BUSINESS in Collingwood for sale. Owner retiring. Apply to J. Henderson, Barrie. (14)



TRADE MARK  
**JMT**  
**VALVES**  
The best—  
For all uses.  
Of all dealers.

THE  
JAS. MORRISON  
BRASS MFG. CO.  
LIMITED,  
Toronto.



Ontario Nut Works, Paris  
**BROWN & CO.**

Manufacturers of  
All sizes of Hot Pressed  
Nuts, Square and Hexagon

**GEORGE TUCK & CO.**

.. Importers of ..

**Asbestos and Tuck's Packings**

Pipe and Boiler Coverings, Cotton Waste, Oils, Gasum, etc., and General Engineers' Supplies.

No. 7 ST. PETER STREET, - - MONTREAL

**CARD INDEX SYSTEM**

Our Universal  
method of cards being  
inserted without  
disturbing the rest.

For Prices, Quotations,  
Prospects.

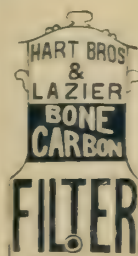
A continuous record of all business giving full information.  
Desks, Letter Cabinets, etc.

**The Office Specialty Mfg. Co., Limited**

BRANCH:  
1744 Notre Dame St.  
MONTREAL.

Factory  
Newmarket.

77 Bay St.  
TORONTO, ONT.

**Certificate from SIR JAMES GRANT, M.D., OTTAWA.**

To retain a healthy and vigorous system, pure water is absolutely necessary. I have had the filter of Messrs. Hart Bros. & Lazier under careful observation, and consider it a safe, valuable and up-to-date appliance in every particular.

150 Elgin St., Ottawa, Feb. 1, 1900.



# THE LONDON BRUSH FACTORY

*To Master Painters and Dealers:*

**MANUFACTURERS OF ALL CLASSES OF**

## BRUSHES AND BROOMS

**FOR THE HARDWARE TRADE.**

We wish to call attention to the fact that all our Paint and Varnish Brushes are fitted with the Jenkins Patent Bridle Catches, and that the larger sizes of these Brushes are supplied with Bridling Twine. As all Practical Painters prefer to bridle their Brushes with Twine, these Patent Catches are indispensable. Try a sample lot of our new lines of Black Chinese Bristle Paint and Varnish Brushes—they sell at sight.

**THOS. BRYAN, 61-65 DUNDAS ST., LONDON, ONT.**

# THE CANADA SCREW COMPANY

**BRANCHES:**

69 Bay St., TORONTO.

446 and 448 St. Paul St., MONTREAL.

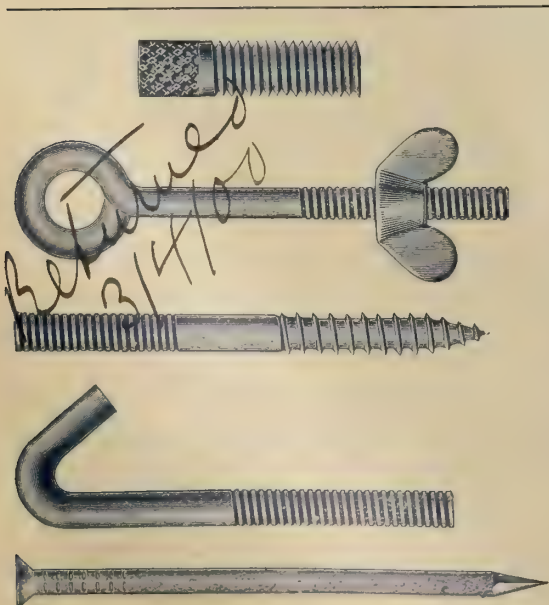
**.. HAMILTON, ONTARIO**

**MANUFACTURERS OF**

Wood Screws, Machine Screws, Stove Bolts, Rivets, Screw Eyes, Gate and Cornice Hooks and Wire Nails. All these are made in iron, brass, copper, bronze, coppered, tinned and japanned.

Tire Bolts, Elevator Bolts, Stove Rods, Nuts, Burrs, Wire in coils and cut to length.


Special Threaded and Bent Wire Goods of every description, on which we would be pleased to quote prices.





**TINPLATES.**

Calumet Brand, Coke.  
Allandale Brand, Charcoal.

Victor  Brand, Best Charcoal,  
(Papered.)

**CANADA PLATES.**

Allandale Brand, Half Polished.

Victor  Brand, all Polished.

**TERNE PLATES.**

Victor  Brand, Charcoal.

**GALVANIZED  
CANADA PLATES.**

Victor  Brand, Best Quality.

**GALVANIZED  
SHEETS.**

(Patent Flattened)

Best Best Popular Brand, Superior  
Quality.

Victor  Brand, Best Quality.

**SHEET IRON.  
SHEET LEAD.  
SHEET ZINC.**

**WINDOW GLASS.  
OAKUM.**

Rylance & Sons, all Qualities.

**LINSEED OIL.**

Brand S.B.S., Pure Raw.

" " Pale Boiled.  
" " Double Boiled.

**CASTOR OIL.**

Commercial Quality, Equal to Pure.

**PORTLAND CEMENT.**

All Qualities.

**FIREBRICKS.****FIRECLAY.**

SPECIAL PRICES FOR IMPORT.

**J. Watterson & Co.**  
MONTREAL.

CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY.  
MONTREAL.



Pullman Sash Balance Co.

Makers of the  
"Pullman"  
Hardware  
Specialties

Main Office and Works,  
Rochester, N.Y., U.S.A.

On sale all round the globe.

**STAR HACK SAWS  
BUTCHER SAWS  
BRACKET SAWS****THE STAR HACK SAW**

Has a file temper, and one 5-cent blade will do more work than \$1 worth of files. It will cut off an inch square bar of steel 100 times without filing.

**THE STAR BUTCHER SAW**

Will cut four times as long without filing as any other kind in use. It will cut off a half-inch rod of iron 30 times.

**THE STAR BRACKET SAW**

Is taking the place of all other kinds.

None of these Star Saws are to be filed, as the price is less than the cost of filing. They are taking the place of all other saws as fast as they become known.

For Sale by Most Hardware Dealers

We also make a Power Hack Saw which may be found in most machine shops and iron working establishments, and should be found in all.

**MILLERS FALLS CO.** 28 Warren Street  
NEW YORK

**Lubricating Oil**

27 to 28 Gravity. Delivered in  
barrels F.O.B. Cars here at  
20c. per gallon, barrel included.

**B. S. VANTUYL**  
PETROLEA. - ONT.

**STANLEY'S  
UNIVERSAL PLANE.**

INCLUDING :

Moulding Plane, Match, Sash, Chamfer, Beading,  
Reeding, Fluting, Hollow, Round, Plow, Dado,  
Rabbit, Filletster and Slitting Plane.

No. 55. Universal Plane, \$16.00  
WITH 52 CUTTERS.

The Plane is Nickel Plated; the 52 Cutters are  
arranged in four separate cases; and the entire  
outfit is packed in a neat Wooden Box

SOLD BY ALL HARDWARE DEALERS.

**THE ...  
Waggoner  
Extension Ladder.**

The strongest, lightest and most convenient ladder in the market. The only really satisfactory extension ladder made. Pulls up with a rope. Made in all lengths. Also extension and other step ladders, sawhorses, ironing boards, painters' trestles, etc. All first-class goods. Write for quotations to

The Waggoner Ladder Company, Limited, London, Ont.

**THE OAKVILLE  
BASKET CO.,**

Manufacturers of

1, 2, 3 Bushel

**Grain**

AND

**Root**

**BASKETS**

THE OAKVILLE  
BASKET CO.



WE MANUFACTURE...

**LEADER CHURNS,  
LEADER WRINGERS,  
LEADER WASHERS, and  
LEADER LAWN SWINGS,**



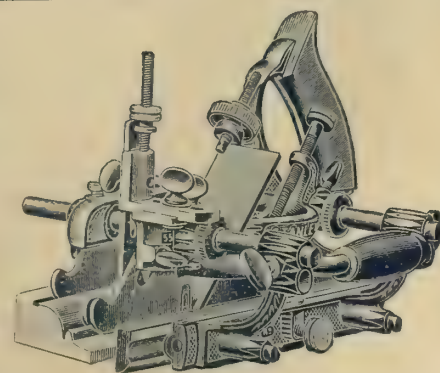
but desire particularly to bring to your notice our latest style of churn, as here illustrated, embracing all desirable features found in other churns and many additional advantages. All Leader Churns have Internal Breakers, which experts say reduce length of operation almost one-half and improve results as to quality and yield. It pays to handle the best. Be fully informed regarding the merits of the Leader before stocking. Full particulars on application.

**The Dowswell Manufacturing Co.**  
Limited

HAMILTON.

Eastern Agents:

W. L. Haldimand & Son, Montreal, Que.









We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

**JAMES HUTTON & CO.,** Wholesale Agents for Canada, **Montreal.**

|                                                                                                     |  |                                          |  |                                                                                                                                                                       |  |                                                          |  |
|-----------------------------------------------------------------------------------------------------|--|------------------------------------------|--|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|----------------------------------------------------------|--|
| <b>HARDWARE.</b>                                                                                    |  | <b>Farm.</b>                             |  | <b>Chalk.</b>                                                                                                                                                         |  | <b>GAUGES.</b>                                           |  |
| <b>Ammunition.</b>                                                                                  |  | American, each..... 1 25 3 00            |  | Carpenters, Colored, per gross..... 0 45 0 75                                                                                                                         |  | Marking, Mortise, Etc. Stanley's dis. 50 to 55 per cent. |  |
| Cartridges.                                                                                         |  | House..... 0 35 0 40                     |  | White lump, per cwt..... 0 60 0 65                                                                                                                                    |  | Wire Gauges.                                             |  |
| B. B. Caps, Dom., 50 and 5 per cent.                                                                |  | <b>Bellows.</b>                          |  | Red..... 0 05 0 06                                                                                                                                                    |  | Winn's, Nos. 26 to 33, each..... 1 65 2 40               |  |
| Rim Fire Pistol, dis. 45 p. c., Amer.                                                               |  | Hand, per doz..... 3 35 4 75             |  | Crayon, per gross..... 0 14 0 18                                                                                                                                      |  | .GLASS—Window—Box Price.                                 |  |
| Rim Fire Cartridges, Dom., 50 and 5 p. c.                                                           |  | Moulders, per doz..... 7 50 10 00        |  | <b>Chisels.</b>                                                                                                                                                       |  | Star D. Diamond                                          |  |
| Rim Fire, Military, net list, Amer.                                                                 |  | Blacksmiths, discount 40 per cent.       |  | Socket, Framing and Firmer.                                                                                                                                           |  | Per 50 ft. Per 100 ft. Per 150 ft. Per 200 ft.           |  |
| Central Fire Pistol and Rifle, 18 p. c. Amer.                                                       |  | <b>Beltling.</b>                         |  | Broad's, dis. 60 and 5 per cent.                                                                                                                                      |  | Under 26..... 2 20 4 20 6 25                             |  |
| Central Fire Cartridges, pistol sizes, Dom 30 per cent.                                             |  | Extra, 50 and 10 per cent.               |  | Warnock's, dis. 60 per cent.                                                                                                                                          |  | 26 to 40..... 2 40 4 40 7 00                             |  |
| Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.                            |  | Standard, 60 per cent.                   |  | <b>Churns.</b>                                                                                                                                                        |  | 41 to 50..... 5 00 7 50                                  |  |
| Central Fire, Military and Sporting, Amer. net list. B. B. Caps, discount 45 per cent. Amer.        |  | No. 1 Agricultural, 60 and 10 p. c.      |  | Revolving Churns, metal frames—No 0, \$8—No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—No. 4, \$12.00—No. 5, \$16.00 each. Ditto, wood frames—20c. each less than above. |  | 51 to 60..... 5 25 8 25                                  |  |
| Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p. c.       |  | <b>Bits.</b>                             |  | Discounts: Delivered from factories, \$8 p. c.; from stock in Montreal, 56 p. c. Terms, 4 months or 3 p. c. cash in 30 days.                                          |  | 61 to 70..... 5 60 9 00                                  |  |
| Brass—hot Shells, 55 and 10 per cent.                                                               |  | Auger.                                   |  | <b>Cinder Sifters.</b>                                                                                                                                                |  | 71 to 80..... 6 10 10 50                                 |  |
| Primers, Dom., 30 per cent.                                                                         |  | Gilmour's, discount 50 and 10 per cent.  |  | Per doz..... 1 25                                                                                                                                                     |  | 81 to 85..... 6 85 11 50                                 |  |
| Wads.                                                                                               |  | Rockford, 50 and 10 per cent.            |  | <b>Clips.</b>                                                                                                                                                         |  | 86 to 90..... 7 65 13 00                                 |  |
| Best thick white felt wadding, in ¾-lb bags..... 1 00                                               |  | Jennings' Gen., net list.                |  | Axle dis. 65 per cent.                                                                                                                                                |  | 91 to 95..... 15 00                                      |  |
| Best thick brown or grey felt wads, in ½-lb. bags..... 0 70                                         |  | Gilmour's, 47½ to 50 per cent.           |  | <b>Closets.</b>                                                                                                                                                       |  | 96 to 100..... 18 00                                     |  |
| Best thick white card wads, in boxes of 500 each, 12 and smaller gauges..... 0 99                   |  | Clark's, 40 per cent.                    |  | Plain Ontario Syphon Jet..... \$8 00                                                                                                                                  |  | 101 to 105..... 20 00                                    |  |
| Best thick white card wads, in boxes of 500 each, 10 gauge..... 0 35                                |  | Expansive.                               |  | Emb. Ontario Syphon Jet..... 8 50                                                                                                                                     |  | 106 to 110..... 23 00                                    |  |
| Best thick white card wads, in boxes of 40 each, 8 gauge..... 0 55                                  |  | <b>Blind and Bed Staples.</b>            |  | Fittings..... 1 00                                                                                                                                                    |  | 111 to 115..... 27 00                                    |  |
| Thin card wads, in boxes of 1,000 each, 12 and smaller gauges..... 0 20                             |  | All sizes, per lb..... 0 07½ 0 12        |  | Plain Teutonic Syphon Wash-out..... 4 75                                                                                                                              |  |                                                          |  |
| Thin card wads, in boxes of 1,000 each, 10 gauge..... 0 25                                          |  | <b>Bolts and Nuts. Per Cent.</b>         |  | Emb. Teutonic Syphon Wash-out..... 5 25                                                                                                                               |  |                                                          |  |
| Thin card wads in boxes of 1,000 each, 8 gauge..... 1 10                                            |  | Norway Bolts, full square..... 65        |  | Plain Richelieu..... 4 75                                                                                                                                             |  |                                                          |  |
| Chemically prepared black edge grey cloth wads, in boxes of 250 each—11 and smaller gauge..... 0 60 |  | Common Carriage Bolts, all sizes..... 50 |  | Emb. Richelieu..... 5 00                                                                                                                                              |  |                                                          |  |
| 9 and 11 gauges..... 0 70                                                                           |  | Machine Bolts, all sizes..... 52½        |  | Fittings..... 1 25                                                                                                                                                    |  |                                                          |  |
| 7 and 8 gauges..... 0 90                                                                            |  | Coach Screws..... 65                     |  | Closet connection..... 1 25                                                                                                                                           |  |                                                          |  |
| 5 and 6 gauges..... 1 10                                                                            |  | Sleigh shoe Bolts..... 70                |  | Basins, round, 14 in..... 0 45                                                                                                                                        |  |                                                          |  |
| Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each..... 1 15       |  | Blank Bolts..... 52½                     |  | " oval, 17 x 14 in..... 1 55                                                                                                                                          |  |                                                          |  |
| 11 and smaller gauges..... 1 40                                                                     |  | Bolt Ends..... 62½                       |  | " " 19 x 15 in..... 2 30                                                                                                                                              |  |                                                          |  |
| 9 and 10 gauges..... 1 40                                                                           |  | Nuts, square..... 3½c. off               |  | <b>Compasses, Dividers, Etc.</b>                                                                                                                                      |  |                                                          |  |
| 7 and 8 gauges..... 1 65                                                                            |  | Nuts, hexagon..... 4c. off               |  | American, dis. 62½ to 65 per cent.                                                                                                                                    |  |                                                          |  |
| 5 and 6 gauges..... 1 90                                                                            |  | Tapping Nuts..... 60                     |  | <b>Cradles, Grain.</b>                                                                                                                                                |  |                                                          |  |
|                                                                                                     |  | Tire Bolts..... 60                       |  | Canadian, dis. 25 to 33½ per cent.                                                                                                                                    |  |                                                          |  |
|                                                                                                     |  | Stove Bolts..... 60 and 10               |  | <b>Crosscut Saw Handles.</b>                                                                                                                                          |  |                                                          |  |
|                                                                                                     |  | Stove rods, per lb..... 5½ to 6c.        |  | S. & D., No. 3, per pair..... 17½                                                                                                                                     |  |                                                          |  |
|                                                                                                     |  | Plough Bolts..... 50                     |  | " 5, " "..... 22½                                                                                                                                                     |  |                                                          |  |
|                                                                                                     |  | <b>Boot Calks.</b>                       |  | Boynton pattern "..... 15                                                                                                                                             |  |                                                          |  |
|                                                                                                     |  | Small and medium, ball, per M..... 4 25  |  | <b>Dies.</b>                                                                                                                                                          |  |                                                          |  |
|                                                                                                     |  | Small heel, per M..... 4 50              |  | Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.                                                                                                            |  |                                                          |  |
|                                                                                                     |  | <b>Bright Wire Goods.</b>                |  | Hart Mfg. Co. (bolt dies), (Amer. list), dis. per cent.                                                                                                               |  |                                                          |  |
|                                                                                                     |  | Discount..... 55 per cent.               |  | <b>Door Springs.</b>                                                                                                                                                  |  |                                                          |  |
|                                                                                                     |  | <b>Broilers.</b>                         |  | Torrey's Rod, per doz..... (15 p. c.) 2 00                                                                                                                            |  |                                                          |  |
|                                                                                                     |  | Light, dis. 65 to 67½ per cent.          |  | Coil, per doz..... 0 88 1 60                                                                                                                                          |  |                                                          |  |
|                                                                                                     |  | Reversible, dis. 65 to 67½ per cent.     |  | English, per doz..... 2 00 4 00                                                                                                                                       |  |                                                          |  |
|                                                                                                     |  | Vegetable, per doz., dis 37½ per cent.   |  | <b>Draw Knives.</b>                                                                                                                                                   |  |                                                          |  |
|                                                                                                     |  | Henis, No. 8, "..... 6 00                |  | Broad's, dis 60 to 60 and 7½ per cent.                                                                                                                                |  |                                                          |  |
|                                                                                                     |  | Henis, No. 9, "..... 7 00                |  | Warnock's, dis. 60 to 60 and 7½ per cent.                                                                                                                             |  |                                                          |  |
|                                                                                                     |  | Queen City "..... 7 50 0 00              |  | <b>Drills.</b>                                                                                                                                                        |  |                                                          |  |
|                                                                                                     |  | <                                        |  | Miller's Falls, per doz. net list.                                                                                                                                    |  |                                                          |  |
|                                                                                                     |  | <                                        |  | DRILL BITS.                                                                                                                                                           |  |                                                          |  |
|                                                                                                     |  | <                                        |  | Morse, dis.. 37½ to 40 per cent.                                                                                                                                      |  |                                                          |  |
|                                                                                                     |  | <                                        |  | Standard, dis. 50 and 5 to 55 per cent.                                                                                                                               |  |                                                          |  |
|                                                                                                     |  | <                                        |  | ELBOWS. (Stovepipe.)                                                                                                                                                  |  |                                                          |  |
|                                                                                                     |  | <                                        |  | No. 1, per doz..... 1 80                                                                                                                                              |  |                                                          |  |
|                                                                                                     |  | <                                        |  | No. 2, per doz..... 1 60                                                                                                                                              |  |                                                          |  |
|                                                                                                     |  | <                                        |  | Bright, 20c. per doz. extra.                                                                                                                                          |  |                                                          |  |
|                                                                                                     |  | <                                        |  | ESCUTCHEONS.                                                                                                                                                          |  |                                                          |  |
|                                                                                                     |  | <                                        |  | Discount, 27½ per cent.                                                                                                                                               |  |                                                          |  |
|                                                                                                     |  | <                                        |  | ESCUTCHEON PINS.                                                                                                                                                      |  |                                                          |  |
|                                                                                                     |  | <                                        |  | Iron, discount 40 per cent.                                                                                                                                           |  |                                                          |  |
|                                                                                                     |  | <                                        |  | FACTORY MILK CANS.                                                                                                                                                    |  |                                                          |  |
|                                                                                                     |  | <                                        |  | Discount off revised list, 40 per cent.                                                                                                                               |  |                                                          |  |
|                                                                                                     |  | <                                        |  | FILES.                                                                                                                                                                |  |                                                          |  |
|                                                                                                     |  | <                                        |  | Black Diamond, 50 and 10 to 60 per cent.                                                                                                                              |  |                                                          |  |
|                                                                                                     |  | <                                        |  | Kearney & Foote, 60 and 10 per cent. to 60, 10, 10.                                                                                                                   |  |                                                          |  |
|                                                                                                     |  | <                                        |  | Nicholson File Co., 50 and 10 to 60 per cent.                                                                                                                         |  |                                                          |  |
|                                                                                                     |  | <                                        |  | Jowitt's, English list, 25 to 27½ per cent.                                                                                                                           |  |                                                          |  |
|                                                                                                     |  | <                                        |  | FORKS.                                                                                                                                                                |  |                                                          |  |
|                                                                                                     |  | <                                        |  | Hay, manure, etc., dis., 50 and 10 per cent revised list.                                                                                                             |  |                                                          |  |
|                                                                                                     |  | <                                        |  | FRUIT PRESSES.                                                                                                                                                        |  |                                                          |  |
|                                                                                                     |  | <                                        |  | Henis, per doz..... 3 25 3 50                                                                                                                                         |  |                                                          |  |
|                                                                                                     |  | <                                        |  | Shepard's Queen City, dis. 15 per cent.                                                                                                                               |  |                                                          |  |





Agent for Railway Fencing:

# McMULLEN'S

**POULTRY NETTINGS** and **LAWN FENCINGS** are not surpassed in the world.

Their **WOVEN WIRE FENCINGS** have stood years of successful testing; special offers are now made on **HOG FENCINGS**.

All of the above goods are manufactured by **THE ONTARIO WIRE FENCING CO., Limited**, of Picton, Ont., and are sold by:

**The B. Greening Wire Co.,** OF HAMILTON and MONTREAL.  
Limited

GENERAL AGENTS; ALSO BY THE CANADIAN HARDWARE JOBBERS.

**MR. JAMES COOPER, Montreal.**

| HOOKS.                   |      |      |
|--------------------------|------|------|
| Cast Iron.               |      |      |
| Bird Cage, per doz.      | 0 50 | 1 10 |
| Clothes Line, per doz.   | 0 27 | 0 63 |
| Harness, per doz.        | 0 72 | 0 88 |
| Hat and Coat, per gross. | 1 00 | 3 00 |
| Chandelier, per doz.     | 0 50 | 1 00 |

| Wrought Iron.                         |  |  |
|---------------------------------------|--|--|
| Wrought Hooks and Staples, Can., dis. |  |  |
| 4 7/8 per cent.                       |  |  |

| Wire.                               |      |      |
|-------------------------------------|------|------|
| Hat and Coat, discount 45 per cent. |      |      |
| Belt, per 1,000.                    | 0 60 | 0 70 |
| Screw, bright, dis. 55 per cent.    |      |      |

| HORSE NAILS.           |              |  |
|------------------------|--------------|--|
| "C" brand 50 p.c. dis. | } Oval head. |  |
| "M" brand 50 p.c.      |              |  |

|                                                            |  |  |
|------------------------------------------------------------|--|--|
| Acadian, countersunk head and oval top, 5 and 10 per cent. |  |  |
|------------------------------------------------------------|--|--|

| HORSESHOES.    |         |  |
|----------------|---------|--|
| F.O.B. Toronto |         |  |
| No. 2          | No. 1   |  |
| and            | and     |  |
| larger         | smaller |  |

| Iron Shoes.               |      |      |
|---------------------------|------|------|
| Light, medium, and heavy. | 4 05 | 4 30 |
| Snow shoes.               | 4 30 | 4 55 |
| Steel Shoes               |      |      |

|                            |      |      |
|----------------------------|------|------|
| Light                      | 4 35 | 4 60 |
| Featherweight (all sizes). | 5 60 | 5 60 |
| Toe weight steel shoes.    |      | 6 70 |

| JAPANNED WARE.                                     |  |  |
|----------------------------------------------------|--|--|
| Discount, 45 and 5 per cent. off list, June, 1899. |  |  |

| ICE PICKS.     |      |      |
|----------------|------|------|
| Star, per doz. | 3 00 | 3 25 |

| KETTLES.                                  |      |      |
|-------------------------------------------|------|------|
| Brass spun, 7 1/2 p.c. dis. off new list. |      |      |
| Copper, per 100.                          | 0 30 | 0 50 |
| American, 60 and 10 to 53 and 5 p.c.      |      |      |

| KEYS.                                       |  |    |
|---------------------------------------------|--|----|
| Lock, Can., dis., 27 1/2 p.c.               |  |    |
| Cabinet, trunk, and padlock, Am. per gross. |  | 60 |

| KNOBS.                                        |      |      |
|-----------------------------------------------|------|------|
| Door, japanned and N.P., per doz.             | 1 50 | 2 50 |
| Bronze, Berlin, per doz.                      | 2 75 | 3 25 |
| Bronze Genuine, per doz.                      | 6 00 | 9 00 |
| Shutter, porcelain, F. & L. screw, per gross. | 1 30 | 4 00 |
| White door knobs—per doz.                     |      | 1 25 |

| HAY KNIVES.                   |  |  |
|-------------------------------|--|--|
| Discount, 50 and 10 per cent. |  |  |

| LANTERNS.                       |      |  |
|---------------------------------|------|--|
| Cold Blast, per doz.            | 7 50 |  |
| No. 1 "Wright's"                | 8 50 |  |
| Ordinary with O burner.         | 4 25 |  |
| Dashboard, cold blast.          | 9 50 |  |
| No. 0.                          | 6 00 |  |
| Japanning, 50c. per doz. extra. |      |  |

| LEMON SQUEEZERS.          |      |      |
|---------------------------|------|------|
| Porcelain lined, per doz. | 2 20 | 5 60 |
| Galvanized                | 1 87 | 3 85 |
| King, wood.               | 2 75 | 2 90 |
| King, glass.              | 4 00 | 4 50 |
| All glass.                | 1 20 | 1 30 |

| LINES.           |      |      |
|------------------|------|------|
| Fish, per gross. | 1 05 | 2 50 |
| Chalk            | 1 90 | 7 40 |

| LOCKS.                     |      |      |
|----------------------------|------|------|
| Canadian, dis. 27 1/2 p.c. |      |      |
| Russell & Erwin, per doz.  | 3 05 | 3 25 |
| Cabinet.                   |      |      |

| Eagle, dis. 30 p.c.           |      |      |
|-------------------------------|------|------|
| English and Am., per doz.     | 50   | 6 00 |
| Scandinavian.                 | 1 00 | 2 40 |
| Eagle, dis. 15 to 17 1/2 p.c. |      |      |

| MACHINE SCREWS.              |  |  |
|------------------------------|--|--|
| Iron and Brass.              |  |  |
| Flat head, discount 25 p.c.  |  |  |
| Round Head, discount 20 p.c. |  |  |

| MALLET.                        |      |      |
|--------------------------------|------|------|
| Tinsmith's, per doz.           | 1 25 | 1 50 |
| Carpenter's, hickory, per doz. | 1 25 | 3 75 |
| Lignum Vitae, per doz.         | 3 85 | 5 00 |
| Caulking, each.                | 60   | 2 00 |

| MATTOCKS.          |      |      |
|--------------------|------|------|
| Canadian, per doz. | 8 50 | 1 00 |

| MEAT CUTTERS.                |  |  |
|------------------------------|--|--|
| American, dis. 25 to 30 p.c. |  |  |
| German, 15 per cent.         |  |  |

| MILK CAN TRIMMINGS.    |  |  |
|------------------------|--|--|
| Discount, 25 per cent. |  |  |

| NAILS.                      |        |        |
|-----------------------------|--------|--------|
| Quotations are:             | Cut.   | Wire.  |
| 2d. and 3d.                 | \$3 85 | \$4 50 |
| 4 and 5d.                   | 3 50   | 4 15   |
| 6 and 7d.                   | 3 25   | 4 00   |
| 8 and 9d.                   | 3 15   | 3 85   |
| 10 and 12d.                 | 3 00   | 3 65   |
| 16 and 20d.                 | 2 95   | 3 60   |
| 30, 40, 50 and 60d. (base). | 2 90   | 3 55   |
| Steel Cut Nails 10c. extra. | 2 85   | 3 50   |

| NAIL PULLERS.        |      |      |
|----------------------|------|------|
| German and American. | 1 85 | 3 50 |

| NAIL SETS.                             |       |       |
|----------------------------------------|-------|-------|
| Square, round, and octagon, per gross. | 3 38  | 4 00  |
| Diamond                                | 12 00 | 15 00 |

| NETTING.                              |  |  |
|---------------------------------------|--|--|
| Poultry, 45 per cent. for McMullen's. |  |  |

| OIL.                     |          |  |
|--------------------------|----------|--|
| Canada refined (Toronto) | 0 13 1/2 |  |
| Sarnia Water White       | 0 15     |  |
| Pratt's Astral           | 0 18     |  |
| Sarnia, Prime White      | 0 14     |  |
| American w. w.           | 0 13 1/2 |  |

| OILERS.                                                      |      |       |
|--------------------------------------------------------------|------|-------|
| McClary's Model galvan. oil can, with pump, 5 gal., per doz. | 0 00 | 10 00 |
| Zinc and tin, dis. 50, 50 and 10.                            |      |       |
| Copper, per doz.                                             | 1 25 | 3 50  |
| Brass,                                                       | 1 50 | 3 50  |
| Malleable, dis. 25 per cent.                                 |      |       |

| PAIS.                                          |  |  |
|------------------------------------------------|--|--|
| Galvanized pails, discount 45 per cent.        |  |  |
| Galvanized haring pails, discount 45 per cent. |  |  |
| Galvanized washtubs, discount 45 per cent.     |  |  |

| PIECED WARE.                                |  |  |
|---------------------------------------------|--|--|
| Discount 40 per cent. off list, June, 1899. |  |  |

| PICKS.   |      |      |
|----------|------|------|
| Per doz. | 6 00 | 9 00 |

| PICTURE NAILS.             |      |      |
|----------------------------|------|------|
| Porcelain head, per gross. | 1 50 | 3 00 |
| Brass head,                | 0 40 | 1 00 |

| PLANES.                                                  |  |  |
|----------------------------------------------------------|--|--|
| Wood, bench, Canadian dis. 55 per cent.                  |  |  |
| American dis. 55.                                        |  |  |
| Wood, fancy Canadian or American, 37 1/2 to 40 per cent. |  |  |
| Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.        |  |  |
| Miscellaneous, dis. 25 to 27 1/2 per cent.               |  |  |
| Bailey's Victor, 25 per cent.                            |  |  |

| PLANE IRONS.      |      |      |
|-------------------|------|------|
| English, per doz. | 2 00 | 5 00 |

| PLIERS AND NIPPERS.                                  |      |      |
|------------------------------------------------------|------|------|
| Button's Genuine, per doz pairs, dis. 37 1/2 40 p.c. |      |      |
| Button's Imitation, per doz.                         | 5 00 | 9 00 |
| German, per doz.                                     | 0 60 | 2 60 |

| PRESSED SPIKES.        |  |  |
|------------------------|--|--|
| Discount, 20 per cent. |  |  |

| PULLEYS.           |      |      |
|--------------------|------|------|
| Hothouse, per doz. | 0 55 | 1 00 |
| Axle               | 0 22 | 0 33 |
| Screw              | 0 27 | 1 00 |
| Awning.            | 0 35 | 2 50 |

| PUMPS.                  |      |      |
|-------------------------|------|------|
| Canadian cistern.       | 1 40 | 2 25 |
| Canadian pitcher spout. | 1 15 | 2 00 |

| PUNCHES.                 |      |       |
|--------------------------|------|-------|
| Saddlers, per doz.       | 1 00 | 1 85  |
| Conductors,              | 9 00 | 15 00 |
| Tinners' solid, per set. | 0 00 | 0 72  |
| " hollow, per inch.      | 0 00 | 1 00  |

| RANGE BOILERS.                           |       |  |
|------------------------------------------|-------|--|
| Galvanized, 30 gallons.                  | 6 75  |  |
| " 35 "                                   | 7 75  |  |
| " 40 "                                   | 9 00  |  |
| Copper, 30 "                             | 22 00 |  |
| " 35 "                                   | 26 00 |  |
| " 40 "                                   | 30 00 |  |
| Discount off Copper Boilers 10 per cent. |       |  |

| RAKES.                                                                   |  |  |
|--------------------------------------------------------------------------|--|--|
| Cast steel and malleable Canadian list dis. 50 and 10 p.c. revised list. |  |  |
| Wood, 25 per cent.                                                       |  |  |

| RASPS AND HORSE RASPS.                       |  |  |
|----------------------------------------------|--|--|
| New Nicholson horse rasp, discount 60 p.c.   |  |  |
| Globe File Co.'s rasps, 60 and 10 to 70 p.c. |  |  |
| Heller's Horse rasps, 50 to 50 and 5 p.c.    |  |  |

| RAZORS.              |      |       |
|----------------------|------|-------|
| Geo. Butler & Co.'s. | 8 00 | 18 00 |
| Boker's              | 7 50 | 11 00 |
| Wade & Butcher's.    | 3 50 | 10 00 |
| Theile & Quack's     | 7 00 | 12 00 |
| Eliot's              | 4 00 | 18 00 |

| REAPING HOOKS.                |  |  |
|-------------------------------|--|--|
| Discount, 50 and 10 per cent. |  |  |

| REGISTERS.             |  |  |
|------------------------|--|--|
| Discount, 60 per cent. |  |  |

| RIVETS AND BURRS.                                                          |  |  |
|----------------------------------------------------------------------------|--|--|
| Carriage, Section, Wagon Box Rivets, etc., 45 p.c.                         |  |  |
| Black M. Rivets, 45 p.c.                                                   |  |  |
| Black and Tinned Rivets, 45 p.c.                                           |  |  |
| Extras on Iron Rivets in 1-lb. cartons, 1/2 c. per lb.                     |  |  |
| Extras on Iron Rivets in 1/2-lb. cartons, 1 c. per lb.                     |  |  |
| Copper Rivets & Burrs, 35 p.c. dis., and cartons, 1 c. per lb. extra, net. |  |  |
| Extras on Tinned or Coppered Rivets in 1/2-lb. cartons, 1 c. per lb.       |  |  |
| Burrs, iron or steel, 40 per cent.                                         |  |  |
| Terms, 4 mos. or 3 per cent. cash 30 days.                                 |  |  |

| RIVET SETS.                        |  |  |
|------------------------------------|--|--|
| Canadian, dis. 35 37 1/2 per cent. |  |  |

| ROPE, ETC.                   |        |        |
|------------------------------|--------|--------|
| 7-16 in. and larger, per lb. | 12 1/2 | 15 1/2 |
| 1/2 in.                      | 13     | 16     |
| 1/4 and 5-16 in.             | 13 1/2 | 16 1/2 |
| Cotton                       | 14     | 18     |
| Russia Deep Sea              | 15     | 18     |
| Jute                         | 15 1/2 | 18     |
| Lath Varn                    | 9 1/2  | 18     |
| New Zealand Rope             | 10 1/2 | 18     |

| RULES.                        |  |  |
|-------------------------------|--|--|
| Boxwood, dis. 75 and 10 p.c.  |  |  |
| Ivory, dis. 37 1/2 to 40 p.c. |  |  |

| SAD IRONS.                  |      |  |
|-----------------------------|------|--|
| Mrs. Potts, plain, poli-hed | 9 95 |  |
| " nickle-plated.            | 1 05 |  |

| SAND AND EMERY PAPER.                  |  |  |
|----------------------------------------|--|--|
| Dominion Flint Paper, 47 1/2 per cent. |  |  |
| B & A. sand, 40 and 2 1/2 per cent.    |  |  |
| Emery, 40 per cent.                    |  |  |

| SAP SPOUTS.                       |      |  |
|-----------------------------------|------|--|
| Bronzed iron with hooks, per doz. | 9 50 |  |

| SAWS.                                  |      |      |
|----------------------------------------|------|------|
| Hand, Disston's, dis. 12 1/2 p.c.      |      |      |
| S. & D., 40 per cent.                  |      |      |
| Croscut, Disston's, per ft.            | 0 35 | 0 55 |
| S. & D., dis. 35 p.c. on Nos. 2 and 3. |      |      |
| Hack, complete, each.                  | 0 75 | 2 75 |
| " frame only.                          | 0 75 |      |

| SASH WEIGHTS.           |      |  |
|-------------------------|------|--|
| Sectional, per 100 lbs. | 3 25 |  |
| Solid,                  | 1 50 |  |

| SASH CORD. |      |      |
|------------|------|------|
| Per lb.    | 0 23 | 0 30 |

| SAW SETS.           |      |  |
|---------------------|------|--|
| "Lincoln," per doz. | 6 50 |  |

| SCALES.                            |  |  |
|------------------------------------|--|--|
| Gurney Scales, 45 p.c.             |  |  |
| B. S. & M. Scales, 45 p.c.         |  |  |
| Champion, 55 per cent.             |  |  |
| Fairbanks Standard, 35 p.c.        |  |  |
| " Dominion, 55 p.c.                |  |  |
| " Richelieu, 55 p.c.               |  |  |
| Chatillon Spring Balances, 10 p.c. |  |  |

| SCREW DRIVERS.      |      |      |
|---------------------|------|------|
| Sargent's, per doz. | 0 65 | 1 00 |

| SCREWS.                              |      |      |
|--------------------------------------|------|------|
| Wood, F. H., iron and steel, 80 p.c. |      |      |
| Wood R. H., dis. 75 p.c.             |      |      |
| " F. H., brass, dis. 75 p.c.         |      |      |
| Wood, R. H., dis. 67 1/2 p.c.        |      |      |
| " F. H., bronze, dis. 67 1/2 p.c.    |      |      |
| " R. H., 62 1/2 p.c.                 |      |      |
| Drive Screws, 80 per cent.           |      |      |
| Bench, wood, per doz.                | 3 25 | 4 00 |
| " iron,                              | 4 25 | 5 75 |

| SCYTHES.                |      |       |
|-------------------------|------|-------|
| Discount, per doz, net. | 9 10 | 15 00 |

| SCYTHE SNATHS.         |  |  |
|------------------------|--|--|
| Canadian, dis. 45 p.c. |  |  |

| SHEARS.                                    |  |  |
|--------------------------------------------|--|--|
| Seymour's, dis. 50 and 10 p.c.             |  |  |
| Heinisch, dis. 50 and 10 p.c.              |  |  |
| Seymour or Heinisch tailor shears, 15 p.c. |  |  |

| SHOVELS AND SPADES.               |  |  |
|-----------------------------------|--|--|
| Canadian, dis. 40 and 5 per cent. |  |  |

| SINKS.                                      |  |  |
|---------------------------------------------|--|--|
| Steel and galvanized, discount 45 per cent. |  |  |

| SNAPS.                        |      |       |
|-------------------------------|------|-------|
| Harness, German, dis. 25 p.c. |      |       |
| Lock, Andrews'.               | 4 50 | 11 50 |

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# THE TORONTO FENCE AND ORNAMENTAL

JOS. LEA, Manager.

## IRON WORKS

and 101  
Queen Street East

Manufacturers of—

## Iron Fences, Stairs.

Bank and Office Railings in all the Latest Finishes.

Workers in Iron, Brass and Bronze.

Contractors for Iron Stairs, New Court House, Toronto.

# ALEXANDER MACPHERSON & SON

152 McGill Street, MONTREAL.

## General Shelf and Heavy Hardware.

## ORDERS SOLICITED

For GREEN WIRE CLOTH

SPRING HINGES

LAWN MOWERS

GEM ICE CREAM FREEZERS

FILES, BABBITT METAL

CANT DOGS, AXES, CROSS-CUT SAWS

and LUMBERMENS' SUPPLIES.

|                                          |    |   |
|------------------------------------------|----|---|
| Trunk nails, black .....                 | 65 |   |
| Trunk nails, tinned .....                | 65 | 5 |
| Clout nails, blued and tinned .....      | 35 |   |
| Chair nails .....                        | 35 |   |
| Cigar box nails .....                    | 40 |   |
| Patent brads .....                       | 40 |   |
| Fine finishing .....                     | 40 |   |
| Picture frame points .....               | 10 |   |
| Lining tacks, in papers .....            | 10 |   |
| " " in bulk .....                        | 15 |   |
| " " solid heads, in bulk .....           | 10 |   |
| Saddle nails in papers .....             | 15 |   |
| " " in bulk .....                        | 15 |   |
| Tafting buttons, 22 line, in dozens only | 60 |   |
| Tin capped trunk nails .....             | 15 |   |
| Zinc glazier's points .....              | 5  |   |
| Double pointed tacks, dozens .....       | 35 |   |
| " " bulk .....                           | 85 |   |

### TAPE LINES.

|                                  |      |      |
|----------------------------------|------|------|
| English, ass skin, per doz. .... | 2 75 | 5 00 |
| English, Patent Leather .....    | 5 50 | 9 75 |
| Chesterman's each .....          | 0 90 | 2 85 |
| " steel, each .....              | 0 80 | 8 00 |

### THERMOMETERS

Tin case and dairy, dis. 75 to 75 and 10 p.c.

### TRANSOM LIFTERS.

Payson's per doz. .... 2 60

### TRAPS. (Steel.)

Game, Newhouse, dis. 2 p.c.  
Game, H. & N., P. S. & W., 65 p.c.  
Game, steel, 72½, 75 p.c.

### TROWELS.

|                                  |      |      |
|----------------------------------|------|------|
| Diaston's, discount 10 per cent. |      |      |
| German, per doz. ....            | 4 75 | 6 00 |
| S. & D., discount 35 per cent.   |      |      |

### TWINES.

|                                |      |      |
|--------------------------------|------|------|
| Bag, Russian, per lb. ....     | 0 21 |      |
| Wrapping, mottled, per pack.   | 0 50 | 0 60 |
| Wrapping, cotton, per lb. .... | 0 17 | 0 18 |
| Mattress, per lb. ....         | 0 33 | 0 45 |
| Staging, " .....               | 0 27 | 0 35 |
| Broom, " .....                 | 0 30 | 0 55 |

### VICES.

|                              |      |       |
|------------------------------|------|-------|
| Hand, per doz. ....          | 4 00 | 6 00  |
| Bench, parallel, each .....  | 2 00 | 4 50  |
| Coach, each .....            | 6 00 | 7 00  |
| Peter Wright's, per lb. .... | 0 12 | 0 13  |
| Pipe, each .....             | 5 50 | 9 00  |
| Saw, per doz .....           | 6 50 | 13 00 |

### ENAMELLED WARE.

|                                              |  |  |
|----------------------------------------------|--|--|
| White, Princess, Turquoise, Blue and White,  |  |  |
| discount 50 per cent.                        |  |  |
| Diamond, Famous, Premier, 50 and 10 p.c.     |  |  |
| Granite or Pearl, Imperial, Crescent, 50, 10 |  |  |
| and 10 per cent.                             |  |  |

### WIRE.

|                                               |  |  |
|-----------------------------------------------|--|--|
| Brass wire, 50 to 50 and 2½ per cent. off the |  |  |
| list.                                         |  |  |
| Copper wire, 45 and 10 per cent. net cash 30  |  |  |
| days, f.o.b. factory.                         |  |  |
| Smooth Steel Wire, base, \$3.45 per 100       |  |  |
| lb. List of extras: Nos. 2 to 5, ad-          |  |  |

vance 70. per 100 lb.—Nos. 6 to 9, base—  
No. 10, advance 7c.—No. 11, 14c.—No. 12,  
20c.—No. 13, 35c.—No. 14 47c.—No. 15,  
60c.—No. 16, 75c. Extras net per 100 lb.:  
Coppered wire, 60c.—tinned wire, \$2—  
oiling, 10c.—special hay-baling wire, 30c.—  
spring wire, \$1—best steel wire, 75c.—  
bright soft drawn, 15c.—in 50 and 100-lb.  
bundles net, 10c.—in 25-lb. bundles net,  
15c.—packed in casks or cases, 15c.—  
bagging or papering, 10c.

Fine Steel Wire, dis. 12½ per cent.  
List of extras: In 100-lb. lots: No.  
17, 35—No. 18, \$5.50—No. 19, \$6—No. 20,  
\$6.65—No. 21, \$7—No. 22, \$7.30—No. 23,  
\$7.65—No. 24, \$8—No. 25, \$9—No. 26,  
\$9.50—No. 27, \$10—No. 28, \$11—No. 29,  
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15  
No. 33, \$16—No. 34, \$17. Extras net—  
tinned wire, Nos. 17-25, \$2—Nos. 26-31,  
\$4—Nos. 32-34, \$5. Coppered, 5c.—oil-  
ing, 10c.—in 25-lb. bundles, 15c.—in 5 and  
10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—  
in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—  
packed in casks or cases, 15c.—bagging or  
papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$4.40  
No. 9, \$3.47½—No. 10, \$4.55—No. 11, \$4.60  
No. 12, \$3.62½—No. 13, \$3.77½—No. 14,  
\$5.15—No. 15, \$5.45—No. 16, \$5.65.

Clothes Line Wire, 19 gauge,  
per 1,000 feet. .... 3 30

### WIRE FENCING F.O.B.

|                                        |         |
|----------------------------------------|---------|
| Galvanized, 4 barb, 2½ and 5           | Toronto |
| inches apart. ....                     | 3 72½   |
| Galvanized, 2 barb, 4 and 6            |         |
| inches apart. ....                     | 3 72½   |
| Galvanized, plain twist. ....          | 3 72½   |
| Terms, 2 per cent. in 10 days.         |         |
| Ross braid truss cable .....           | 4 50    |
| Barb wire is \$3.47½ f.o.b. Cleveland. |         |

### WIRE CLOTH.

Painted Screen, per 100 sq. ft., net. 2 00  
Terms, 4 months, May 1.; 3 p.c. off 30 days.

### WRENCHES.

|                                   |      |      |
|-----------------------------------|------|------|
| Acme, 35 to 37½ per cent.         |      |      |
| Agricultural, 60 p.c.             |      |      |
| Coe's Genuine, dis. 70 to 25 p.c. |      |      |
| Towers' Engineer, each. ....      | 2 00 | 7 00 |
| " S., per doz. ....               | 5 80 | 6 00 |
| G. & K's Pipe, per doz. ....      |      | 3 40 |
| Burrell's Pipe, each. ....        |      | 3 00 |
| Pocket, per doz. ....             | 0 25 | 2 90 |

### WRINGERS.

|                                             |         |
|---------------------------------------------|---------|
| Leader, .... per doz.                       | \$60 00 |
| Royal Canadian .....                        | 58 00   |
| Royal American .....                        | 50 00   |
| Discount, 45 per cent.; terms 4 months, or  |         |
| p.c. 30 days. Prices are f.o.b. London Ham- |         |
| ilton Toronto, Brockville or Montreal.      |         |
| WROUGHT IRON WASHERS                        |         |
| Canadian make, discount, 25 per cent.       |         |

*McLashill, Dougall & Co*  
*Fine Varnish & Japan*  
*Manufacturers.*  
*Montreal*  
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Incorporated  
1851.

## ASSURANCE COMPANY

## Fire and Marine

|                     |                |
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| Capital, subscribed | \$2,000,000.00 |
| Capital - - -       | 1,000,000.00   |
| Assets, over - -    | 2,340,000.00   |
| Annual Income -     | 2,290,000.00   |

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President, J. J. Kenny, Vice-President.  
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.. Ruberoid Roofing ..

P. S.—Prices on Application.

65 Shannon Street, MONTREAL.

# QUEEN TOP DRAFT STOVE.



## MEYER BROS.

87 Church St.

TORONTO

Patentees and Manuf'rs.



# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

MONTREAL, March 23, 1900.

### HARDWARE.

**T**HE movement for prompt shipment of all kinds of hardware material has been quite brisk during the week, and for forward shipment in April the volume of orders is not only heavier than last spring, but is steadily expanding from day to day, so that buyers evidently are confident of the stability of existing values for some time to come. In wire, business chiefly represents old orders, but in cut and wire nails demand is not only active for immediate shipment, but for delivery a long way ahead as well. The same can be said of bolts, rivets, and screws. Cordage is steady and cables on manila hemp show no further change. The advance in cotton has led to appreciation in value on cotton rope and sash cord. Rodgers cutlery, of all kinds, now costs from 5 to 10 per cent. more than it did, and, altogether, the general situation is buoyant in tone with a cheerful outlook.

BARBED WIRE — Business is moderate,

the movement consisting of the forwarding of old orders. Prices are unchanged at \$3.72½.

**SMOOTH STEEL WIRE**—There is a good movement for prompt shipment in oiled and annealed and some hay-baling wire. The base price is steady at \$3.45 per 100 lb.

**GALVANIZED WIRE**—Goods are moving out of first hands to a considerable extent. We quote: Nos. 6, 7 and 8 gauge, \$4.37½; No. 9, \$3.47½; No. 10, \$4.52½; No. 11, \$4.57½; No. 12, \$3.62½; No. 13, \$3.72½; No. 14, \$5.12½; No. 15, \$5.42½; and No. 16, \$5.62½.

**FINE STEEL WIRE**—Inquiry fair and discounts unchanged at 12½ per cent. discount.

**BRASS AND COPPER WIRE**—Remains as last reported. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

**FENCE STAPLES**—Prices are steady with a fair inquiry at \$3.75 for bright and \$4.35 for galvanized.

**FINE STAPLES**—Unchanged. Discounts are: Coopers' staples, 35 per cent.; poultry

netting, 35 per cent., and electrical, etc., 35 per cent. off list.

**WIRE NAILS**—There is an active demand for these for future delivery and the immediate movement is quite considerable also. Prices are held steady at \$3.45 for jobbing and \$3.35 for car lots f.o.b. Montreal.

**CUT NAILS**—Quite a few carlots of these have been made up for shipment west of the lakes, and demand from this Province is also fair. We quote: \$2.85 for jobbing and \$2.75 for carlots f.o.b. Montreal.

**HORSE NAILS**—There is only a quiet trade to report in these. Discounts remain at 50 per cent. on Standard and 50 and 10 on Acadian.

**HORSESHOES**—There is a fair trade of moderate value in these. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow shoes, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; X L steel shoes all sizes, 1 to 5, No. 2 and larger, \$4.20; No. 1 and smaller, \$4.45; feather weight, all sizes, \$5.45; toe weight

## The "Samson" Seamless Milk Can Bottom

The only ONE-PIECE BOTTOM made.

Light  
to Move

because there are no sharp corners to catch and tear the flooring.



Cheapest

because it takes just half the time and solder to insert body tin that it does for a pieced bottom.

Will not wear, tear the flooring, or collect dirt.

No hoops or rivets to break or tear off.

A full stock of BODY TIN for CANS AND VATS ALWAYS ON HAND.

## THE McCLARY MFG. CO.

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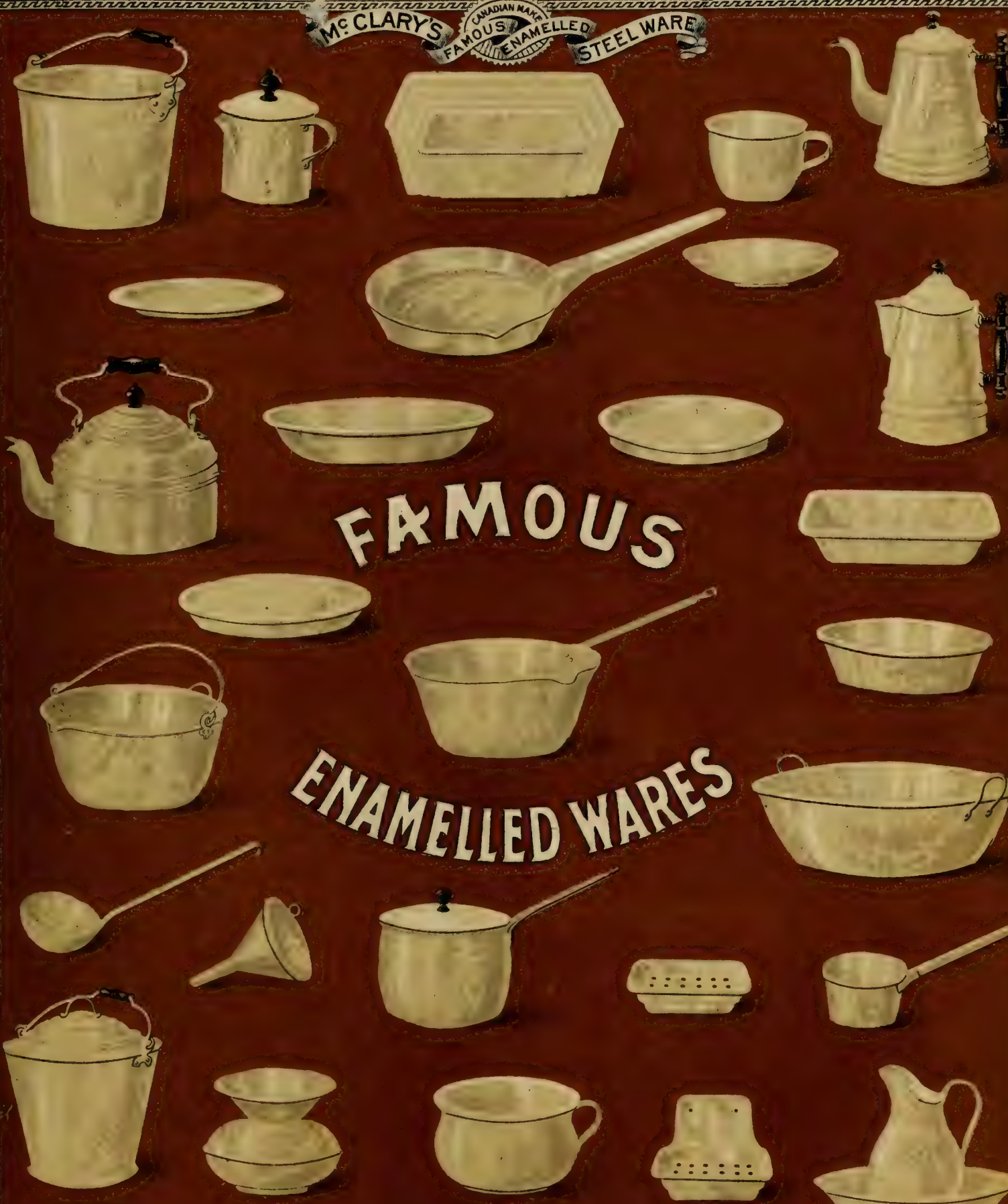
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McCLARY'S  
CANADIAN MADE  
FAMOUS ENAMELLED  
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"WE SUPPLY EVERYTHING FOR THE TINSHOP"

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FAMOUS

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"WE SUPPLY EVERYTHING FOR THE TINSHOP"

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You'll save more money  
on work than the extra you'll  
pay for Apollo galvanized  
iron—you may not pay any  
extra—your jobber does.

Apollo Iron and Steel Company  
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**Cements** { **PORTLAND  
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**Bricks . .** { **FIRE  
BUILDING  
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**English Castor Oil**

GUARANTEED PURE.

Pharmaceutical, Tasteless, Cold Drawn  
First Pressure  
Second Pressure

In cases of 2 tins and in barrels. Stocked  
by all Hardware, Oil and Color men.

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LIMITED

B. & S.H. THOMPSON & CO.

Agents for Canada - MONTREAL

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LIMITED

DESERONTO, ONT.

Manufacturers of

**Charcoal Pig Iron**

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable  
Castings, Boiler Tubes, Engine Cylinders, Hy-  
draulic and other Machinery where great strength  
is required; Strong, High Silicon Iron, for Foundry  
Purposes.

steel shoes, all sizes, \$6.55 f.o.b. Mon-  
treal.

SCREWS—A satisfactory trade is noted.  
Discounts are as follows: Flat head  
bright, 80 per cent. off the list;  
round head bright, 75 per cent.; flat  
head brass, 75 per cent.; round head brass,  
67½ per cent.; flat head bronze, 67½ per  
cent.; round head bronze, 62½ per cent.

BOLTS—Inquiry for stove, tire and car-  
riage bolts is quite noticeable. Discounts  
are as follows: Tire bolts, 60 per cent.;  
common carriage bolts, all sizes, 50  
per cent.; ditto, full square, 65 per cent.;  
machine bolts, all sizes, 52½ per cent.;  
coach screws, 65 per cent.; sleighshoe bolts,  
70 per cent.; blank bolts, 52½ per cent.;  
bolt ends, 52½ per cent.; nuts, square,  
3½c. per lb. off; nuts, hexagon, 4c. off;  
tire bolts, 60 per cent.; stove bolts, 60 and  
10; plough bolts, 50 per cent.

RIVETS—There is a steady trade doing.  
Discounts: Best iron rivets, section, carriage,  
and wagon box, black rivets, tinned do.,  
coopers' rivets and tinned swedes rivets, 45  
per cent. off; swedes iron burrs, 40 per  
cent. off; copper rivets, 35 per cent.;  
coppered iron rivets and burrs, in 5-lb.  
carton boxes, 45 per cent. off.

WRINGERS—Prices are steady, and the  
orders going out comprise a fair quantity of  
these.

CORDAGE—There is a fair trade in cord-  
age for the season at firmer prices. Cables  
from Manila note no change in the current  
prices of hemp. We quote: Manila, 7-16  
and up, 15½; ¾, 16, and ¼ and 5-16,  
16½c. Sisal, 7-16 and up, 12½c.; ¾, 13c.,  
and ¼ and 5-16, 13½c.

COTTON ROPE—There is a firmer feeling  
in cotton rope and sash cord this week in  
sympathy with the advance in the cotton  
market.

SPADES AND SHOVELS—Business is  
moderate, and discounts are unchanged at  
40 and 5 per cent.

CUTLERY—There has been an advance of  
from 5 to 10 per cent. in all kinds of  
Rodgers cutlery.

SPORTING GOODS—Guns and ammunition  
are in moderate request. Shot is steady at  
\$5 75 per 100 lb.

FIREBRICKS—In good request for forward  
account and for importation, prices on spot  
being firm at \$19 to \$24 per 1,000, as to  
brand.

CEMENT—Orders for importation are  
under negotiation, but little has actu-  
ally been done this week. Prices are  
quoted as follows: German brands, \$2.60  
to \$2.80; English, \$2.45 to \$2.60; Belgian,  
\$2.10 to \$2.40 per bbl., ex store.

#### METALS.

The heavy iron and metal market dis-  
plays considerable activity. Iron material  
in Great Britain points higher but spot  
prices show no change, and copper and lead  
are also firmer abroad, but prices here  
remain unaltered, and the same can be said  
of ingot tin, though there has been a further  
abrupt decline both in London and New  
York.

PIG IRON—Spot supplies of Scotch pig  
iron are very limited and holders want \$28  
for prompt delivery. To arrive after the  
opening of navigation \$25 to \$25.50 is  
asked, and it is significant of the position

**"Whitecross"**  
**Crucible Steel**  
**Hoisting Ropes**

for importation.

**V. M. Sheet Zinc**

IN STOCK.

**A. C. LESLIE & CO.**

MONTREAL



IRON AND  
BRASS

**Pumps**

Force, Lift and Cistern  
Hand and Power.

For all duties. We can  
supply your wants with  
—quality the best and  
prices right. Catalogues  
and full information for a  
request.

**THE R. McDUGALL CO., Limited**

Manufacturers, Galt, Canada.

**ADAM HOPE & CO.**

30 JOHN STREET N.

Hamilton, Ont.

**PIG TIN**

"Lamb and Flag"

**INGOT COPPER**

**PIG LEAD**

**ZINC SPELTER**

**ANTIMONY**

All orders promptly  
shipped from stock.

**NOVA SCOTIA STEEL Co.**

Limited

NEW GLASGOW, N.S.

Manufacturers of

**Ferrona Pig Iron**

And SIEMENS MARTIN

**Open Hearth Steel**



## ELASTILITE VARNISH

satisfies everyone who is looking for a thoroughly good and reliable varnish for either interior or exterior use. This is why we are just now flooded with orders for this brand.

For use everywhere and on everything where a rubbed surface is not required.

Made on scientific principles.

Represents the result of years of practical experience in varnish making.



Manufactured only by

**The Imperial Varnish and Color Co., Limited**  
TORONTO, ONTARIO, CANADA.

of consumers' stocks that the movement on prompt account is fair, despite the above difference.

**BAR IRON**—There is an active movement in this material and prices are firm at \$2.40 to \$2.50, as to quality.

**BLACK SHEETS**—In fair request. We quote: 8 to 15, \$3.10; 18 to 20, \$2.90; 22 and 24, \$2.95; 26, \$3.10, and 28, \$3.15.

**GALVANIZED IRON**—Orders for forward shipment are quite numerous. We quote: No. 28 Queen's Head, \$4.75 to \$5.00, and No. 26, \$4.50 to \$4.75; Comet, No. 28, \$4.45 to \$4.70, and No. 26, \$4.15 to \$4.45.

**INGOT COPPER**—Outside markets were firmer, but there was no change here. We quote 18c.

**INGOT TIN**—Despite a further abrupt decline in the price of this metal both in London and New York, there has been no alteration, and we quote 38c. in a jobbing way.

**LEAD**—This has continued firm outside, but spot prices are unchanged at \$4.60 to \$4.75, as to quality.

**LEAD PIPE**—Steady and unchanged. We quote: 7c. for ordinary and 7½c. for composition waste, with 15 per cent. off.

**IRON PIPE**—As last reported. We quote: ¼, \$3.40; ⅜ to ½, \$3.60; ¾, \$4; 1, \$6; 1¼, \$7.60; 1½, \$9.75, and 2-in., \$13.35.

**TINPLATES**—There is a good inquiry for these for April shipment, and the market is firm in tone. We quote: Coke, \$4.50, and charcoal, \$4.75, base.

**CANADA PLATE**—These continue in good request for spring shipment. We quote:

52's, \$3.25; 60's, \$3.35; 75's, \$3.45; full polished, \$3.60; and galvanized, \$4.85.

**TERNE PLATE**—Firmly held at \$8.75.

**SWEDISH IRON**—Firm at the rise, \$4.

**COIL CHAIN**—Steady. We quote: No. 6, 12½c.; No. 5, 11c.; No. 4, 10½c.; No. 3, 10c.; ¼-inch, 8½c.; 5-16, \$6.00; ⅜, \$5.40; 7-16, \$5.15; ½, \$5.00; 9-16, \$4.85; ⅝, \$4.80; ¾, \$4.75; ⅞, \$4.75, and 1 inch, \$4.75.

**SHEET ZINC**—There has been no further change in this, but prices are stiff at 7 to 7½c.

**ANTIMONY**—Steady at 10½c.

**SPELTER**—There has been some recession outside, but prices here are as last reported, at \$5.75.

### PAINTS AND OILS.

There has been more activity in this department for prompt shipment, and some inquiry has also been experienced for paris green. Leads have been asked for, both for immediate and forward shipment, and prices all around show a firm disposition. In oils, the only change has been an advance of 2½c. per gallon in seal oil, owing to light supplies and a fair demand. We quote:

**WHITE LEAD**—Best brands, Government standard, \$6.75; No. 1, \$6.37½; No. 2, \$6; No. 3, \$5.62½, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

**DRY WHITE LEAD**—\$5.75 in casks; kegs, \$6.

**RED LEAD**—Firm; casks, \$5.10; in kegs, \$5.35.

**WHITE ZINC PAINT**—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

**PUTTY**—We quote: Bulk, \$1.75; bladders, in bbls., \$1.90; bladders, in cases, \$2.05; in tins, \$2.15 to \$2.40.

**LINSEED OIL**—Raw, 68c.; boiled, 71c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

**TURPENTINE**—Single barrels, 83c.; two to four barrels, 82c.; five barrels and over, open terms, the same terms as linseed oil.

**MIXED PAINTS**—Firm; \$1.20 to \$1.40 per gallon.

**CASTOR OIL**—Firm; 7½ to 8c.

**SEAL OIL**—45 to 47½c.

**COD OIL**—32½ to 35c.

**PARIS GREEN**—Firmly held at the rise: 1-lb. packets, 19½c., and drums, 18½c.

**NAVAL STORES**—Fair demand for all lines, and prices show no change: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

### GLASS.

The glass market here is still unchanged. We quote: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

### HIDES.

Beef hides are quiet at 9, 8 and 7c. per lb. Lambskins and clips, 10c. each. Sheep-

*Ready, Boon!*  
*Our new Illustrated Catalogue.*  
*Very original & complete.*  
*Dennis Hirst & Co*  
*London, Ont.*

ESTABLISHED 1750.

**SAMUEL LEWIS & CO. Limited**  
**DUDLEY, ENG.**

Manufacturers of every description of

WROUGHT NAILS, RIVETS, CHAINS, CABLES, ANCHORS

✿ BOLTS AND NUTS ✿

CART HAMES, PULLEY BLOCKS, ANVILS, VISES,  
CRAMPS, HAMMERS, PAN BITS, ETC.

HINGES, BUILDERS' AND GENERAL ODDWORK, SPADES,  
SHOVELS, FORKS, TOOLS, ETC., ETC.



skins, \$1 to \$1.10 each, and calfskins active at 9 to 11c. per lb.

#### PETROLEUM.

Quiet. We quote as follow: "Acme," 18½c.; "Perfection" and "Silver Star," 17½c.; Canadian refined, 17½c., and Pratt's Astral, 22½c.

#### COAL.

As last noted. We quote: Stove, \$6; chestnut, \$6; egg, \$5.75; Scotch grate, \$6.25; Scotch steam, \$4.25 to \$4.75; Tower ports steam, \$3.75 to \$4.

#### MONTREAL NOTES.

Seal oil has advanced 2½c. per gallon.

Copper in New York is ⅞c. per lb. higher than it was.

Rodgers cutlery is from 5 to 10 per cent. higher in value.

There has been an advance in lead in London of 2s. 6d. per ton.

Pig iron warrants at Glasgow, according to cables, are almost a shilling higher than last week.

Ingot tin since last week has declined £5 the ton at London, and \$1.00 per 100 lb. at New York.

F. H. Scott, of the Temple Building, St James street, has been appointed Canadian agent for Singleton & Priestman, Pond Hill, Sheffield, the well-known English cutlery makers.

#### ONTARIO MARKETS.

TORONTO, March 23, 1900.

#### HARDWARE.

THE feature of the wholesale hardware trade is still the delivery of goods ordered some time ago. These are going forward just about as freely as ever, although one hears complaints in regard to new business, yet when it comes down to getting at figures the volume of business for the month appears to be about as good as it was last year. The trade for January and February, as pointed out in previous issues, was, on the whole, much better than a year ago, so that so far this year the volume of business is generally larger than for the same period in 1899, and prices are certainly better in a great many lines of shelf hardware. There have been no material changes in prices during the past week. In fence wires very little new business is to be noted, but shipments are still going forward. One of the features of the forward business is the urgent requests which are coming to hand from dealers who are asking that the shipments of churns be made at once. A good many sap buckets are also going out and manufacturers are beginning to make delivery of eavetrough. Green wire cloth, and screen doors and windows are also going forward freely. Cutlery and sporting goods are in fair demand. There is not much new business transpiring in wire nails, but forward orders are still going out freely.

**BARBED WIRE**—There is nothing new to note in this line, forward orders are still going out and a few orders are coming in for shipment from stock, being from retailers who did not order for shipment from

84,000 Daily Production.  
5 Factories. 5 Brands.

## NICHOLSON FILES

For sale all over the World.



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.  
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

## BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass.** Also of a durable, highly-polished material called "**MARBLETT**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Borders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No 68 St. Helens.

## Hardwood CHARCOAL WOOD ALCOHOL

in Bulk or Sacks.

equalling Methylated Spirits as a solvent.

Manufactured only by...

## THE STANDARD CHEMICAL CO., Limited

Factories { Fencel Falls.  
Deseronto.

Gooderham Building, TORONTO

75 YEARS.

ESTABLISHED 1825.

75 YEARS.

CELEBRATED

## HEINISCH

SHEARS.

Tailors' Shears,  
Trimmers, Scissors,  
Tinnern's Snips, etc.

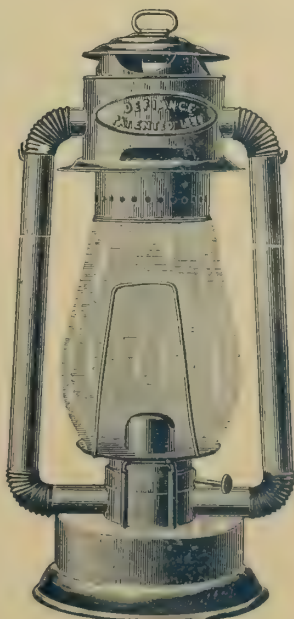


ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 90 Chambers St  
NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.



## Defiance Cold Blast Lantern

With **Patent Fluted Plate**, by which the air is admitted so as to come in contact with the Globe, so tending to keep it cool.

**SOLD BY LEADING JOBBERS.**

Manufactured by

## W. W. CHOWN & CO.

Belleville - - - Ontario.



factory. Prices are unchanged, and we quote: \$3.72½ Toronto for less than carlots, and \$3.47½ f.o.b. Cleveland per 100 lb. in carlots.

**SMOOTH STEEL WIRE**—Business in oiled and annealed wire is still confined to forward business. An occasional order only is being received for hay-baling wire. The base price is unchanged at \$3.45½ per 100 lb.

**GALVANIZED WIRE**—Shipments are still going forward from the factory, but no repeat orders are yet reported. We quote f.o.b. Toronto: Nos. 6, 7, 8 gauge, \$4.40; No. 9, \$3.47½; No. 10, \$4.55; No. 11, \$4.60; No. 12, \$3.62½; No. 13, \$3.77½; No. 14, \$5.15; No. 15, \$5.45; No. 16, \$5.65.

**WIRE NAILS**—New business is still quiet, although the demand, if anything, is improving. A large number of shipments to fill orders booked sometime ago are being made, and, as far as can be gathered, there are still a great many to go forward. The base price is unchanged at \$3.40 for carlots and \$3.50 for less than carlots f.o.b. Toronto, Hamilton and London.

**CUT NAILS**—These continue quiet and unchanged at the base price of \$2.85 Toronto, Hamilton and London.

**HORSE NAILS**—A steady, but uninteresting business is being done in horse nails. The discount is 50 per cent. on standard oval head, and 50 and 10 on Acadian.

**HORSESHOES**—Nothing particularly new has developed in this line during the past week, the volume of business being only moderate. Prices are steady and unchanged. We quote f.o.b. Toronto, Hamilton, London and Guelph as follows: No. 2 and larger, light, medium and heavy iron shoes, \$4.05; snow shoes, \$4.30; light steel shoes, \$4.35; featherweight shoes, all sizes, \$5.60. No. 1 and smaller, light, medium and heavy iron shoes, \$4.30 per keg; iron snow shoes, \$4.55; light steel shoes, \$4.60; featherweight steel shoes, all sizes, \$5.60.

**SCREWS**—The demand for screws, like it has been for some time, is good, while prices rule firm and unchanged. We quote: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

**BOLTS AND NUTS**—Business continues fairly good in stove and tire bolts. Prices are steady and without any change. We quote as follows: Norway bolts, full, square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 62½ per cent.; nuts, square, 3½c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

**RIVETS AND BURRS**—Trade is moderately steady, but without any special feature. We quote: Carriage section, wagon box, rivets, etc. 45 per cent.; black M rivets, 45 per cent.; iron burrs, 40 per cent.; copper rivets, 35 per cent.; bifurcated, with box, 1.25; coppered iron rivets and burrs, in 5-lb. carton boxes, 30c. per lb.

**CHURNS**—Some very large shipments of

churns have been made during the past week to fill orders booked some time ago. These shipments, it appears, are larger than is usual at this time of the year. Discount on revolving churns is 58 per cent. from factory and 56 per cent. from stock in Montreal.

**SAP BUCKETS**—The milder weather early in the week gave quite a stimulant to business in this line, and dealers in the country were anxious to get deliveries made. Towards the latter part of the week, however, business fell off somewhat.

**EAVETROUGH**—The factories are this week beginning to make shipments, and a good many orders have gone forward.

**WARE**—Trade in enameled ware is still quiet, but creamer and milk cans are beginning to move a little.

**ROPE**—The rope trade is rather quiet, but prices rule steady at 15½c. per lb. for manila, and 12½c. for sisal.

**BINDER TWINE**—There is not much business being done in binder twine. We quote: Sisal, 11½c.; manila, 14½c., and mixed, 12½ to 14c.

**WRINGERS**—These are in fairly good demand, with prices steady and unchanged. We quote: "Leader," \$60 per doz.; "Royal Canadian," \$58; "Royal American," \$50. Prices are all f.o.b. Toronto, Hamilton, Brockville, and Montreal. Discount, 45 per cent. Terms, four months, or 3 per cent. 30 days.

**HARVEST TOOLS**—Shipments are being made to country points, but no fresh orders are coming in, the trade evidently being pretty well supplied. Discount, 50 and 10 to 50, 10 and 5 per cent.

**SPADES AND SHOVELS**—The demand for spades and shovels and farm implements is picking up. Retailers are now evidently getting their stocks in pretty good shape for spring trade. Discount, 40 and 5 per cent.

**CUTLERY**—A fairly good trade is to be noted. The demand is mostly for pocket cutlery.

**SPORTING GOODS**—Quite a few loaded shells are going out, and the demand is good for metallic ammunition.

**GREEN WIRE CLOTH**—This is going out pretty lively at present prices. The jobbers are already out of some sizes, and the manufacturers appear to be having all they can do to keep pace with the trade. The price is firm at \$2 per 100 square feet.

**SCREEN DOORS AND WINDOWS**—A good many shipments are being made of orders booked some time ago.

**POULTRY NETTING**—There is a fair demand for this line at the unchanged discount of 45 per cent.

**CEMENT**—The demand is improving steadily. The advance noted last week is well maintained. We quote nominally in barrel lots as follows: Canadian Portland, \$2.80 to \$3.00; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

#### METALS.

Pig tin is a little easier again, but, in other lines of metals, quotations are firm; in some lines, notably black sheets and lead, prices are higher.

**PIG IRON**—Business is just moderate, with prices steady. We quote: No. 1 Hamilton,

## OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

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\$24 to \$25 per ton at the furnace; No. 1 Tona-wanda, \$25.40 in bond, Toronto, and No. 2, \$24.40; No. 1 Southern, \$24 in bond, Toronto.

**BAR IRON**—Business keeps in a fairly satisfactory condition, and prices are firm and unchanged at \$2.45 to \$2.50 per 100 lb.

**PIG TIN**—The outside markets during the past week have fluctuated quite a little, with lower prices as a net result. Local quotations are 1c. per lb. lower, the range in prices being 36 to 37c. The demand has been fair, but for small lots only.

**TINNED SHEETS**—Trade in this line is rather quiet, the improvement noted last week evidently not having been maintained.

**TERNE PLATES**—There have been a few more inquiries during the past week.

**BLACK SHEETS**—The volume of business has been rather small, but prices are 10c. higher than they were a week ago, now being quoted at \$3.60 for 28 gauge.

**CANADA PLATES**—A few sorting - up orders from stock have been taken during the week and a little business is still being done in an import way. We quote, according to quality, as follows: All dull, \$3.35 to \$3.50; half polished, \$3.45 to \$3.60; all bright \$3.85 to \$4.

**GALVANIZED IRON**—A decidedly stronger feeling exists in regard to galvanized iron. The Americans advanced their prices 10 per cent. towards the latter part of last week, but subsequently withdrew these quotations and will not now quote unless specifications are before them. A strong feeling also exists in regard to galvanized iron of British manufacture. Local quotations while firm are unchanged, English iron being quoted at \$5.10 in case lots, and American at \$4.75, with 15c. per 100 lb. additional for less than case lots.

**COPPER**—The market is firm, with prices steady and unchanged. Trade has been fairly active in ingot copper, but in sheet copper the demand is not as brisk as it was. We quote ingot at 19 to 20c. per lb., and sheet at 23 to 23½c. per lb.

**BRASS**—Trade is fair, but without any special feature. The discount is 15 per cent. for roll and sheet, 14 to 30 gauge.

**SPELTER**—Trade in this line has shown a little more activity during the week and prices are steady at 7 to 7¼c. per lb.

**ZINC SHEETS**—There has been a fair demand for small quantities. We quote: Cask lots at 7½c. per lb. and part casks at 7¾c. per lb.

**LEAD**—The price of lead is quoted 15c. per 100 lb. higher at \$5 to \$5.25. Business in this line has been good during the past week. A fairly good business has also been done in sheet lead, which is quoted at 5½ to 5¾c. per lb.

**SOLDER**—Trade is fairly active for this time of the year. Prices are unchanged.

**LEAD PIPE**—There is just a moderate business being done. We quote: Ordinary pipe, 7c., and waste, 7½c. per lb. Discount, 15 per cent.

**IRON PIPE**—The demand for iron pipe is fairly good, and prices are a little lower on galvanized pipe on account of cutting among jobbers. We quote: Black pipe, ¼ to ¾ inch, \$3.60; ½ inch, \$3.70; ¾ inch, \$4.20; 1 inch, \$5.90; 1¼ inch, \$7.85; 1½ inch, \$9.75; 2 inch, \$13; 2½ ch. discount off to 6 in the list 45 per cent. Galvanized pipe is quoted as follows: ½ inch, \$6; ¾ inch, \$7.75; 1 inch, \$10.50;

1¼ inch, \$15.50; 1½ inch, \$18.25; 2 inch, \$25.50.

**RANGE BOILERS**—Business in this line keeps just moderate, and prices are unchanged. We quote: Standard, tested to 200 lb., guaranteed for 2 years, 30 gals., \$6.75; 35 gal., \$7.75; 40 gal., \$9. Standard, extra heavy, tested 250 lb., guaranteed for 5 years, 30 gal., \$8.40; 35 gal., \$9.25; 40 gal., \$10.60.

**ANTIMONY**—The movement has been small during the past week. Prices are unchanged at 11 to 11½c. per lb. for Cookson's.

**CHAIN**—Quite an improved demand has set in during the past 10 days for the heavier sizes.

#### PAINTS AND OILS.

There is a good movement of spring goods, but orders are not very large, as the prolonged cold weather has interfered with buying. The general tendency of the market keeps upward. An advance of ½c. per lb. is noted in castor oil. Otherwise there is no change. Linseed oil is stiffening in England, an advance of 1c. having been made there in the last few days. White and red lead are quiet at steady prices. Turpentine is fluctuating somewhat in the South, but it is expected that the present basis will be maintained locally for some time. Paris green shows the least strength of any article on the list, and some cutting has been done. We quote:

**WHITE LEAD**—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½; No. 3, \$5.75; No. 4, \$5; dry white lead in casks, \$5.75.

**RED LEAD**—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

**LITHARGE AND ORANGE MINERAL**—Litharge, 6 to 6¼c.; orange mineral, 8 to 8½c.

**WHITE ZINC**—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

**PARIS WHITE**—90c.

**WHITING**—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

**GUM SHELLAC**—In cases, 22½c.; in less than cases, 25c.

**PUTTY**—Bladders, in bbls., \$1.90; bladders, in 100 lb. kegs, \$2.05; bulk, in bbls., \$1.75; bulk, in less quantities, \$1.90.

**PLASTER PARIS**—New Brunswick, \$1.90 per barrel.

**PARIS GREEN**—Petroleum, bbls., 18c.; arsenic, kegs, 18¼c.; drums, 50 and 100 lb. 18¾c.; drums, 25 lb., 19¼c.; tins, 1 lb., 20¾c.; tins, ½ lb. 22¾c.; packages, 1 lb., 19¾c.; packages, ½ lb., 21¾c.

**PUMICE STONE**—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

**LIQUID PAINTS**—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

**SEAL OIL**—54c. per gallon, and yellow seal at 45c.

**CASTOR OIL**—East India, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

**LINSEED OIL**—Raw, 1 to 4 barrels, 68c.; boiled, 71c.; 5 to 9 barrels, raw, 67c.; boiled, 70c.; 10 to 19 barrels, raw, 67c.; boiled, 70c. To outside points, 2c. more is charged.

**TURPENTINE**—Single barrels, 83c.; two to four barrels, 82c., freight allowed; in less

quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged. To outside points 2c. more.

#### GLASS.

The market keeps firm. It is not likely that prices will be raised here in sympathy with the advance in Belgium for some time. The movement from stock is good, and predictions of a shortage in many lines before import glass arrives are freely made. We quote first break as follows: Star, in 50-foot boxes, \$2.20, and in 100-foot boxes, \$4.20; double diamond under 25 united inches, \$6.25, Toronto Hamilton and London; terms 4 months or 3 per cent, 30 days.

#### MARKET NOTES.

Black sheets are 10c. higher.

Pig tin is quoted 1c. per lb. lower, at 36 to 37c.

Galvanized pipe is a little lower on account of cutting among the jobbers.

Castor oil is ½c. per lb. higher. Cases are now quoted 9½ to 10c. per lb.

Sanderson Percy & Co., Toronto, have a large stock of bluestone (sulphate of copper) for spraying, which they are offering at close prices.

Owing to great increase in business, The Office Specialty Manufacturing Co., Limited, have been obliged to move to larger premises, and now occupy the commodious warehouse, 77 Bay street, Toronto.

#### THEY NOW MAKE TOOLS.

The Garden Tool Works, recently taken over by the James Smart Manufacturing Co., Brockville, Ont., are now being run by the latter as a department of their business. Among the tools manufactured by the company may be mentioned bench axes, hunters' axes, boys' axes, chopping axes, tomahawks, shingling hatchets, lathing hatchets, various kinds of hammers, blacksmiths' sledges, drilling sledges, etc. The James Smart Mfg. Co., Limited, also make the Kelsey warm air generators.

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# HANDY REFERENCE GUIDE.

A CLASSIFIED INDEX OF ARTICLES ADVERTISED IN THIS SPECIAL NUMBER OF HARDWARE AND METAL  
FOR THE CONVENIENCE OF READERS AND THE BENEFIT OF ADVERTISERS.

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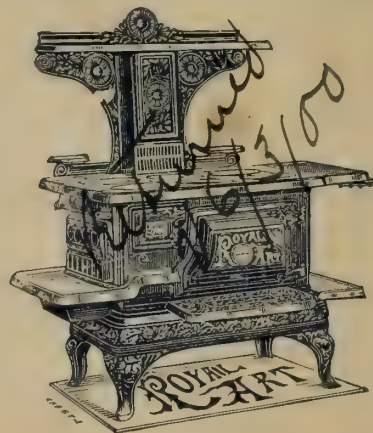
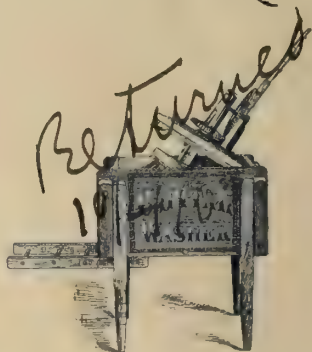
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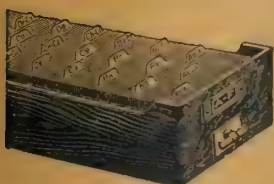


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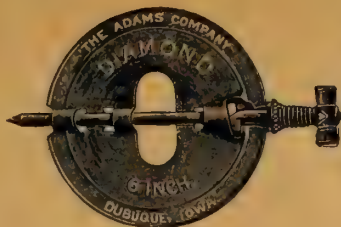
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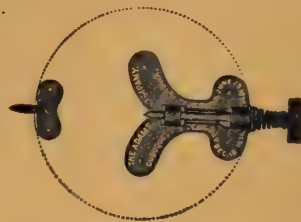


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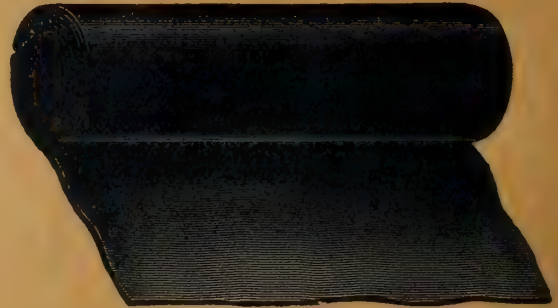
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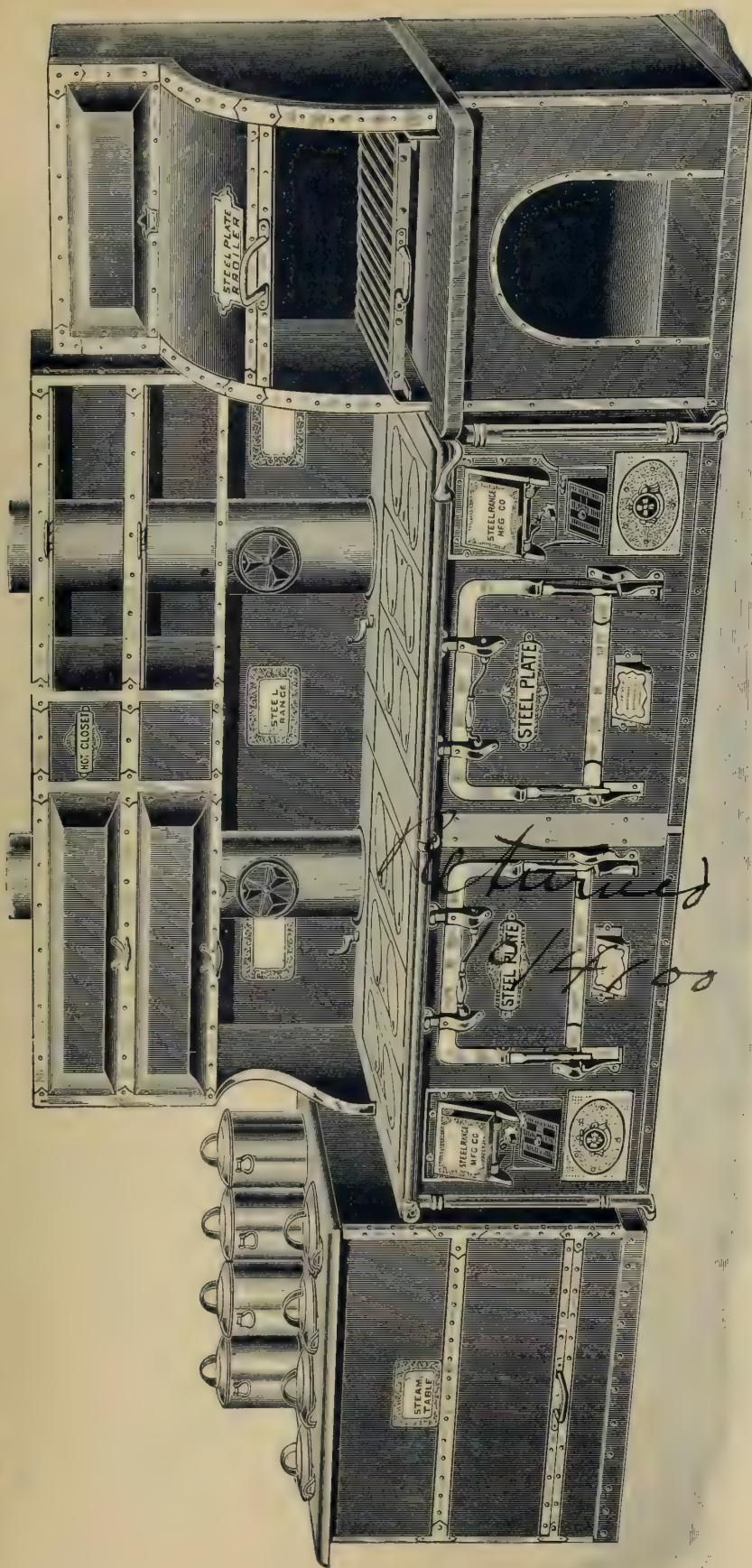
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VOL. XII.

MONTREAL AND TORONTO, MARCH 31, 1900.

NO. 13



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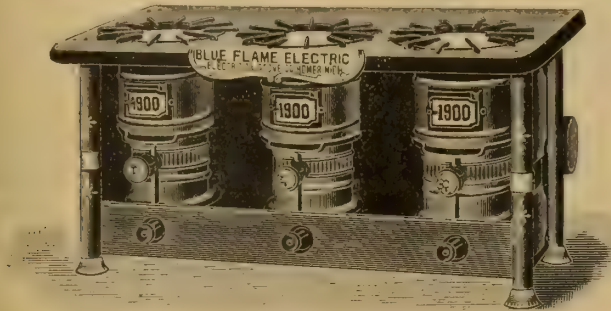
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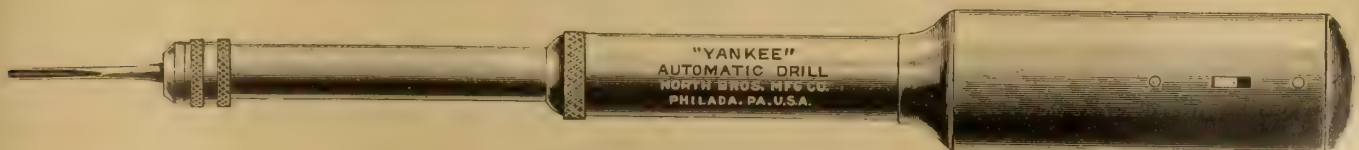
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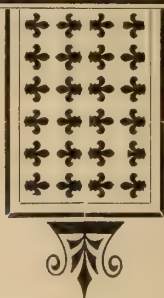
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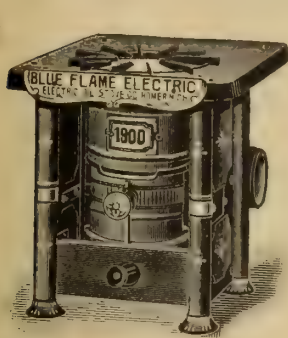
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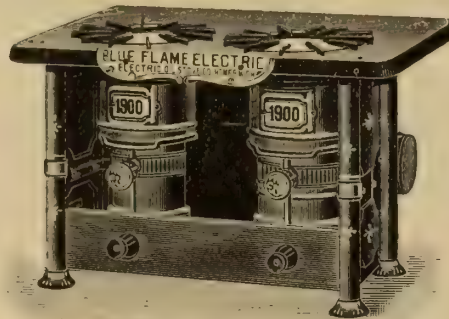
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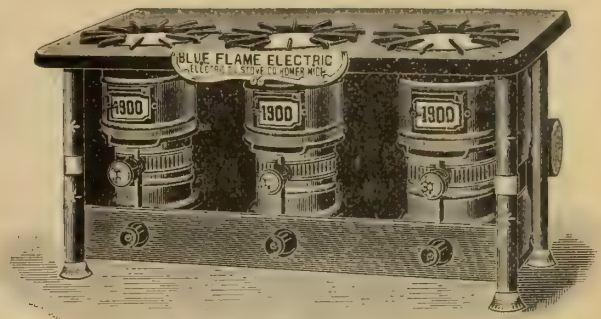
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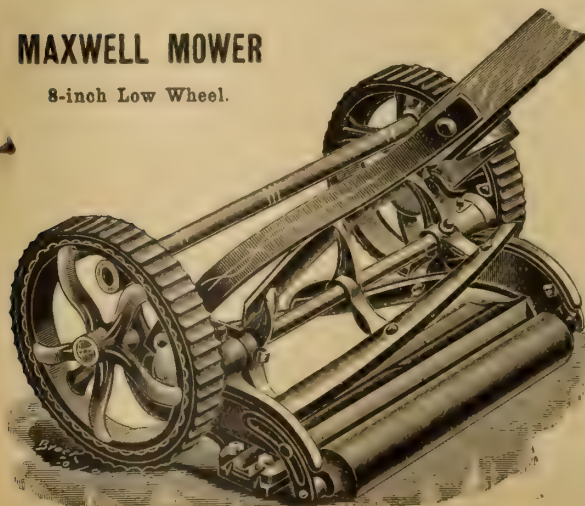
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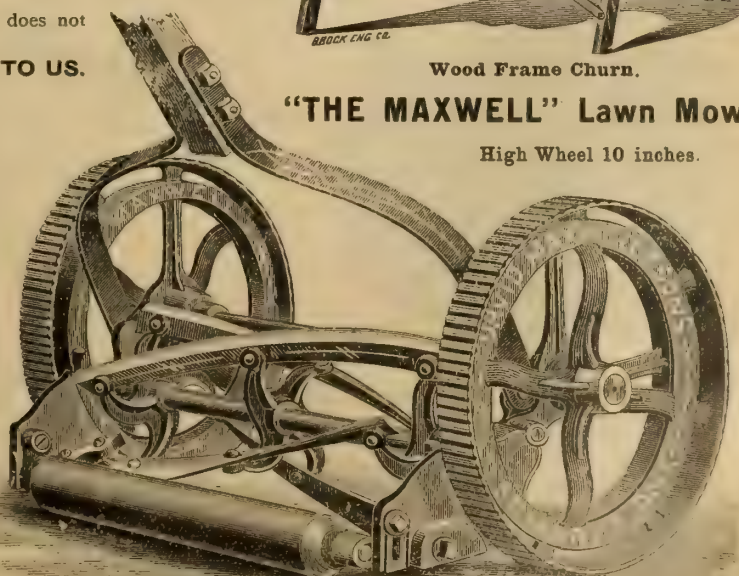
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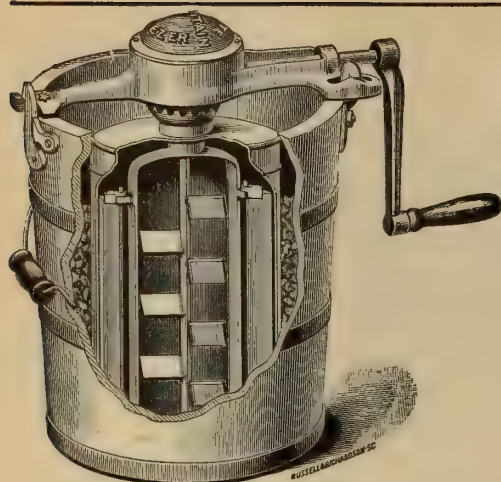


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High Wheel 10 inches.





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**THE FIGHT DECLARED OFF.**

THOSE who have been looking forward to a lively legal tilt in the courts between Andrew Carnegie and H. C. Frick will be disappointed. The fight has been declared off, and a new company is being formed in which Mr. Frick will be one of the partners.

The company, which is to be capitalized at \$160,000,000, received its charter on Saturday last. All of the stock, it is stated, is subscribed for. The principal subscribers and the number of shares of each are as follows: Andrew Carnegie, New York, 86,379 shares; Henry Phipps, Pittsburg, 17,226; H. C. Frick, Pittsburg, 15,484; Chas. M. Schwab, Braddock, Pa., 18,929; Francis J. F. Lovejoy, Pittsburg, 7,024; Lawrence C. Phipps, Pittsburg, 2,653; William H. Singer, Alleghany, 2,829; Thomas Morrison, Braddock, 884; D. M. Clemson, Pittsburg, 884; Jas. Gayley, Pitts-

burg, 884; Andrew M. Moreland, Pittsburg, 810; John Walker, Allegheny, 703. The remaining stock is subscribed by 23 persons each of whom holds less than 500 shares.

The parties to what promised to be an expensive suit evidently came to the conclusion that it would be wiser to reserve their substance for business purposes than to waste it in court costs and lawyers' fees.

**CANADIAN COMPETITION IN IRON.**

On account of the prevailing high export prices of iron pipe, bar iron, wire nails, cut nails, horse-shoe nails, bolts, tacks and similar products manufactured in the United States, exporters were said to be turning their attention to Canada for the supply of their requirements in those lines, as it is stated that they can make purchases there from 5 to 10 per cent. cheaper than here.

That the large American manufacturers resent the idea of Canada becoming a serious competitor in an export trade of which hitherto the United States has had the practical monopoly on this side of the water is substantiated by private advices from Montreal. It is said that quantities of American pipe, etc. are being offered on the Canadian markets at a considerably lower price than the native production now fetches. It is further stated that the National Tube Co. is contemplating the opening of an agency in Montreal, with the view of securing orders for pipe required in Canada. Prominent New York exporters say, however, that while present prices exist Canadian manufacturers of pipe and other iron and steel products can have all the foreign business that they can attend to.

Canadian rolling mills consider the outlook sufficiently favorable to merit attention, and so far two Montreal concerns have opened agencies here, and are booking numerous orders for various foreign countries. The sales agent of the Montreal Rolling Mills has recently been to New York, and an agency will be opened here immediately. This concern is said to be one of the largest of its kind in Canada. The company is capitalized at \$5,000,000. Andrew Allan, the large steamship owner, is president of the company. The mills have a present capacity of 9,000 tons of bar and horseshoe iron, 9,000 tons of nail plates, 25,000 kegs of horseshoes, 25,000 boxes of horseshoe nails, 125,000 kegs of cut nails, 7,500 tons of wire and 75,000 kegs of wire nails. Of course, these figures suffer in comparison with the enormous production of The American Steel and Wire Co., The National Tube Works, etc., but the

Montreal people intend to considerably increase their output in the near future by the construction of a huge plant in Nova Scotia.

It is thought that the mills will then become a serious factor with which American manufacturers will have to contend in the securing of export trade, as they will be right on the mines, besides having further advantages in the way of better shipping and other facilities than they now enjoy, all of which will tend to cheapen production. In the meantime Canadian mills are importing quantities of old rails, wrecked plantation machinery and miscellaneous scrap iron from Cuba. They have recently purchased six shiploads. The material going into Canada is exempt from duty, so that our neighbors in this way save \$4 a ton. They are now said to be negotiating for the shipment of quantities of scrap iron from the British West Indies.

The Canadians are reported to be taking several substantial orders for cut nails. Yesterday several hundred kegs were sold for export to the Far East at a 10c. lower basis than the bed-rock nail quotations obtainable from American manufacturers. The transaction was made at \$2 less 2 per cent., whereas the present lowest American price is \$2.10 less 2 per cent. It was also said that an order for a \$20,000 lot of iron pipe for Germany was placed with Canadian mills.

The above is from The New York Journal of Commerce, of Monday last. Leading Canadian manufacturers who were interviewed in regard to the matter were not very communicative, but sufficient was ascertained to show that, though magnified in some particulars, there was a certain amount of foundation for it.

If this country is ever to be anything of importance as a producer of iron, it must also obviously be an exporter.

At present, our exports of iron and steel and manufactures thereof do not aggregate \$1,000,000. Of course, we are not taking into account articles into the manufacture of which iron and steel largely enter. Agricultural implements, and bicycles, for instance, are not reckoned. The exports of these last year were valued at \$1,863,468 and \$241,753, respectively.



## THE IRON AND HARDWARE TARIFF.

**H**ARDWARE AND METAL, in its review last week of the imports of iron and steel and manufactures thereof, during the past two years, ventured the remark that the net result of the preferential tariff was largely that it had enabled the British manufacturers to hold in the Canadian market the trade that was already theirs without appreciably helping them to gain what they had lost.

Since then, the Minister of Finance has announced an increase in the preference to

except in a few particulars, all things are not equal. For instance, after some years of steady effort to comply with the conditions of the Canadian trade, the Americans have so fortified themselves in this market that their position has become a decidedly strong one. While this process was going on, British manufacturers were, as a rule, decidedly passive.

Then, leaving aside altogether the question of relative aggressiveness for the trade of Canada, freight rates have been, on the

manufacturers in Pittsburg, Cleveland and other points in the United States. And these discriminations still exist.

Then, besides the question of freight rates, there is prompter shipment, it being possible to get delivery from points in the United States in as many days as it takes weeks to get it from Great Britain. This is obviously an important factor in trade-building.

How far the preferential tariff will go in counteracting these influences time alone will tell.

In cutlery, the British manufacturer is still supreme in the Canadian market, and this supremacy the preferential tariff will certainly help him to maintain, but it is thought by importers that the Sheffield manufacturers will find it difficult to drive out German goods of the lower qualities.

In such lines as builders' hardware, cabinet locks, till locks, and padlocks, the British manufacturers will find it no easy task to displace the Americans, for, while the duty is 30 per cent. on the product of the United States factories and but 20 per cent. on that of the British, the former are as a rule of better finish, and, at any rate, more attractive to the eye than those turned out by the British factories.

The accompanying table gives the rate of duty on the principal lines of hardware and iron and steel imported into Canada. A cursory glance at that table will show that the rate of duty under the general tariff ranges all the way from 5 to 35 per cent., and under the preferential tariff from  $3\frac{1}{2}$  to  $23\frac{1}{2}$  per cent. On cutlery and general hardware the duty is 30 per cent. under the general and 20 per cent. under the preferential.

Aided by the reduction of one-third in the duty, the British manufacturers should be able to gain a great deal in the Canadian market of what has been taken away from them by foreign competitors. It will, however, require effort, and a great deal of effort. But, with the importers largely in sympathy with them, the undertaking is not a forlorn hope.

The increased preference will not, it will be remembered, go into force until July 1 next.

|                                                                                                                                   | General Tariff  | Preferential Tariff. |
|-----------------------------------------------------------------------------------------------------------------------------------|-----------------|----------------------|
| Pig iron .....                                                                                                                    | \$2.50 per ton. | \$1.63½ per ton.     |
| Iron or steel ingots .....                                                                                                        | \$2.00 per ton. | \$1.33 per ton.      |
| Rolled iron or steel angles, tees, beams, etc., less than 35 lb. per lineal yard .....                                            | \$7.00 per ton. | \$4.66½ per ton.     |
| Rolled iron or steel angles, tees, beams, joists, etc., and flat-eyed bar blanks not punched or drilled. . .                      | 10 per cent.    | 6½ per cent.         |
| Bar iron or steel .....                                                                                                           | \$7.00 per ton. | \$4.66½ per ton.     |
| Rolled iron or steel plates not less than 30 inches in width and not less than ¼ inch thick, n.o.p. ....                          | 10 per cent.    | 6½ per cent.         |
| Rolled iron or steel sheets or plates, sheared or un-sheared, etc. ....                                                           | \$7.00 per ton. | \$4.66½ per ton.     |
| Canada plates, russia iron, flat galvanized iron or steel sheets, terne plates, etc. ....                                         | 5 per cent.     | 3½ per cent.         |
| Iron and steel railway bars or rails for electric railways                                                                        | 30 per cent.    | 20 per cent.         |
| Railway fishplates and ties .....                                                                                                 | \$8.00 per ton. | \$5.33½ per ton.     |
| Locomotives for railways .....                                                                                                    | 35 per cent.    | 23½ per cent.        |
| Iron or steel bridges or parts thereof .....                                                                                      | 35 per cent.    | 23½ per cent.        |
| Springs, axles, axle bars, axle blanks .....                                                                                      | 35 per cent.    | 23½ per cent.        |
| Cast iron pipe .....                                                                                                              | \$8.00 per ton. | \$5.33½ per ton.     |
| Wrought iron or steel boiler tubes .....                                                                                          | 5 per cent.     | 3½ per cent.         |
| Tubes of rolled steel, seamless, not more than 1½-inch diameter, and seamless steel tubes for bicycles . . .                      | 10 per cent.    | 6½ per cent.         |
| Wrought iron or steel tubing, plain or galvanized, not over 2 inches in diameter .....                                            | 15 per cent.    | 10 per cent.         |
| Wrought iron or steel tubing, plain or galvanized, 2 inches or less in diameter .....                                             | 35 per cent.    | 23½ per cent.        |
| Iron or steel cut nails and spikes (ordinary builders') and railroad spikes .....                                                 | ¼c. per lb.     | ¼c. per lb.          |
| Horseshoes and horse nails .....                                                                                                  | 30 per cent.    | 20 per cent.         |
| Wrought and pressed nails and spikes .....                                                                                        | 30 per cent.    | 20 per cent.         |
| Wire nails .....                                                                                                                  | 3-5c. per lb.   | 2-5c. per lb.        |
| Wood screws .....                                                                                                                 | 35 per cent.    | 23½ per cent.        |
| Coil chain .....                                                                                                                  | 5 per cent.     | 3½ per cent.         |
| Wire, covered .....                                                                                                               | 30 per cent.    | 20 per cent.         |
| Brass wire, plain .....                                                                                                           | 10 per cent.    | 6½ per cent.         |
| Copper wire .....                                                                                                                 | 15 per cent.    | 10 per cent.         |
| Wire cloth of brass or copper .....                                                                                               | 25 per cent.    | 16½ per cent.        |
| Wire cloth and wire netting of iron or steel .....                                                                                | 30 per cent.    | 20 per cent.         |
| Lead, in bars and in sheets .....                                                                                                 | 25 per cent.    | 16½ per cent.        |
| Brass and copper nails, tacks, rivets and burrs .....                                                                             | 30 per cent.    | 20 per cent.         |
| Builders' and carriage hardware .....                                                                                             | 30 per cent.    | 20 per cent.         |
| Cutlery .....                                                                                                                     | 30 per cent.    | 20 per cent.         |
| Skates .....                                                                                                                      | 35 per cent.    | 23½ per cent.        |
| Knife blades or blanks .....                                                                                                      | 10 per cent.    | 6½ per cent.         |
| Files and rasps .....                                                                                                             | 30 per cent.    | 20 per cent.         |
| Adzes, cleavers, hatchets, saws, hammers, crowbars, cant-dogs, picks, anvils and tools of all kinds for hand or machine use ..... | 30 per cent.    | 20 per cent.         |
| Harvest tools .....                                                                                                               | 25 per cent.    | 16½ per cent.        |
| Axes .....                                                                                                                        | 25 per cent.    | 16½ per cent.        |
| Guns, rifles, revolvers and ammunition .....                                                                                      | 30 per cent.    | 20 per cent.         |
| Tinware .....                                                                                                                     | 25 per cent.    | 16½ per cent.        |
| Brass pumps and lawn sprinklers .....                                                                                             | 30 per cent.    | 20 per cent.         |
| Steam engines, boilers, etc. ....                                                                                                 | 25 per cent.    | 16½ per cent.        |
| Mowing machines, harvesters, ploughs, horse rakes, seed drills, etc. ....                                                         | 20 per cent.    | 13½ per cent.        |
| Bicycles and tricycles .....                                                                                                      | 30 per cent.    | 20 per cent.         |

$33\frac{1}{2}$  per cent. This has, of course, given fresh interest to the question.

As far as HARDWARE AND METAL can gather, the change generally meets with the approval of the hardware trade in Canada. All things being equal, nearly every importer would give the British manufacturer the preference. Under ordinary circumstances,

whole, favorable to the manufacturer across the border, and not only more favorable to the United States manufacturer as against the British, but as against the Canadian manufacturer as well. Often has the protection which the latter enjoys under the tariff been discounted by the advantage which discriminating freight rates accord



**HARDWAREMEN AND SPRAY PUMPS**

**A**LTHOUGH the efficacy of spraying as a curtailment of the depredations of insect life upon fruit trees has been established beyond peradventure, spray pumps are not being pushed by the hardware trade to the extent they should be.

Spray pumps give the retailer, as far as can be learned, a fairly good profit, and the farmers and fruit-growers are not yet so well supplied that difficulty will be found in finding purchasers.

HARDWARE AND METAL is sure that if hardwaremen will take hold of spray pumps and push them more vigorously than they have, as a rule, heretofore done, their profits can be materially increased.

At the Industrial Exhibition in Toronto last year, apples were exhibited which had been gathered from sprayed and non-sprayed trees. And, although the trees were side by side, in many instances there was a striking difference between the quality of the fruit, the apples from the sprayed trees being large and sound, while those from the non-sprayed were small, shrivelled and worm-eaten.

Now, the better the quality of the fruit, the better the price the grower receives for it. And the benefit derived from this increased earning power accrues to the hardwareman as well as to merchants in other lines of trade.

**AMBITIOUS ELECTRIC RAILWAY SYSTEM.**

An ambitious scheme for the building of electric radial systems from Toronto is under consideration.

Ald. Lamb and Engineer Rust, of the "Queen City," are apparently the prime movers in the scheme.

The scheme embraces no less than 10 different routes, some of which, if carried out, will touch towns and villages 60 to 70 miles from Toronto. The estimated cost of track and roadways alone of the different routes is as follows:

|              | Mileage. | Cost.     |
|--------------|----------|-----------|
| No. 1 .....  | 63 ..... | \$525,000 |
| No. 2 .....  | 15 ..... | 125,000   |
| No. 3 .....  | 48 ..... | 370,000   |
| No. 4 .....  | 59 ..... | 455,000   |
| No. 5 .....  | 16 ..... | 120,000   |
| No. 6 .....  | 7 .....  | 50,000    |
| No. 7 .....  | 50 ..... | 585,000   |
| No. 8 .....  | 13 ..... | 105,000   |
| No. 9 .....  | 53 ..... | 435,000   |
| No. 10 ..... | 30 ..... | 280,000   |

Total ..... 354 ..... \$2,850,000

While all of the 10 schemes may not be

carried into practice, some of them, and perhaps the most of them, will be, in time.

This is an age of electric-road building, radial as well as ordinary, and its effect upon the local freight, and even passenger, rates of the steam railways will be watched with interest.

The building of electric roads in country districts promises something more than freight and passenger accommodation: It means competition with railway systems which have now practically no competitors.

**HAMILTON'S NICKEL STEEL WORKS**

**A**N interesting description of the new nickel steel works which are to be established in Hamilton has been prepared by Clifford C. Smith, the engineer, who will likely have charge of the erection of the plant, which, according to these plans, as published in The Hamilton Times, will cost about \$6,000,000.

The works are to be built on the south shore of the Hamilton Bay, and to the east of the blast furnace already there. At least a square mile of land will be necessary, and it will be so situated as to offer the most economical method of receiving ore, fuel, etc., and of shipping the finished products.

The Wellman Seaver Engineering Co., of Cleveland, O., who have the contract for the plant, have over 30 draughtsmen preparing plans for the building and foundations.

When completed the work will include four blast furnaces, each having a capacity of about 600 or 700 tons per day of 24 hours. These furnaces will be 105 feet high with a 23-foot back. They are to be arranged in a line parallel with the main line of the Grand Trunk railway, and with the water front, being near the latter. Between the furnaces and the water front are located the ore docks, and also the storage bins for the coke and limestone. It is estimated that 130 cars of coal fuel and 150 cars of iron ore and limestone as raw material will be consumed every day. The ore yards will be large enough to hold six months' supply of ore, so that it may all be brought to the works by boat.

The furnaces are to be each provided with a cast-house, and also an arrangement of tracks for receiving the cast of each furnace into hot metal cars, which transfer

the cast direct to the mixer plant, in which the hot metal is stored in two large cylindrical mixers, each holding about 300 to 400 tons of molten pig iron. These mixers are lined with firebrick, the idea being that by mixing the casts from the different furnaces together a more uniform composition is obtained for use in making the steel.

On Sundays and holidays, though the blast furnace plant must necessarily continue in operation, labor will be reduced to a minimum by the use of a casting machine, which consists of a large number of movable iron pig molds, which are arranged in such a way as to form an endless chain, the whole being moved by electric power, and the pig iron is cast from the mixers into these pig molds, which pass slowly up an incline, and are cooled on the way up by water, so that, on arriving at the top, they are cool enough to be dumped out of the molds into the chutes, from which they are loaded directly into the cars. Ordinarily, however, the pig iron is poured directly from the mixers into ladles, which convey it to the open-hearth steel melting furnaces.

Each blast furnace is provided with a proper equipment of four hot-blast stoves, and the necessary blowing engines. There will be a boiler plant of 12,000 horse-power water tube boilers, and there will also be in the pump-house an equipment of electric pumping engines, which will take water from a crib in the bay, and which will be of sufficient size to supply the whole plant.

Two open-hearth buildings, about 80x800 feet., will constitute the steel plant. Each of these will contain 12 50-ton Wellman rolling open-hearth furnaces, each of which will turn out at least 100 tons of steel ingots per day of 24 hours. These ingots pass through ingot strippers and then go into the rolling mill plant, where there will be a blooming mill with a capacity of 12,000 to 15,000 tons of billets, and a plate mill capable of turning out 150 to 400 tons of plate per day. Among the principal products of this mill will be nickel-steel rails, armor-plate, and plate for boilers, tanks, etc.

A machine shop, 300 x 75 ft., will contain all machinery necessary for making new machinery and repairing the old. There will also be an iron foundry, 150 x 50 ft., for making necessary castings.

It has also been decided to erect by-product coke ovens in connection with this plant. This feature of the enterprise will be a large industry in itself, as usually coke ovens for a plant of this size will cost in the neighborhood of \$3,000,000, and will occupy almost as much land as the plant itself.



## THE SUCCESSFUL SMALL TRADER.

By George Hovey.

THE present time sees the so-called department store in the front rank of business ventures. The tendency has been to concentrate under one roof and management all the variety of merchandise usually carried by individual traders in distinct and separate stores. But the department store, while filling its mission as a matter of economy and convenience to the public, will not, I trust, ever encroach to a very alarming extent on the

### GREAT ARMY OF SMALL TRADERS.

These small traders are part and parcel of our thriving cities and towns, their places of business being found along all thoroughfares and their proprietors identified with the best element of our social and business life. By small traders I refer more especially to those engaged in business where the capital employed ranges from \$500, or less, up to, say, about \$2,000.

In an investment of that amount of money the proprietor must depend almost entirely upon his own

### INDIVIDUAL EFFORTS

to do the buying and the selling, to handle the money, to keep the books, and, in fact, in every way have his own personality alone responsible for the success of his venture.

The wholesale dealer looks largely to those small traders as distributors of his wares and merchandise. He solicits their patronage, extending liberal lines of credit, and, therefore, is vitally interested in seeing them prosper. A careful survey of the situation will convince anyone that the success of the small trader is not a mere matter of chance—that he must possess honesty and ability; that

### METHOD AND SYSTEM

must enter into a small business, as well as a large one, to bring about satisfactory results. Such a trader is a bulwark of strength to the credit system, inasmuch as, appreciating the value of good credit with the wholesale dealer, he is free to give any information required by the credit man as to his financial standing. He fully realizes that he thus facilitates the intelligent granting of those favors which enable him to enlarge his business, and thus increase his profits.

The small trader that succeeds knows the importance of

### DISCOUNTING HIS BILLS;

he realizes that the percentage saved is clear gain. He is fully assured, also, that prompt payments kept his credits the best; that he is thus enabled to buy his goods right; that the best houses will seek his patronage.

If he finds he is at any time unable to do this, he at once seeks for the cause, that he may apply the remedy promptly. He may find that he is trusting too freely, or buying too liberally, or his expenses are too large, or that he is selling his goods at too small a margin of profit. His experience tells him, also, that it is good business policy to be a cautious and careful buyer and to deal with few houses; that a

### CASH BUSINESS IS ALWAYS BEST,

and that credit-giving with a small capital is dangerous. If he must trust out some goods, he limits the credit to 30 days, and is a prompt collector when the bills are due.

Our progressive small dealer keeps some record, at least, in book form, of his sales and expenses daily, and the sum total of such sales and expenses for each month and each year. He knows what profit he makes on his goods, and thus he can readily see whether the profits are more or less than the expenses. It is very simple, yet how many fail to understand the true condition of their business because they keep no books, thinking there is nothing to do but to sell goods. They seem unmindful that they need the facts and figures on their books to show results, so as to regulate buying, expenses, and profits.

Having invested his money in a stock of merchandise and fixtures, the careful trader always sees to it that they are

### PROMPTLY INSURED.

A loss by fire is certainly a possibility; that the insurance company charges a high rate of premium is sufficient evidence that they think there is great risk; yet many, because the rate is high, argue from false premises that they will not insure. Thus the lack of ordinary prudence places in jeopardy perhaps the savings of a lifetime, when for a few dollars protection could be secured.

### The up-to date trader takes an

### INVENTORY OF HIS STOCK

and fixtures at least once a year. In case of a loss by fire he knows he will secure a more prompt and satisfactory adjustment. It is only by having such an inventory from time to time, also, that his actual gain or loss in business can be determined. He thus is placed in a position, also, to know the salable condition of his stock, and can add to it or reduce it intelligently.

A small business means, of necessity, small profits. Therefore, our prompt and reliable customer is thrifty and economical. He thinks of saving as well as of getting. He always makes business his first thought; pleasure comes afterwards, and is all the more

enjoyable. He believes in the old adage, "Keep the shop, and thy shop will keep thee."

### A SIMPLE METHOD OF CASTING.

Amateurs and others who are experimenting with electrical apparatus and are in need of small castings of rather complicated forms, may often find the following simple method considerably cheaper and quicker than making a wooden or metallic pattern, says an exchange. The method is the one used by the Japanese for their complicated bronzes. The disadvantage of it is that only one casting can then be made, as the pattern is destroyed, but others can be taken from this casting in the usual way. The method consists in merely moulding the object in wax, which becomes sufficiently hard to hold its shape, but can be easily worked when warmed. This pattern is then surrounded by clay or some refractory material in a very soft state, making a thick solid mass around the whole pattern. When dry it is heated sufficiently to cause the wax to run out through holes prepared for the purpose; the metal is then poured in through these holes.

### HOW TO BLUE IRON.

A correspondent of The Metal Worker wrote: "Could you give me a recipe for bluing polished iron or steel, such as gun barrels, with chemicals? I am afraid to blue them by heat, for the reason that I have used some soft solder on them, and to heat them enough for bluing would melt the solder. I can get almost any color with acids, except blue. I thought probably you or some of the readers of The Metal Worker might help me out in this."

The following was the answer given: "This recipe for coloring iron may be of service to our correspondent, as it only requires heat up to the boiling point. It is taken from a well-known recipe book, and reads as follows: By placing bright articles of iron in a mixture of a solution of 4 oz. 15 drams of sodium hyposulphite in 1 quart of water, and one of 1 oz. 3 drams of acetate of lead in 1 quart of water and gradually heating to boiling point, they acquire an appearance as if blued."

## WIRE NAILS TACKS WIRE

Prompt Shipments

**The ONTARIO TACK CO.**  
Limited  
HAMILTON, ONT.



## ROLLING MILLS BURNED.

THE portion of the Montreal Rolling Mills containing the 18, 12 and 9-inch machinery was attacked by fire on Saturday afternoon last and seriously damaged. Of course, the trade will suffer to some extent through the fire, but it is gratifying to learn that the company is ready to attend to business despite its misfortune, as the following letter shows:

DEAR SIR,—We regret to inform you that we had a fire on Saturday in our rolling mills, which will disable us in this department only for a short time.

We are pleased to be able to state that all our other departments are running as usual this morning, and that our stocks of finished goods are not damaged in any way.

We would take this opportunity of thanking our friends for the patronage with which we have been favored, and ask those who have any uncompleted contracts with us for bar iron or steel to be a little patient, as we intend to fill all our orders with the least possible delay.

Yours truly,

MONTREAL ROLLING MILLS CO.

The fire broke out about twenty-five minutes past four, after the day shift had knocked off for the Sunday holiday. The engineers left in the big building were refilling the boilers when one of them noticed a few sparks in the wooden lining of the roof near one of the row of iron smokestacks. Realizing that the roof was catching fire, those at hand got a line of fire hose rigged up and in a few seconds had a stream of water directed towards the roof. There appeared to be every prospect of checking the spread of the fire, when unexpectedly a big sliding door close to the spot was rolled open by one of the works' carters, who had no idea what was going on. A strong wind was blowing, and under the influence of the draught caused by the open door the flames rapidly spread over the broad roof.

Six streams were turned on the flames by the two suburban brigades and the mill hands, but, as the fire seemed to be getting the better of them, an alarm was sent in from box 96, and in less than two minutes Sub Chief Mitchell and the men of No. 12 station arrived, quickly followed by the apparatus from stations Nos. 4, 3, 9, 10 and 15. Chief Benoit, Sub Chief Jackson and Sub Chief Dubois also responded to the alarm. By this time, however, the huge building, nearly 100 yards square, was in the condition of a roaring furnace, and the firemen's attention was given to preventing the flames from spreading to the nail factory, storehouse, engine-house and other buildings. These efforts were attended with success, but three G.T.R. freight cars, laden with wire, etc., which were on the siding in the rear, could not be protected and were consumed. The mill was a wooden building covered with corrugated iron, and the wood was so dry from the intense heat of the furnaces, that it went like a match-


## Paint Prospects.

This year is the paint dealer's opportunity. There will be more paint sold than ever before.

Our constant gains in S.-W.P. sales show us this. We never before had so many new agents on our books nor so many gallons of paint ordered from us. Past years have shown big gains, but the percentages this year far exceed all others for the same period.

S.-W.P. dealers all over the continent anticipate a big year in good paint. They are preparing to take advantage of the opportunity the good times offer.

It is not too late for you to get in line. We can make prompt shipments. We can give you advertising helps that will bring the trade your way. We can help you personally and put more spirit and "go" into the paint business than your locality ever saw before.



**THE SHERWIN-WILLIAMS CO.**  
PAINT AND VARNISH MAKERS.

Canadian Division:  
Montreal.  
21 St. Antoine St.,

CLEVELAND. BOSTON.  
CHICAGO. TORONTO.  
NEW YORK. SAN FRANCISCO.  
MONTREAL. KANSAS CITY.

box. By 6 o'clock the fire had burned itself out.

Several firemen and workpeople were injured while they were fighting the fire, but luckily none seriously.

The destroyed mill is fully insured in the New England Manufacturers' Mutual Insurance Co., there being no insurance in local companies. The amount of insurance has not yet been made up, numerous items being involved. Any statement of the loss is only guess work, as the extent to which the machinery, the main feature, has been injured, cannot be ascertained without a thorough examination. As the heat was not great, and the roof high, it was hoped that the greater part of this has escaped destruction. The damage by fire will likely be in the neighborhood of \$50,000, and there will also be an expensive loss of time.

## THE BOOKKEEPER'S SALARY.

AN advertisement in a newspaper calling for "a first-class bookkeeper at \$3 a week" drew forth, according to an exchange, the following answer, the only one attracted by the munificent salary:

"I am a young man, 37 years of age, having had a business experience of 23 years, being connected with the United States Embassy at Madagascar, and feel

confident, if you will give me a trial, I can prove my worth to you. I am not only an expert bookkeeper, proficient stenographer and typewriter, excellent operator, and erudite college graduate, but have several other accomplishments which might make me desirable. I am an experienced snow-shoveler, a first-class peanut roaster, have some knowledge of removing superfluous hair and clipping puppy dogs' ears, have a medal for reciting 'Curfew Shall Not Ring To-night,' am a skillful chiropodist and practical farmer; can also cook, take care of horses, crease trousers, open oysters, and repair umbrellas. Being possessed of great physical beauty, I would not only be useful, but would be ornamental as well, lending to the sacred precincts of your office that delightful artistic charm that a Satsuma vase or stuffed billy-goat would. As to salary, I would feel I was robbing the widow and swiping the sponge-cake from the orphan if I was to take advantage of your munificence by accepting the too fabulous sum of \$3 per week, and I would be entirely willing to give you my services for less, and by accepting \$1.37 per week would give you an opportunity of not only increasing your donation to the church, pay your butcher and keep up your life insurance, but also to found a home for indigent fly-paper salesmen and endow a free bed in the cat home."



## TRADE CHAT.

THE style of The Henderson Bicycle Co., Limited, Goderich, Ont., has been changed to The Goderich Engine and Bicycle Co., Limited.

A binder twine factory may be started at Walkerton, Ont.

Peat fuel works are to be commenced at East Luther, Ont.

Young & Paulin, hardware dealers, Wingham, Ont., have decided to go into the bicycle business.

The Baldwin Iron Steel Works has been incorporated with a share capital of \$40,000, to carry on business in Ottawa.

The time for receiving orders from farmers for binder twine manufactured at Kingston Penitentiary, has been extended to May 1.

Unless a purchaser is found to take over the Kingston Locomotive Works the concern may close at the end of May. Enough work has been contracted for to keep the works busy till that date.

The promoters of The Grey & Bruce Portland Cement Co., Limited, of Shallow Lake, Ont., expect to have their company fully organized, and work on the erection of their plant at Shallow Lake started early in May.

The council of the Vancouver Board of Trade have passed a resolution in favor of the British Columbia Provincial Government erecting and fitting a British Columbian building at the Winnipeg Industrial Fair.

H. Stein & Co., dealers in iron, rags, rubbers, etc., Toronto, will, after April 15, make Perth, Ont., their headquarters. A number of teams will be sent all over the country, for a radius of 100 miles, collecting the junk.

A meeting of the promoters of The Canadian Steel Co., Limited, who are seeking incorporation in Canada with \$18,000,000 capital, was held in New York this week. The object of the proposed company is to start a smelter, rolling mills, etc., at the mouth of the Welland canal.

A Hamilton, Ont., despatch states that The Hamilton Brass Manufacturing Co., has sold its patents, plant, etc., for the manufacture of cash registers to The National Cash Register Co., Dayton, O., for \$225,000. The Hamilton company will continue to make brass goods, and the Dayton firm will likely start a branch factory in Hamilton.

## A NEW COMMISSION FIRM.

A new firm, under the name and style of E. S. Rutledge & Co., manufacturers' agents and commission merchants, have started business in Fort William. The firm is composed of E. S. Rutledge, town clerk of Fort William the past eight years, and J. E. Rutledge, who has been in the employ

of the Hudson's Bay Co. at Winnipeg the past four years.

Representatives of the Winnipeg Trades and Labor Council waited on Premier Mac-

donald, asking that the Manitoba Legislature should pass a Factory Act. In reply, the Premier said that he had in preparation an Employer's Liability Act, on the lines of the Ontario Act.



A Sign of Quality—  
THE I. J. NAMEPLATE.

# IVER JOHNSON CYCLES

Not controlled by the Trust.  
Under the Market in Price.

## HONEST CYCLES

Medium Grade \$25.  
High-Grade \$35.

## HONEST PRICES

SEND FOR DESCRIPTIVE CATALOGUE.

Iver Johnson's Arms & Cycle Works

FITCHBURG, MASS.

BRANCHES—New York, Boston, Worcester.

## Gilbertson's Galvanized Sheets

PATENT

**COMET**  
BRAND

FLATTENED

are suitable for all kinds of Galvanized work demanding uniform quality; being made of superior Siemens Steel, they will double seam either way of grain, are smooth, soft, and well galvanized, every sheet being carefully selected; weight and count of sheets per case fully equal to the best known brands imported, and cost less.

GILBERTSON'S are the only galvanizers who not only roll all their Steel Sheets, but manufacture all their own Steel in their own Steel Works, thus enabling them to put a soft and regular quality of steel into their sheets, which is impossible for galvanizers who buy their steel in the open market.

GILBERTSON'S CORRUGATED GALVANIZED SHEETS—all sizes.

### "GILBERTSON'S" SIEMENS-MARTIN TINPLATES

are soft, extra well coated, noted for deep stamping qualities, and for canners of fruits, meats, and fish have no equals. Cost no more than brands not nearly as well coated, or of equal quality.

BRANDS: "Gilbertson's," "Parsons," "Pontardawe,"  
"Lincoln," "Comet," "Regina," "Gwyned."

GILBERTSON'S TERNEPLATES. "Regina" brand.

IMITATION RUSSIA SHEETS—will not crack or scale. Pickled, cold rolled and close annealed.

SIEMENS-MARTIN STEEL SHEETS, close annealed, close annealed and cold rolled (flat and free from buckles), also pickled.

BLACK CEILING PLATES, "Comet" brand. Pickled, cold rolled and close annealed.

BLACK TAGGER PLATES. Pickled and close annealed.

Supplies carried by all wholesale jobbers. In ordering please mention brands.

**ALEXANDER GIBB,**

Agent

22 St. John Street, MONTREAL.



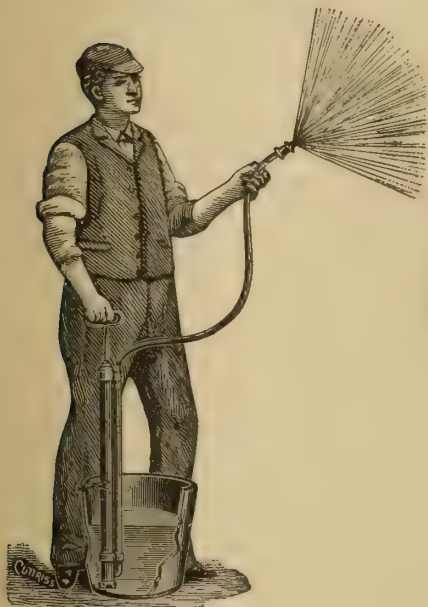
# H. S. HOWLAND, SONS & CO.

WHOLESALE  
ONLY.

37-39 Front Street West, **Toronto.**

ONLY  
WHOLESALE.

## SPRAY PUMPS.



No. 50—1½ x 19-in. Airchamber.  
**SPRAY PUMPS.**

## GARDEN SYRINGES.



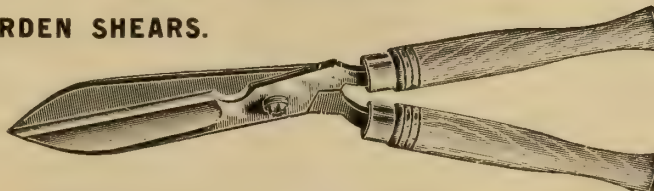
No. 600—18 in. long, 1½ in. diameter, Brass, 3 Nipples.

## "CATARACT" INSECT EXTERMINATORS.



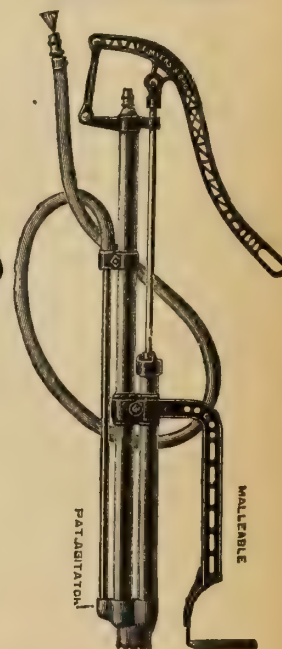
All Brass, Cannot Rust.

## GARDEN SHEARS.



No. 100—7½ in.  
No. 101—8 in., 9 in., 10 in., Notched.

## SPRAY PUMPS.



No. 632  
1½ x 27-in. Airchamber.  
For Barrels.  
No. 675  
2 x 30-in. Airchamber.  
For Barrels.

## GRASS SHEARS.



GERMAN  
1500—11-in., Bent  
1501—12-in., Bent.  
6654B—11-in., Bent.

Also—  
Burgon & Wilkinson's  
Sheep Shears.

No. 104—9-in. Border Shears.

No. 106—9-in. Lawn Shears.

# H. S. HOWLAND, SONS & CO., Toronto.

Graham Wire and Cut Nails are the Best.

WE SHIP  
PROMPTLY.



**AN IDEAL "WANT BOOK."**

**I**MAGINE an ironmonger's shop with the counter covered from end to end with parcels, all opened, the strings put loosely inside, and a patient factor's traveler notebook in hand, taking down his order, while the ironmonger is examining his stock to find out what goods require ordering up. Think of it, and pity the traveler and the assistants. This is no fancy sketch, but a scene that has come under the observation of the writer.

With such an immense variety of articles which go to make up the usual stock some system is absolutely necessary, as it is useless to trust to memory when the travelers come around for orders. The object of the writer is to suggest a simple, yet effective, method of keeping an account of "wants." It is not sufficient merely to have a book in which to enter details, one after the other, without regard to classification, as it takes so much time to pick out the items which are required for any one order. To attempt to classify the goods would also be a poor effort at time-saving. The simplest and most effective way is to classify the firms usually dealt with. There are few, if any, assistants who could not tell where certain lines are obtained, so that when an article is sold out, or is observed to be getting low, it would be very easy to enter the name of such article, with any particulars which may be necessary, under the name of the firm which supplies it. To this end a book with an alphabetical index should be used, and the names of the firms usually dealt with should be entered on their respective pages of the index, and certain pages of the book allotted to each, so that when an assistant sells the last of, say, for example, a teapot of a particular size or pattern, he, knowing where they are bought, goes to the "want" book, turns up the name of the firm in an instant by means of the thumb index, ascertains the page in the book, and at once enters details under the heading of that firm. It may not always be convenient or possible to enter some goods under the name of any particular firm, so a portion of the book should be indexed as "odd wants." All entries should be complete, giving full information as to sizes, patterns, and prices. When making up an order from the book, it will be necessary to always look down the "odd wants" as well as the list of goods required from the house that is being ordered from, as it might often happen that there may be some "odd" things which might very well be supplied by the same firm. When ordered, the items should be ticketed off, or marked in

some way to avoid ordering twice by mistake.

If some such book as is here described is accurately kept, and a thorough habit of using it is formed by every assistant, much time and trouble will be saved, both by the ironmonger and the commercial traveler.—W. S., in *Ironmongery*.

**AN IRON FURNACE FOR KINGSTON.**

**A** MOVEMENT is on foot to start a blast furnace at Kingston, Ont. A meeting of the finance committee of the city council and the council of the board of trade was held a few days ago to consider the matter, at which the following were present: The Mayor, Aldermen Shaw, McCartney, Bell, White and Craig, members of the finance committee; and Messrs. E. J. B. Pense, A. Chadwick, Capt. Gaskin, Geo. Richardson, John McIntyre, George Hague, F. King, John Hewton and R. Carson, representing the board of trade executive committee.

Mayor Minnes, in his capacity as chairman, stated why the meeting was called, viz., to receive a deputation from Ottawa re the establishment of an iron ore smelting works, to learn the nature of such, and what was expected of the city.

Mr. John McIntyre, Q.C., had much pleasure in introducing Messrs. Chas. L. Meyers and T. C. Gordon, of Ottawa, the representatives of a wealthy syndicate whose headquarters were at the capital, which intended building a smelting works in Ontario; and, considering Kingston a most suitable place on account of its proximity to the iron mines of Northern Ontario, they appeared before them to state their intentions.

Mr. Chas. L. Meyers explained their choice of Kingston as a possible site to establish smelting works, on the grounds that the surrounding country gave promise of great mineral wealth. Some geologists might differ from him as to the apparent mineral worth of certain regions in Northern Frontenac, Leeds, Addington, Hastings, but his experience in mineralogy warranted him in saying that there were vast quantities of iron ore in the northern counties. The question of location in the establishment of a plant was of paramount importance, and in this respect Kingston had a decided advantage over more western points. He said the syndicate represented would put up a furnace to turn out upwards of 150 tons of ore per day, to be increased to 500 tons, and that they would constantly employ a large number of men.

Mr. Meyers made no statement as to terms. That matter he left with the city to meditate on, and then he would be prepared to hear and duly consider the offers made.

**THE REMUNERATION OF CLERKS.**

**J**UST how much work a clerk is expected to do in order to earn his salary is quite an interesting question. There is little doubt that all of them earn their salary—that is, they do enough for the money they receive; but that is not always their full compensation; in fact, it is usually the smallest part of the clerk's compensation.

Take the clerk in any line of business—dry goods if you will. He receives \$10 a week in the country town, but that does not represent what he actually receives. Are the experience he gets and the advantage he secures in learning the careful business methods of Mr. B. nothing? Mr. B. has worked long and hard to perfect his system. It is, therefore, to be remembered that the clerk is always receiving a good deal more in actual compensation than the salary he draws. In the course of a few years he has mastered the business, and all he requires to become a successful business man is the capital and opening. The capital can always be found by the man who has a thorough knowledge of the business he desires to carry on.

Credit is easy where the man applying for it is known to possess both integrity and special knowledge. The clerk frequently forgets these advantages. He looks at a man digging in the street, and learns that the man with the spade is earning \$1.50 a day, while he is probably receiving less than that for clerking in the store. He does not remember, however, that 10 years hence this poor fellow with the spade will be doing the same work for the same pay, or perhaps a little less, for his back will be bent by 10 years of labor by that time, while he, the clerk, will probably have a store of his own, with the special training to conduct it. In other words, the clerk is daily acquiring a knowledge that is worth money to him, while the day laborer is doing nothing that is of value to him beyond that day.—Omaha Trade Exhibit.

**THE BELL TELEPHONE CO.**

At the recent annual meeting of the Bell Telephone Company, held in Montreal, Mr. W. H. Evans, of the Canada Paint Company, a shareholder and subscriber, paid a high tribute to the service generally, based upon his observations in various parts of the country. As he was in the British Telegraph service as an electrician and holds a prize presented from the Queen through Lord Derby, for "Proficiency in Magnetism and Electricity," and is in the service of a corporation which uses the telephone system largely in this city, and Toronto, his testimony is valuable. It coincides with the general experience of subscribers to the Bell Telephone Co.—*Canadian Journal of Commerce*.



**AGAINST TRADING STAMPS.**

A press despatch from Albany, N.Y., says: "By a vote of 95 yeas to 24 nays the Assembly passed the O'Connell bill, which prohibits the issuing of trading stamps and making it a misdemeanor to do so, or to cause them to be distributed to customers. It shall not be unlawful, however, for any merchant or manufacturer to place his own tickets, coupons or other vouchers in or upon packages of goods sold or manufactured by him. Such tickets, coupons or other vouchers to be redeemed by such merchant or manufacturer, either in money or merchandise, whether such packages are sold directly to the consumer or through retail merchants. Nor shall it be unlawful for any person to issue with such packages tickets, coupons or other vouchers so issued by such merchant or manufacturer."

**A MIDLAND MERCHANT DEAD.**

J. B. Horrell, general merchant, Midland, Ont., who died at his home on Sunday, was born in Cornwall, England, in 1845, came to Canada in 1870, and began business in Collingwood, subsequently moving to Barrie and then to Midland. In 1883 he was elected reeve, and was the first mayor of Midland, which office he held until his resignation, a period of eight years. At the time of his death he was a member of the County Council of Simcoe. A widow and one son, Mr. Digby Horrell, survive him.

**CLEANING POLISHED WOOD.**

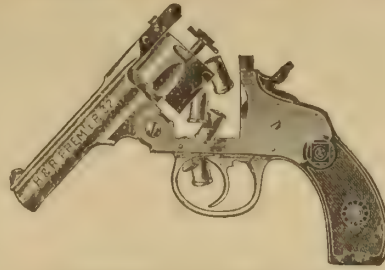
A good encaustic, which will clean and polish at the same time, may be made from wax, sal soda and any good soap. According to an exchange, the wax and soap should be shaved and dissolved in boiling water. Stir frequently and add the soda. Put the mixture in something which may be closely covered, and stir constantly until cool. This may be applied to floors, furniture, marbles, tiles, bricks, etc. It will remove ink from polished surfaces. The French use white wax on white marbles, but this is not absolutely necessary.

**"BUSINESS BETTER THAN BOOM."**

Thomas B. Reed tells the story of a wise old manufacturer in his district who told him the secret of success. Mr. Reed said to him: "You are the only man who makes these things. You can demand your price." Said he: "I am trying every minute to make these goods cheaper and sell them cheaper." "Why so?" "I am the only man," he replied, "in the business, and I want to stay so. If I raised the price I would have a boom, but I'd lose a business. In the long run, business is better than boom."

**HARRINGTON & RICHARDSON ARMS CO.**

WORCESTER, MASS., U. S. A.



Makers of

**High Grade REVOLVERS**

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and Hardware Stores almost everywhere.

**MANUFACTURERS**

Babbitt Metals . . .  
Tinnners' and Plumbers' Solder  
Ingot Brass, etc.

**IMPORTERS AND DEALERS**

Pig Tin, Pig Lead  
Ingot Copper . .  
Antimony, etc.

**SYRACUSE SMELTING WORKS.** Factories: MONTREAL,  
and SYRACUSE, N.Y.

**The "DAISY" Barrel Churn****SPECIAL FEATURES FOR SEASON OF 1900.**

Angle Steel Stand, with extra patented centre brace.

Patented Double Levers or Bow.

Wheels on the feet.

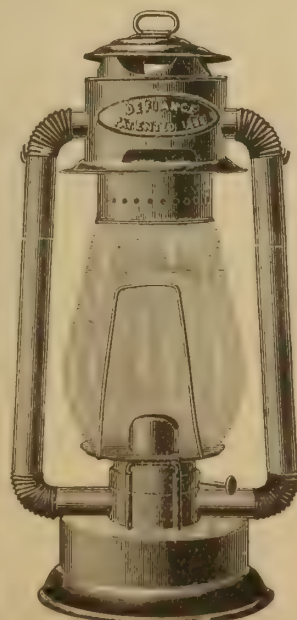
Hardened and Polished Steel Ball-Bearings.

Patent cover and drip tube.

**SIZES—Nos. 0, 1, 2, 3, 4 and 5.**

The Barrels are made of the best imported White Oak Staves, and will last many years.

Manufactured only by

**The WORTMAN & WARD MFG. CO., Limited**Head Office:  
LONDON, ONT.Eastern Branch:  
60 McGill St.,  
MONTREAL**Defiance Cold Blast Lantern**

With **Patent Fluted Plate**, by which the air is admitted so as to come in contact with the Globe, so tending to keep it cool.

**SOLD BY LEADING JOBBERS.**

Manufactured by

**W. W. CHOWN & CO.,**

Belleville, - - Ontario.



# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

MONTREAL, March 30, 1900.

### HARDWARE.

**T**HERE has been a continued free movement of hardware of all sorts from stock, but no new features of any description have transpired this week. Barbed and plain wire have furnished a moderate business, and the same can be said of galvanized. Wire and cut nails have been quite active, both for prompt and future shipment. Horse nails and horseshoes are steady, and screws, bolts and rivets continue to supply a fair movement of trade. Cordage remains unaltered, and cutlery and other lines furnish no notable change.

**BARBED WIRE** — There is a moderate business in this line, and prices are steady at \$3.72½.

**SMOOTH STEEL WIRE** — Business from stock in oiled and annealed is fair. The base price is unchanged at \$3.45 per 100 lb.

**GALVANIZED WIRE** — Trading is as last reported. We quote: Nos. 6, 7 and 8 gauge, \$4.37½; No. 9, \$3.47½; No. 10, \$4.52½;

No. 11, \$4.57½; No. 12, \$3.62½; No. 13, \$3.72½; No. 14, \$5.12½; No. 15, \$5.42½; and No. 16, \$5.62½.

**FINE STEEL WIRE** — Fair inquiry, with discounts unchanged at 12½ per cent.

**BRASS AND COPPER WIRE** — Unchanged. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

**FENCE STAPLES** — Steady, with fair inquiry at \$3.75 for bright and \$4.35 for galvanized.

**FINE STAPLES** — Quiet. Discounts are: Coopers' staples, 35 per cent.; poultry netting, 35 per cent., and electrical, etc., 35 per cent. off list.

**WIRE NAILS** — In active request and steady at \$3.45 for jobbing and \$3.35 for car lots f.o.b. Montreal.

**CUT NAILS** — The demand noted last week continues, and we quote \$2.85 for jobbing and \$2.75 for car lots f.o.b. Montreal.

**HORSE NAILS** — As last quoted. Discounts remain at 50 per cent. on Standard and 50 and 10 on Acadian.

**HORSESHOES** — Fair trading in progress, though only in small lots. We quote: Iron shoes, light and medium pattern, No. 2

and larger, \$3.90; No. 1 and smaller, \$4.15; snow shoes, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; X L steel shoes all sizes, 1 to 5, No. 2 and larger, \$4.20; No. 1 and smaller, \$4.45; feather-weight, all sizes, \$5.45; toe weight steel shoes, all sizes, \$6.55 f.o.b. Montreal.

**SCREWS** — Fairly active. Discounts are as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

**BOLTS** — The same can be said of these. Discounts are as follows: Tire bolts, 60 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 52½ per cent.; nuts, square, 3¼c. per lb. off; nuts, hexagon, 4c. off; tire bolts, 60 per cent.; stove bolts, 60 and 10; plough bolts, 50 per cent.

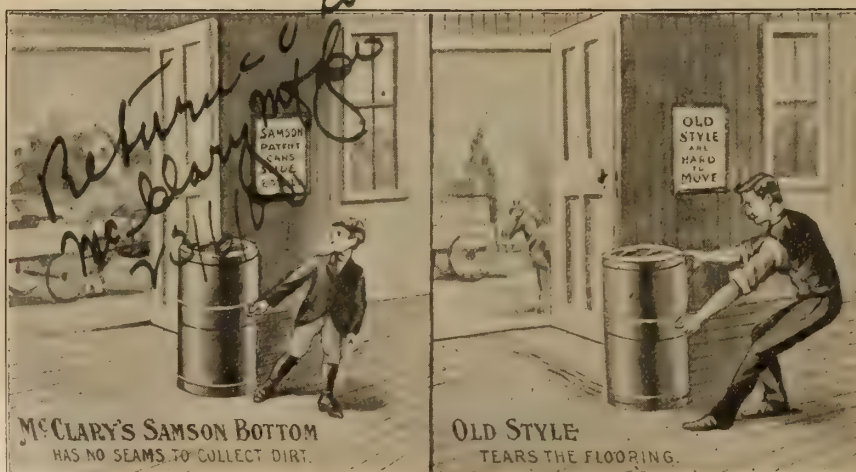
**RIVETS** — As last noted. Discounts

## The "Samson" Seamless Milk Can Bottom

The only ONE-PIECE BOTTOM made.

Light  
to Move

because there are no sharp corners to catch and tear the flooring.



Cheapest

because it takes just half the time and solder to insert body tin that it does for a pieced bottom.

Will not wear, tear the flooring, or collect dirt.

No hoops or rivets to break or tear off.

A full stock of BODY TIN for CANS AND VATS ALWAYS ON HAND.

## THE McCLARY MFG. CO.

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Send your  
address to the  
Apollo Iron &  
Steel Company  
Pittsburgh Pa.  
for new  
Reference Book

**Cements** { **PORTLAND  
ROMAN  
KEENE'S**

**Bricks . .** { **FIRE  
BUILDING  
PAVING**

**Sand . . .** { **SILICA FIRE  
MOULDING  
BUILDING**

**F. HYDE & CO.**

31 Wellington street, MONTREAL

**English Castor Oil**

GUARANTEED PURE.

Pharmaceutical, Tasteless, Cold Drawn  
First Pressure  
Second Pressure

In cases of 2 tins and in barrels. Stocked  
by all Hardware, Oil and Color men.

**The Hull Oil Manufacturing Co.**  
LIMITED

B. & S.H. THOMPSON & CO.

Agents for Canada - MONTREAL

**Deseronto Iron Co.**

LIMITED

DESERONTO, ONT.

Manufacturers of

**Charcoal Pig Iron**

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable  
Castings, Boiler Tubes, Engine Cylinders, Hy-  
draulic and other Machinery where great strength  
is required; Strong, High Silicon Iron, for Foundry  
Purposes.

are: Best iron rivets, section, carriage,  
and wagon box, black rivets, tinned do.,  
coopers' rivets and tinned swedes rivets, 45  
per cent. off; swedes iron burrs, 40 per  
cent. off; copper rivets, 35 per cent.;  
coppered iron rivets and burrs, in 5-lb.  
carton boxes, 45 per cent. off.

WRINGERS—Steady and unchanged.

CORDAGE—The inquiry is fair. We  
quote: Manila, 7-16 and up, 15½; ¾,  
16, and ¼ and 5-16, 16½c. Sisal, 7-16  
and up, 12½c.; ¾, 13c., and ¼ and 5-16,  
13½c.

SPADES AND SHOVELS—Quiet, with dis-  
counts 40 and 5 per cent.

CUTLERY—In a sorting way trading has  
been fair.

SPORTING GOODS—Guns and ammunition  
are being moved in fair quantities. Shot is  
unchanged at \$5.75 per 100 lb.

FIREBRICKS—Quiet and steady at \$19 to  
\$24 per 1,000, as to brand.

CEMENT—Business in this line has con-  
tinued quiet. We quote: German, \$2.60  
to \$2.80; English, \$2.45 to \$2.60; Belgian,  
\$2.10 to \$2.40 per bbl., ex store.

#### METALS.

There has been no important change in  
heavy iron or metals during the week.

PIG IRON—With light supplies prices are  
firmly held at \$28 ex store, and for ex wharf  
after the opening of navigation \$25 to  
\$25.50 for good brands of Scotch pig.

BAR IRON—In active request and firm at  
\$2.40 to \$2.50.

BLACK SHEETS—Without change. We  
quote: 8 to 15, \$3.10; 18 to 20, \$2.90;  
22 and 24, \$2.95; 26, \$3.10, and 28, \$3.15.

GALVANIZED IRON—Forward orders are  
quite free. We quote as follows: No.  
28 Queen's Head, \$4.75 to \$5.00, and No.  
26, \$4.50 to \$4.75; Comet, No. 28, \$4.45  
to \$4.70, and No. 26, \$4.15 to \$4.45.

INGOT COPPER—Without change here  
from 18c.

INGOT TIN—There has been no alteration  
from 38c., and stocks are light.

LEAD—Firmly held at \$4.60 to \$4.75, as  
to quantity.

LEAD PIPE—As last reported. We  
quote: 7c. for ordinary and 7½c. for com-  
position waste, with 15 per cent. off.

IRON PIPE—Quiet. We quote as follows:  
¼, \$3.40; ¾ to ½, \$3.60; ¾, \$4; 1, \$6;  
1¼, \$7.60; 1½, \$9.75, and 2-in., \$13.35.

TINPLATES—There is a fair demand for  
spring importations. We quote: Coke,  
\$4.50, and charcoal, \$4.75, base.

CANADA PLATE—In fair demand and  
very firm. We quote: 52's, \$3.25; 60's,  
\$3.35; 75's, \$3.45; full polished, \$3.50;  
and galvanized, \$4.85.

TERNE PLATE—Unchanged at \$8.75.

SWEDISH IRON—Steady at the advance,  
\$4.

**"Whitecross"**  
**Crucible Steel**  
**Hoisting Ropes**

for importation.

**V. M. Sheet Zinc**

IN STOCK.

**A. C. LESLIE & CO.**

MONTREAL

IRON AND  
BRASS

**Pumps**

Force, Lift and Cistern  
Hand and Power.

For all duties. We can  
supply your wants with  
—quality the best and  
prices right. Catalogues  
and full information for a  
request.



**THE R. McDOUGALL CO., Limited**

Manufacturers, Galt, Canada.

**ADAM HOPE & CO.**

30 JOHN STREET N.

Hamilton, Ont.

**PIG TIN**

"Lamb and Flag"

**INGOT COPPER**

**PIG LEAD**

**ZINC SPELTER**

**ANTIMONY**

All orders promptly  
shipped from stock.

**NOVA SCOTIA STEEL CO.**

Limited

NEW GLASGOW, N.S.

Manufacturers of

**Ferrona Pig Iron**

And SIEMENS MARTIN

**Open Hearth Steel**



NOW that the season for varnishing is near at hand, it is good policy to have on hand a stock of varnish you have confidence in and can safely recommend.

## ELASTILITE VARNISH

*Will Fill This Want  
to Perfection.*

You can recommend it for either interior or exterior use and rest perfectly assured that it will give complete satisfaction.



Manufactured only by

**The Imperial Varnish and Color Co., Limited**  
TORONTO, ONTARIO, CANADA.

# We are Offering

Window Glass, Paints, Oils, Cordage, Builders' Hardware, Wire, Wire Nails, Lawn Mowers, Harvest Tools, Spades and Shovels at closest prices.

OUR MOTTO:

PROMPT SHIPMENT, RIGHT PRICES.

**JOHN BOWMAN**  
**HARDWARE & COAL CO.,**  
....London, Ont.

**COIL CHAIN**—Without change. We quote: No. 6, 12½c.; No. 5, 11c.; No. 4, 10½c.; No. 3, 10c.; ¼-inch, 8½c.; 5-16, \$6.00; ¾, \$5.40; 7-16, \$5.15; ½, \$5.00; 9-16, \$4.85; ⅝, \$4.80; ¾, \$4.75; ⅞, \$4.75, and 1 inch, \$4.75.

**SHEET ZINC**—As last quoted, at 7 to 7¼c.

**ANTIMONY**—Quiet at 10½c.

**SPELTER**—The spot price has not been influenced by outside markets, remaining at \$5.75.

### PAINTS AND OILS.

This department has shown a satisfactory degree of activity for the season, and prices all around are firmly held. We quote:

**WHITE LEAD**—Best brands, Government standard, \$6.75; No. 1, \$6.37½; No. 2, \$6; No. 3, \$5.62½, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

**DRY WHITE LEAD**—\$5.75 in casks; kegs, \$6.

**RED LEAD**—Firm; casks, \$5.10; in kegs, \$5.35.

**WHITE ZINC PAINT**—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

**PUTTY**—We quote: Bulk, \$1.75; bladders, in bbls., \$1.90; bladders, in cases, \$2.05; in tins, \$2.15 to \$2.40.

**LINSEED OIL**—Raw, 68c.; boiled, 71c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus

2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

**TURPENTINE**—Single barrels, 83c.; two to four barrels, 82c.; five barrels and over, open terms, the same terms as linseed oil.

**MIXED PAINTS**—Firm; \$1.20 to \$1.40 per gallon.

**CASTOR OIL**—Firm; 7½ to 8c.

**SEAL OIL**—45 to 47½c.

**COD OIL**—32½ to 35c.

**PARIS GREEN**—Firmly held at the rise: 1-lb. packets, 19½c., and drums, 18½c.

**NAVAL STORES**—Fair demand for all lines, and prices show no change: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

### GLASS.

The window glass market remains unaltered. We quote: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

### HIDES.

Steady. We quote: Beef hides, 9, 8 and 7c. per lb. Lambskins and clips, 10c. each. Sheepskins, \$1 to \$1.10 each, and calfskins, 9 to 11c. per lb.

### PETROLEUM.

Duller. We quote as follow: "Acme," 18½c.; "Perfection" and "Silver Star," 17½c.; Canadian refined, 17½c., and Pratt's Astral, 22½c.

### COAL.

Unchanged. We quote: Stove, \$6; chestnut, \$6; egg, \$5.75; Scotch grate, \$6.25; Scotch steam, \$4.25 to \$4.75; Tower ports steam, \$3.75 to \$4.

### ONTARIO MARKETS.

TORONTO, March 30, 1900.

### HARDWARE.

NO striking new features have developed during the past week. Business in general is a little better than it was at the time of our last review. The improvement in letter orders is particularly pronounced, although the business in this respect is largely of a sorting-up nature. Delivery is still being made in a good many lines, namely: wire, nails, churns, wringers, green wire cloth, etc., ordered some time ago, but the bulk of the goods so ordered has been forwarded. Not much new business is coming forward for wire nails but a good many are still being sent out to fill orders placed some time ago. The number of churns and washing machines going out this way is also large. Quite a few orders are



being booked for the delivery of sporting goods. Sisal rope is  $\frac{1}{2}$ c. per lb. lower, but manila is steady and unchanged. A good many orders are also being booked for gas and oil stoves for delivery during April. Hardwaremen are also beginning to look after their requirements in both refrigerators and ice cream freezers.

**BARBED WIRE**—A report is current that the manufacturers in the United States have advanced their prices \$1 per ton for the Canadian market, but we have been unable to confirm this up to the time of going to press. We therefore quote as before: Less than carlots, Toronto, \$3.72½, and for carlots, f.o.b. Cleveland, \$3.47½ per 100 lb. Jobbers have, this week, been receiving a few more orders for shipment from stock.

**GALVANIZED WIRE**—There is nothing doing except in the way of filling forward orders from factory. We quote as follows f.o.b. Toronto: Nos. 6, 7, 8 gauge, \$4.40; No. 9, \$3.47½; No. 10, \$4.55; No. 11, \$4.60; No. 12, \$3.62½; No. 13, \$3.77½; No. 14, \$5.15; No. 15, \$5.45; No. 16, \$5.65.

**WIRE NAILS**—Delivery is still being made of orders booked some time ago, but the report from manufacturer and wholesaler alike is that very little new business is coming forward. Prices are steady and unchanged at \$3.40 f.o.b. Toronto, Hamilton and London for carlots, and \$3.50 for smaller quantities.

**CUT NAILS**—There is some demand for cut shingle nails, but very little is being done in other descriptions of cut nails. The base price is unchanged at \$2.85 Toronto, Hamilton and London.

**SMOOTH STEEL WIRE**—Business in oiled and annealed is still practically confined to the filling of orders booked some time ago. A little is being done in hay-baling wire, but the orders are small. The base price is unchanged at \$3.45 per 100 lb.

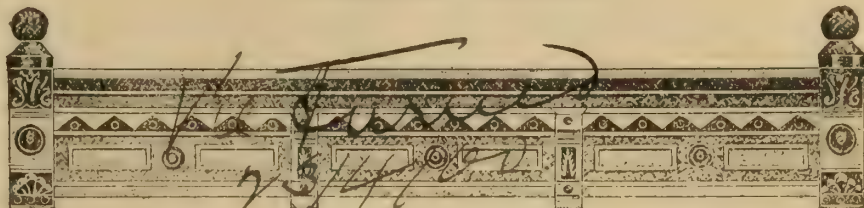
**HORSESHOES**—Trade is quiet. We quote f.o.b. Toronto, Hamilton, London and Guelph as follows: No. 2 and larger, light, medium and heavy iron shoes, \$4.05; snow shoes, \$4.30; light steel shoes, \$4.35; featherweight shoes, all sizes, \$5.60. No. 1 and smaller, light, medium and heavy iron shoes, \$4.30 per keg; iron snow shoes, \$4.55; light steel shoes, \$4.60; featherweight steel shoes, all sizes, \$5.60.

**HORSE NAILS**—There is very little doing. The discount is 50 per cent. on standard oval head, and 50 and 10 on Acadian.

**SCREWS**—Trade is being well maintained in this line. We quote as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per

## OUR METALLIC CORNICES

ARE USED EVERYWHERE  
BY PRACTICAL BUILDERS.



CORNICE NO. 1187.

They are conveniently handled and easily applied.  
They are fireproof and durable.  
They give a very handsome effect, cost but little, and are equally useful for new buildings or improving old ones.  
We make any size, shape, or pattern desired by the trade.  
Look them up in our catalogue.

**METALLIC ROOFING CO., Limited** KING and DUFFERIN STREETS, Toronto.

cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

**BOLTS AND NUTS**—Nothing new has developed in this line. A fair trade is being done in stove and tire bolts, but in other lines only a moderate business is to be noted. We quote as follows: Norway bolts, full, square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 62½ per cent.; nuts, square, 3½c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

**RIVETS AND BURRS**—Trade is fair, but without any special feature. We quote as follows: Carriage section, wagon box, rivets, etc. 45 per cent.; black M rivets, 45 per cent.; iron burrs, 40 per cent.; copper rivets, 35 per cent.; bifurcated, with box, 1.25; coppered iron rivets and burrs, in 5-lb. carton boxes, 30c. per lb.

**CHURNS**—A great number of churns have been shipped during the week, and it is the general opinion that the quantities going forward are much larger than usual. A fair number of fresh orders are also coming forward. Discount on revolving churns is 58 per cent. from factory and 56 per cent. from stock in Montreal.

**ENAMELED WARE**—Trade is still on the quiet side.

**TINWARE**—Such lines of tinware as creamer cans, factory milk cans and sap buckets are going out well. Dealers are asking that orders placed for sap buckets be rushed forward, and some of the requests

are coming by wire. Sugar kettles and sap spiles are also in demand.

**ROPE**—Sisal is  $\frac{1}{2}$ c. per lb. lower, but manila is unchanged. Business is quiet. The base price of sisal is 12c., and of manila 15½c. per lb.

**WRINGERS**—A fairly good trade is to be noted. We quote: "Leader," \$60 per doz.; "Royal Canadian," \$58; "Royal American," \$50. Prices are all f.o.b. Toronto, Hamilton, Brockville, and Montreal. Discount, 45 per cent. Terms, four months, or 3 per cent. 30 days.

**HARVEST TOOLS**—Forward orders are still going out. Discount, 50 and 10 to 50, 10 and 5 per cent.

**CUTLERY**—A fairly good sorting-up trade is being done.

**SPORTING GOODS**—A few orders for shot-guns and powders are being received for prompt delivery, and some business is being done on forward account.

**SPADES AND SHOVELS**—Spring orders are coming in well, and people are writing to have their goods forwarded. Discount, 40 and 5 per cent.

**POULTRY NETTING**—Demand is fair, and discount unchanged at 45 per cent.

**CEMENT**—The demand is growing. Prices are steady at the advance noted last week. We quote nominally in barrel lots as follows: Canadian Portland, \$2.80 to \$3.00; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

**GAS AND OIL STOVES**—A good many orders have been booked, shipment to be made during April.

**REFRIGERATORS AND ICE CREAM FREEZERS**—A good trade is looked for this season



in both these lines, a large number of orders having been already booked.

#### METALS.

A fairly good trade is to be reported in metals generally, and prices are, as a rule, steady.

**PIG IRON**—Business keeps steady and prices unchanged. We quote: No. 1 Hamilton, \$24 to \$25 per ton at the furnace; No. 1 Tonawanda, \$25.40 in bond, Toronto, and No. 2, \$24.40; No. 1 Southern, \$24 in bond, Toronto.

**BAR IRON**—A brisk business is still to be noted in bar iron, and prices rule steady and unchanged at \$2.45 to \$2.50 per 100 lb. base.

**PIG TIN**—The outside markets were rather weak early in the week, but during the last few days prices have advanced. Local quotations are again unchanged at 36 to 37c. per lb. The demand has been fairly good during the week in spite of the unsettled condition of the market, so that it is evident people are compelled to buy to supply immediate requirements.

**TINNED SHEETS**—The demand has improved quite a little during the past week and quite a fair movement is reported.

**BLACK SHEETS**—Trade has been rather quiet in this line during the past week, with prices steady and unchanged. We quote 28 guage at \$3.60.

**CANADA PLATES**—Very few shipments are being made from stock, and orders for import are but moderate. Prices are steady and unchanged. We quote: All dull, \$3.35 to \$3.50; half polished, \$3.45 to \$3.60; all bright \$3.85 to \$4.

**TINNED PLATES**—No orders are reported for import and business from stock is just fair. Prices are firm and unchanged.

**GALVANIZED IRON**—Inquiries are coming in for prices both for stock and import, but business for prompt shipment has been small, and only a few orders are reported for importation. Case lots are quoted at \$5.10 and American at \$4.75, less than case lots are 15c. per 100 lb. additional.

**COPPER**—There is a good demand for ingot copper; sheet copper is quieter than it was. Prices are unchanged at 19 to 20c. for ingot and 23 to 23½c. for sheet copper.

**BRASS**—A fair trade is to be noted in brass at unchanged prices.

**SPELTER**—The market is fairly steady as to price, but the volume of business is small. We still quote 7 to 7¼c. per lb.

**ZINC SHEETS**—Quite a business has been done in this line during the last week, in both large and small lots. We quote cask lots at 7½c. per lb. and part casks at 7¾c. per lb.

**LEAD**—The market is steady and business moderate. We still quote 5½ to 5¾c. per lb.

**SOLDER**—There is an easier feeling locally with regard to solder, and prices show quite a range. The ruling quotations are as follows: Half and-half, 21 to 22c. per lb.; refined, 20 to 21c., and wiping, 20 to 20½c.

**LEAD PIPE**—Trade has improved a little in this line during the past week and prices are unchanged. We quote: Ordinary pipe, 7c., and waste, 7½c. per lb. Discount, 15 per cent.

**IRON PIPE**—The demand for iron pipe is still good, and prices firm. We quote: Black pipe, ¼ to ¾ inch, \$3.60; ½ inch, \$3.70; ¾ inch, \$4.20; 1 inch, \$5.90; 1¼ inch, \$7.85; 1½ inch, \$9.75; 2 inch, \$13; 2½ inch, discount off to 6 in the list 45 per cent. Galvanized pipe is quoted as follows: ½ inch, \$6; ¾ inch, \$7.75; 1 inch, \$10.50; 1¼ inch, \$15.50; 1½ inch, \$18.25; 2 inch, \$25.50.

**RANGE BOILERS**—A moderate business is to be noted. We quote: Standard, tested to 200 lb., guaranteed for 2 years, 30 gals., \$6.75; 35 gal., \$7.75; 40 gal., \$9. Standard, extra heavy, tested 250 lb., guaranteed for 5 years, 30 gal., \$8.40; 35 gal., \$9.25; 40 gal., \$10.60.

#### PAINTS AND OILS.

Jobbers are busy making shipments of spring goods. Taken as a whole, the spring trade has been good, orders being liberal in nearly all lines. Paris green has been the exception, most retailers having stock left over from last season. The price is easy in consequence. Turpentine is stationary in the South, and there is no change in the situation here. Recent advances show that linseed oil is still stiff in England. Prices here are steady. White lead is firm. Prices are unchanged throughout. We quote:

**WHITE LEAD**—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½; No. 3, \$5.75; No. 4, \$5; dry white lead in casks, \$5.75.

**RED LEAD**—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

**LITHARGE AND ORANGE MINERAL**—Litharge, 6 to 6½c.; orange mineral, 8 to 8½c.

**WHITE ZINC**—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

**PARIS WHITE**—90c.

**WHITING**—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

**GUM SHELLAC**—In cases, 22½c.; in less than cases, 25c.

**PURTY**—Bladders, in bbls., \$1.90; bladders, in 100 lb. kegs, \$2.05; bulk, in bbls., \$1.75; bulk, in less quantities, \$1.90.

**PLASTER PARIS**—New Brunswick, \$1.90 per barrel.

## OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

### JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



### COVERT MFG. CO.

West Troy, N.Y.

#### DERBY SNAP.

With Plated Rust Proof and Guarded Spring.

"THE LATEST AND BEST."

For Sale by all Jobbers at Manufacturers' Prices.

### PRIEST'S CLIPPERS

BALL BEARINGS

Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST. Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., USA

Don't Forget the Name...

### NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

SEND for specimen copy of Phillips' Monthly Machinery Register, containing over 5,000 entries of new and second-hand machinery of every description. The oldest established and most successful medium in the world. Established 25 years for the purpose of introducing those who have machinery for sale, to those who wish to buy, has a circulation of about 50,000 copies per annum, all over the world, and is used for continual reference by a large number of firms. It is consequently a most valuable advertising medium for all engineers and manufacturers. Subscription, 6s. per annum, price per copy, 6d. Sole Proprietor, CHAS. D. PHILLIPS, M.I.M.E., Newport, Mon., England. Telegraphic address "Machinery, Newport, Mon."

Do you handle the...

### Aylmer Spray Pumps?

IF NOT, Why not do so?



THE AYLMER is universally acknowledged by the fruit-growing community to be the best Pump in the market to-day, and during the past two years has taken first place at every contest wherever shown, taking the Jubilee award at Toronto Industrial Exhibition, also first place at St. Petersburg, Russia, at Manchester, Eng., and at Ottawa, Ont.

THE AYLMER is to-day the most powerful, easiest-working and most durable Pump in the market. If our travellers have

not called on you write us for terms. Liberal discounts to the trade. EVERY PUMP WARRANTED.

AYLMER IRON WORKS



PARIS GREEN—Petroleum, bbls., 18c.; arsenic, kegs, 18¼c.; drums, 50 and 100 lb. 18¾c.; drums, 25 lb., 19¼c.; tins, 1 lb., 20¾c.; tins, ½ lb. 22¾c.; packages, 1 lb., 19¾c.; packages, ½ lb., 21¾c.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

SEAL OIL—54c. per gallon, and yellow seal at 45c.

CASTOR OIL—East India, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 68c.; boiled, 71c.; 5 to 9 barrels, raw, 67c.; boiled, 70c.; 10 to 19 barrels, raw, 67c.; boiled, 70c. To outside points, 2c. more is charged.

TURPENTINE—Single barrels, 83c.; two to four barrels, 82c., freight allowed; in less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged. To outside points 2c. more.

#### GLASS.

The Belgian market maintains the high range of values that has been noted for some time. Prices are steady here. We quote first break as follows: Star, in 50-foot boxes, \$2.20, and 100-foot boxes, \$4.20; double diamond under 25 united inches, \$6.25, Toronto, Hamilton and London; terms 4 months or 3 per cent., 30 days.

#### OLD MATERIAL.

There is not much coming in from outside points. The demand is brisk, and prices are tending upward. Iron scrap is 5c. per cwt. dearer. Scrap lead is ¼c. per lb. higher. We quote jobbers' prices as follows: Agricultural scrap, 75c. per cwt.; machinery cast, 75c. per cwt.; stove cast scrap, 50c.; No. 1 wrought scrap, 70c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 10½c.; heavy copper, 14c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, 11c.; scrap lead, 3c.; zinc, 3c.; scrap rubber, 6c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

#### SEEDS.

The wholesale houses are doing a good jobbing business. Red clover is selling well at \$5.40 to \$6.30, according to quality. Alsike is quoted all the way from \$5 to \$8, there being a wide range in the quality of what is held in stock. Timothy is jobbing at \$1.40 to \$1.80 and Hungarian grass seed and millet at 80c. to \$1 per bushel.

#### HIDES, SKINS AND WOOL.

HIDES—There is no change in prices. The market keeps dull. We quote: Cowhides,

84,000 Daily Production.  
5 Factories. 5 Brands.

## NICHOLSON FILES

For sale all  
over the World.



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.  
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

## BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass.** Also of a durable, highly-polished material called "**MARBLETTES**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No. 68 St. Helens.

No. 1, 9c.; No. 2, 8c.; No. 3, 7c. Steer hides are worth ¼c. more. Cured hides are quoted at 9¼c.

SKINS—There is little doing. We quote as follows: No. 1 veal, 8-lb. and up, 11c. per lb.; No. 2, 9c.; dekins, from 40 to 45c.; culls, 20 to 25c. Sheep and lambskins are selling at \$1.10 to \$1.25.

WOOL—The market is easy. Combing fleece is selling at 19c. and unwashed at 11 to 12c., a decline of 1c. in both cases.

#### PETROLEUM.

The demand shows a falling off, but is still large. We quote: Pratt's Astral, 20c. in bulk (barrels, \$1 extra); American water white, 20c. in barrels; Photogene, 19c.; Sarnia water white, 18½c. in barrels; Sarnia prime white, 17c. in barrels.

#### COAL.

The demand is fair. Prices are steady. We quote anthracite at Buffalo and bridges for immediate delivery as follows: Nut, \$5 per gross ton, or \$4.46 per net ton; egg and stove, \$4.75 per gross ton, or \$4.24 per net ton; grate, \$4.50 per gross ton, or \$4.01 per net ton.

#### MARKET NOTES.

Scrap iron is 5c. per cwt. dearer. Scrap lead is ¼c. per lb. higher.

#### SPELTER, PAST AND PRESENT.

THE total production of spelter in the entire world for the year 1899 is placed at 482,485 tons, of which this country produced 115,885 tons, or about 25 per cent., says a paper in the United States. A steady gain in production has been made since 1889, both in this country and in Europe, the total increase being at the rate of 70 per cent., while that of the United States approximates 100 per cent. The average price last year was about \$5 a ton higher than for 1889 and \$50 a ton higher than that for 1895, so that decided gains have been made in both tonnage and valuation.

Notwithstanding these conditions, the situation in spelter is not so satisfactory as might be thought for by those who have not examined it carefully. Refiners claim that

there is but very little profit in spelter at the present price of jack, or zinc ore. The market for jack is at least partially controlled by a combination of the mine owners, who have agreed among themselves to sell their product at a fixed price, which is claimed by refiners to be in excess of its actual valuation. It is true that this agreement is not always observed, and that sales are occasionally made below the schedule price, but the mere fact of its existence is an indication of coercive measures that cannot redound to the advantage of those who execute them or those upon whom they are enforced.

Spelter occupies the fifth place in the list of metals used in the industrial arts, value and employment being considered, being preceded by iron, copper, tin and lead. In fact, it may be said to occupy the fourth place, being often more valuable than lead, although not having so many varied employments. This country yields one-quarter of the world's output, and would undoubtedly do even better than this if the industry were not hampered by the lack of harmony between the miners and the refiners. It is claimed that ore can be mined in the Joplin district at a considerably less cost than is now asked for it, and yet yield a good profit. If this is true, and there are abundant reasons for accepting it as a fact, the miners are only standing in their own light while attempting to enforce a valuation on a product that, in common with all others, is governed by the demand and by nothing else.



### money-makers

To the Trade.

Spring trade is opening. Dealers lose by waiting, but gain by acting wisely and promptly in ordering on wheels **C. & J.** Detachable Tires, which embody more new and practical ideas than any other detachable extant.

Send for our 1900 Catalogue—it is a buyer's directory.

AMERICAN TIRE COMPANY  
Limited TORONTO



## MANITOBA MARKETS.

WINNIPEG, March 26, 1900.

THERE is little to report in the way of change in prices for the week. Linseed oil is very firm at the recent advance to 74 and 77c., with 5c. additional for small lots. Implement men are very busy shipping out spring orders. Quotations from manufacturers for further shipments are showing marked advances in prices. Already there has been an advance on plows, and American plow companies are notifying agents of a further advance in the near future. The few spring days of the past week increased the inquiries for bicycles among retail dealers. The quotations for hardware are as follows:

|                                            |                  |
|--------------------------------------------|------------------|
| Barbed wire, 100 lb.                       | \$4 00           |
| Plain twist                                | 4 00             |
| Staples                                    | 4 50             |
| Oiled annealed wire                        | 10 4 12          |
| "                                          | 11 4 19          |
| "                                          | 12 4 25          |
| "                                          | 13 4 40          |
| "                                          | 14 4 52          |
| "                                          | 15 4 65          |
| Wire nails, 30 to 60 dy, keg.              | 4 00             |
| " 16 and 20                                | 4 05             |
| " 10                                       | 4 10             |
| " 8                                        | 4 15             |
| " 6                                        | 4 30             |
| " 4                                        | 4 35             |
| " 3                                        | 4 40             |
| Cut nails, 30 to 60 dy.                    | 3 40             |
| " 20 to 40                                 | 3 45             |
| " 10 to 16                                 | 3 50             |
| " 8                                        | 3 55             |
| " 6                                        | 3 60             |
| " 4                                        | 3 90             |
| " 3                                        | 4 15             |
| Horsenails, 45 per cent. discount.         |                  |
| Horseshoes, iron, No. 0 to No 1.           | 4 90             |
| No. 2 and larger                           | 4 65             |
| Snow shoes, No. 0 to No. 1.                | 5 15             |
| No. 2 and larger                           | 4 90             |
| Steel, No. 0 to No. 1                      | 5 20             |
| No. 2 and larger                           | 4 95             |
| Bar iron, \$3.10 basis.                    |                  |
| Swedish iron, \$5 basis.                   |                  |
| Tool steel, Black Diamond, 100 lb.         | 8 50             |
| Jessop                                     | 13 00            |
| Sheet iron, black, 10 to 20 gauge, 100 lb. | 3 50             |
| 20 to 26 gauge.                            | 3 75             |
| 28 gauge.                                  | 4 00             |
| Galvanized American, 16 gauge.             | 4 25             |
| 18 to 22 gauge                             | 4 50             |
| 24 gauge.                                  | 4 75             |
| 26 gauge.                                  | 5 00             |
| 28 gauge.                                  | 5 25             |
| Genuine Russian, lb.                       | 12               |
| Imitation                                  | 8                |
| Tinned, 24 gauge, 100 lb.                  | 7 55             |
| 26 gauge                                   | 8 80             |
| 28 gauge                                   | 8 00             |
| Tinplate, IC charcoal, 20 x 28, box        | 11 00            |
| " IX                                       | 13 00            |
| " IXX                                      | 15 00            |
| Ingot tin.                                 | 35               |
| Canada plate, 18 x 21 and 18 x 24          | 4 00             |
| Sheet zinc, cask lots, 100 lb.             | 9 00             |
| Broken lots.                               | 9 50             |
| Pig lead, 100 lb.                          | 4 50             |
| Wrought pipe, black up to 2 inch.          | 50 and 10 p.c.   |
| Over 2 inch.                               | 45 p.c.          |
| Rope, sisal, 7-16 and larger.              | 13 50            |
| " 3/4                                      | 14 00            |
| " 1/2 and 5-16                             | 14 50            |
| Manila, 7-16 and larger                    | 16 00            |
| " 3/4                                      | 16 50            |
| " 1/2 and 5-16                             | 17 00            |
| Solder                                     | 25 1/2           |
| Cotton rope, all sizes, lb.                | 16               |
| Axes, chopping                             | \$ 7 00 to 12 00 |
| " double bits.                             | 12 00 to 18 00   |
| Screws, flat head, iron, bright.           | 75 and 10 p.c.   |
| Round "                                    | 74 p.c.          |
| Flat " brass                               | 70 p.c.          |
| Round "                                    | 60 and 5 p.c.    |
| Coach                                      | 57 1/2 p.c.      |
| Bolts, carriage 5-16 and smaller.          | 42 1/2 p.c.      |
| 3/4 and larger.                            | 37 1/2 p.c.      |
| Machine                                    | 45 p.c.          |

|                                          |                   |
|------------------------------------------|-------------------|
| Tire                                     | 55 p.c.           |
| Sleigh shoe                              | 65 p.c.           |
| Plough                                   | 40 p.c.           |
| Rivets, iron                             | 37 1/2 p.c.       |
| Copper, No. 8, lb.                       | 33 1/2 c.         |
| Spades and shovels                       | 40 p.c.           |
| Harvest tools                            | 50, 10 and 5 p.c. |
| Axe handles, turned, s. g. hickory, doz. | \$2 50            |
| No. 1.                                   | 1 50              |
| No. 2.                                   | 1 25              |
| Octagon extra.                           | 1 65              |
| No. 1.                                   | 1 25              |
| Linseed oil, raw, per gal.               | 74                |
| boiled                                   | 77                |
| Ammunition, cartridges, Dominion R.F.    | 50 p.c.           |
| Dominion, C.F., pistol                   | 30 p.c.           |
| " military                               | 15 p.c.           |
| American R.F.                            | 40 p.c.           |
| C.F. pistol                              | 10 p.c.           |
| C.F. military                            | Net.              |
| Loaded shells, Robin Hood, M             | \$20 00           |
| Eley's soft, 12 gauge                    | 16 50             |
| chilled, 12 gauge                        | 18 00             |
| soft, 10 gauge                           | 21 00             |
| chilled, 10 gauge                        | 23 00             |
| American, M.                             | 16 25             |
| Shot, Ordinary, per 100 lb.              | 6 25              |
| Chilled                                  | 6 75              |
| Powder, F.F., keg                        | 4 75              |
| F.F.G.                                   | 5 00              |
| Robin Hood                               | 10 00             |
| Tinware, pressed, retinned.              | 75 and 2 1/2 p.c. |
| plain                                    | 70 and 15 p.c.    |
| Graniteware, according to quality.       | 50 p.c.           |
| Turpentine, by barrel.                   | 87c.              |
| Less than barrel.                        | 89c.              |

## STORE GOSSIP.

THE store is the last place where gossip should be permitted by people who use it as a lounging place. There should be no lounging in stores. Women dislike to enter the store where a group of men are holding down the stove.

No merchant need be afraid of giving offence by refusing to allow lounging in his store. The few who lounge are not leaders in a community; their trade is seldom worth going after; their opinion of you will count for but little.

It happens too often that the merchant himself is a gossip. When this is the case, it cannot be expected that he will arouse himself to the enforcement of a policy to do away with it. It is unfortunate when this is so, for it means practically that the merchant is not progressive. The man who has inborn the true business sense shuns gossip as he would poison. It is a sign of weakness to talk anything but business in a place of business, or subjects that are important as business. It is always right to seek information on any topic whenever the opportunity offers.

Gossip is not information. It is usually largely untrue, and it undermines the thinking power of a man who indulges in it. The manager of a large store has no time for gossip; the manager of a small store should have no time for it, because of his ambition to become the manager of a larger one.—Minneapolis Bulletin.

## A THINKING HEAD.

All that one man can do in any business of fair size is to think for it, says an exchange. Without the thinking mind at the head of the business, success is hardly pos-

sible and growth can rarely be expected. The greatest successes are not achieved by means of mere energy. There must be purpose and rule in everything.

## HONESTY THE BEST POLICY.

"HONESTY may be the best policy," said the Boston drummer, as he pulled out a hand mirror to see if his necktie had shifted a hair's breadth from true, "but I don't think I shall practise it any more. I had a little adventure in Buffalo last week which rather set me against honesty.

"I was going along Main street, when I found an old pocketbook containing a two-dollar bill. I judged the outfit belonged to some poor person, and in the goodness of my heart, I stepped into a newspaper office and paid 40 cents for an advertisement. Next day I had fifteen callers, about half of whom were women, and every one of them declared herself the owner of the lost money."

"But fourteen of them must have lied," was suggested.

"Yes, the whole fifteen were liars and frauds," replied the drummer. "One woman gave me such a minute description of the pocketbook that I felt sure she must be the owner and I handed her \$1.60. She wouldn't have it. She insisted that if I hadn't picked up the money someone else would—someone who would have advertised for nothing—and she made such a fuss over it that I was glad to throw in the 40 cents and get rid of her. About four hours later the real owner appeared. It was a woman, and when satisfied that I had given the money to the wrong party, I offered her a dollar. She wouldn't take it. Then I tried the \$1.60 dodge, and she threatened to have me arrested. She even had the cheek to say that I ought to include the 40 cents I had paid for the advertising."

"But you gave her back her \$2?"

"Her \$2 and 50 cents more. When she couldn't get 40 cents for the advertising she set up a claim of 50 cents for the pocketbook, which wasn't worth a nickle. I got mad and defied her, but when she came back with a lawyer, I thought best to pay it. I also gave her 10 cents for street car fare."

"It's a wonder the lawyer didn't try to get a fee out of you."

"He not only tried, but he got it. Yes sir. I felt it best to pay him \$3 to close the case and get it off my hands, but I'm not feeling perfectly safe yet. Next time I go back there they may arrest me for swearing. Honesty is a beautiful attribute gentlemen, a beautiful attribute, but I have dumped it out of my sample trunks and go through with a side line."



## THE CANADA PAINT COMPANY'S

### Wood Stains

MANUFACTURED BY  
THE CANADA PAINT CO.  
LIMITED  
MONTREAL and TORONTO.

## THE CANADA PAINT COMPANY'S

### Varnish AND Japans

MANUFACTURED BY  
THE CANADA PAINT CO.  
LIMITED  
MONTREAL and TORONTO.

## THE CANADA PAINT COMPANY MAKE THEIR OWN

### Dry Colors

THE CANADA PAINT CO.  
LIMITED  
MONTREAL and TORONTO.

## THE CANADA PAINT COMPANY

### Ship Quickly

THE CANADA PAINT CO.  
LIMITED  
MONTREAL and TORONTO.

## INQUIRIES REGARDING CANADIAN GOODS.

THE following were among the recent inquiries relating to Canadian trade received at the Canadian Government offices in London during the week ending March 2 :

Another inquiry has been received respecting the quantity of native carbonate of barium available for export from Canada.

A firm of paper agents and merchants desire to open up business connections in Canada for the sale of the product of their paper and pulp-board mills, and will be glad to hear of a house through whose intermediary they could find a market.

Inquiry is made for the names of Canadian firms exporting wood-pulp and paper.

A firm in the Midlands wishes to enter into communication with one or two good Canadian houses who desire representation here, for the sale in the United Kingdom and Europe generally of Canadian productions. They are acquainted with foreign trade and could develop a large business in suitable goods.

A financial agent interested in the wood-pulp industry desires to hear of properties favorably situated on the Atlantic coast which could be utilized.

The manufacturers of rubber parts used in the manufacture of pneumatic tires, viz., outer covers and inner tubes, and other various cycle rubber goods, are desirous of opening up a trade with Canada, and are looking out for reliable firms in the Dominion who would do a factoring business with them.

A commission agent at Messina, interested in the export of Sicilian products, oil, almonds, pistachio nuts, other nuts, liquorice, etc., desires to correspond with Canadian importers who may be open to do business.

A merchant in Cape Town asks to be referred to Canadian exporters of timber, cereals, dairy produce, etc.

Inquiry has been received from a Glasgow firm for names of producers or exporters of wood meal (wood powder) from Canada.

A Strassburg (Germany) firm inquire for names of reliable Canadian shippers of hay and compressed forage and apples.

A large furniture firm at Antwerp, importing different kinds of hardwood lumber, would like to be placed in communication with a Canadian house.

Inquiry is made for names of a few Canadian manufacturers who may desire to appoint a representative for Great Britain by a person who has had experience in the metal and hardware business.

The publishers of an Imperial exporters' guide and directory desire to have the names of engineers and officials concerned in the importation into Canada of materials for Government works, the object in publishing such information being to bring buyers into direct contact with the manufacturer.

A Glasgow merchant has asked to be referred to Canadian houses desiring to appoint a buyer in the British market.

## A QUIET BUT USEFUL MAN.

Mr. George Bertram, did not live long to enjoy the political prominence that his election to Parliament for Centre Toronto somewhat unexpectedly won him. He was one of the quiet men whose influence in affairs is greater than the noise they make, a successful merchant, and a good type of citizen to have actively interested in political affairs.—Montreal Gazette (Conservative).

## LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont

## GEORGE TUCK & CO.

.. Importers of ..

## Asbestos and Tuck's Packings

Pipe and Boiler Coverings, Cotton Waste, Oils, Oakum, etc., and General Engineers' Supplies.

NO. 7 ST. PETER STREET, - MONTREAL



## Ontario Nut Works, Paris

### BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

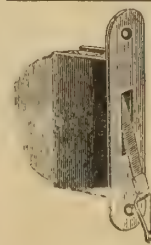
## KNOX HENRY

Heavy Hardware and Metal Broker  
Room 220½ Board of Trade, MONTREAL.

**SPECIALTIES** — C Brand Horse Nails — Canada Horse Nail Co.

**BOLTS** — Tire and Stove Rivets of all kinds - Chalcraft Screw Co.

**BRASS GOODS** — Gunn Castor Co., Limited, Birmingham, Eng.



## Pullman Sash Balance Co.

Makers of the

### "Pullman" Hardware Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

"All Dunlop Tires in 1900"

When you hire a wheel from the Bicycle Livery look at the tires.

If they are Dunlop Tires then you can rest assured the wheel has a good pedigree in its every part.

Dunlop Tires on all good wheels.



"The only tools."

The Dunlop Tire Co., Limited,  
Toronto,  
Montreal, Winnipeg, St. John.



## TRADE IN OTHER COUNTRIES THAN OUR OWN.

### THE PRICE OF SHOVELS IN THE UNITED STATES.

**A**T the recent meeting of the associated shovel manufacturers, existing prices were continued, with guarantee for the three months following April 1. So far as the manufacturers are concerned, the market is firm, and established prices are regularly maintained. But there is a good deal of irregularity in the prices at which the goods are sold by the jobbing trade, who are not endeavoring, as heretofore, to adhere strictly to the regular prices. The National Hardware Association have apparently become convinced that it is not feasible longer to continue their efforts in this direction. Continued preparations are being made by outside manufacturers to put a line of shovels on the market.—Iron Age.

### STEEL IS SCARCE IN SHEFFIELD.

Ironmonger of March 17, in its report of the Sheffield market says: "Steel is scarcer than iron, and prices are firm. Buyers not under contract experience great difficulty in obtaining supplies. Overtime continues to be the order of the day in the heavy steel branches. The railway departments are busier on account of the large contracts for stock placed by the Midland Co. Makers of Bessemer and Siemens-Martin still continue to be in arrears with deliveries, and predict a further rise of prices. Engineers are busier than they were at the beginning of the year. Foreign indents are satisfactory in respect to Siemens steel, crucible cast steel, files, saws, and parts for agricultural machinery. Gardening tools are in request in the colonies. Although the whole of the evidence on the subject that is available points to the contrary, one occasionally meets with shrewd business men who appear to be convinced that the high-water mark of good trade has been passed, and that business will gradually taper off."

### THE POSITION OF IRON IN GREAT BRITAIN

In spite of the rumors which were so persistent at intervals during 1899 that there was a famine impending in pig iron, returns which have recently been issued show that the output of that metal in the United Kingdom during 1899 was increased by no less than 624,000 tons. Consumption took all this, and warrant stores alone underwent a shrinkage of over 150,000 tons. No official figures are available with reference to the position of makers' stocks in any district, with the single exception of Scotland, but in this case makers held, on December 31 last, only 31,782 tons, compared with 73,838 tons on the same date of 1898. The exact

amount of increased consumption indicated by the reduction in warrant and makers' stocks can only be guessed at, but with the known increase in production, and the ascertained shrinkages in warrant and Scotch makers' stocks already referred to, it would hardly fall short of 900,000 tons, and might considerably exceed it. The figure named, however, bears striking testimony to the remarkable activity of trade during the past year. The greatest increase in production shown by any district is that in South Wales, where the output has increased 86 per cent.—the figures having risen from 507,000 tons in 1898 to 943,000 tons in 1899, the other most important increases being in the West Cumberland and North Staffordshire districts. Of the divisions returning a decreased production, Scotland and Durham show up the most prominently, the explanation being apparently the ore and coke difficulties encountered in those districts, of which frequent complaints were heard from time to time.

The total production of pig iron in the United Kingdom during 1899 is put down as being 9,305,000 tons, against 8,681,000 tons during 1898, and, analyzing the total, it is found that whereas less forge and foundry iron and spiegeleisen, etc., were made, there was an increase of no less than 787,000 tons in the output of hematite and basic irons. This bald statement of fact is sufficient to show to what an extent steel continues to displace iron in all branches of the iron and steel consuming industries. The past year, too, was a capital one for the industries ordinarily consuming steel. Shipbuilders, for instance, whether undertaking private or Government work, must have used many thousand tons of mild-steel plates and kindred material above the average. The building trade also, which in some districts is now having a "fit of the blues," had an excellent year, and the call for such material as girders and beams was upon quite an exceptional scale. Thus even without any displacement occurring in the use of iron, steel, by the very nature of things, entered more largely into consumption than in previous years, and this necessitated an increased output of steel-making irons.—Ironmonger, London.

### NEW YORK METAL MARKET.

**PIG TIN**—The market was unsettled and irregular in both American and European markets. Early in the day London cables were strong and higher, but the last advices brought in a lower range of quotations on spot delivery, and slightly higher figures for three months' futures. Straits was quoted

at 30½ to 30¾c. for spot delivery, and at 29¾ to 30c. for future delivery.

**COPPER**—A very good business is being put through, and the market retains a fairly firm tone, with prices on the basis of 16½ to 17c. for Lake Superior ingot, 16¾ to 16⅞c. for electrolytic bars, etc., and 16½ to 16⅝c. for ordinary casting stock. In the London market, only a slight fractional change in prices took place.

**PIG LEAD**—Western common remained steady in price, with the range from 4.70c. for large lots for future delivery up to 4.75 to 4.80c. for single carloads on the spot. There was no unusual business or more than ordinary inquiry.

**SPELTER**—Very little change in prices took place and moderate business only was reported. Good Western brands were quoted at 4.55 to 4.65c. delivered here in carload lots.

**ANTIMONY**—Regulus is steady and selling fairly at 9¾ to 11c., as to brand and quantity.

**TINPLATE**—A fair business only is taking place, and the demand is at present very moderate. Deliveries on old orders, however, are at former prices.

**IRON AND STEEL**—The market for foundry and mill grade pig iron is slightly weaker, and only very ordinary business is reported in this quarter. Warrants for Southern brands of grey forge were sold early in the week at \$15, but at present \$14.50 seems to be the best. Old iron and steel remain without change in price, and rather slow.—New York Journal of Commerce, March 29.

### WILL DEVELOP CORUNDUM DEPOSITS.

The Canadian Corundum Company have let contracts for a mill and for a plant to treat corundum ores on properties acquired in the counties of Hastings and Renfrew, and the company hope soon to be ready for business. The company was organized last year with a capital of \$250,000. This has been increased to \$1,500,000. Their agreement with the Ontario Government provides for the expenditure of \$50,000 before January 1, 1901. They have also to provide machinery capable of treating 100 tons of corundum rock per day. One of the largest manufacturing establishments in the United States has offered to take over the whole output of the works up to 3,000 tons of corundum per year. The works will likely be established in the township of Raglan, Renfrew county.

The Parkhill Basket Manufacturing Co. will move to Owen Sound, Ont., and erect a \$10,000 plant, if Owen Sound will give them a loan of \$6,000; exemption from taxes for 10 years and free water.



**BINDER TWINE FACTORY PROPOSED**

ON Saturday last a public meeting was held in Walkerton, Ont., for the purpose of forming a joint stock company to manufacture binder twine.

The promoters were Malcolm McNiven, a stockholder in The Farmers' Binder Twine Co., Limited, Brantford, Ont.; C. L. Higgins, Montreal, and A. W. Robb, Walkerton.

Mr. Higgins offered to put a factory in Walkerton, erect the buildings, instal a plant, put the whole thing in working order and furnish a manager who thoroughly understands the business, and to take up \$10 000 stock if \$76,500 could be raised in Walkerton.

The main building of the factory would be 200 feet long and 40 feet wide, with walls 16 feet high and built to stand running machinery. The boiler, engine, and fuel building would be 65 x 75 feet; the storehouse to be 100 x 50 feet. Two 100 horse-power boilers would be necessary; the boilers to burn coal; engines to be 125 or 150 horse-power. Twelve or 14 men and 30 or more boys and girls would be employed. The capacity of the factory would be three tons per day.

Addresses in favor of organizing the company were given by Malcolm McNiven, A. W. Robb, James Tolton, James Lamb, J. D. Kinzie, and others.

James Tolton was then appointed provisional secretary-treasurer. Before the meeting closed, over \$2,000 was subscribed. The subscribers then appointed William Rowland, Jacob Waechter, Malcolm McNiven, John McLean, Adam Seegmiller, Alex. Rae and G. D. Lamont directors of the company.

It will be at least three months after the necessary capital is secured before operations can be started.

**CLEANING BICYCLE CHAINS.**

THIS suggestion is from a writer in Cycling: I soak my chain in paraffin, and then, putting on a pair of gloves, work every joint of the chain so as to thoroughly cleanse every part of it, giving it a final bath of clean paraffin. It is then wiped dry and coiled around in the bottom of an old saucepan kept for the purpose. It is well covered with good lubricating oil and set over a small gas flame, so that the oil is gradually heated, but I never allow it to actually boil. I prefer to keep the chain from the bottom of the saucepan, by resting it on a couple of pieces of wood. I do not suppose the heat would affect the temper of the chain, but it might; the oil, however, gets freer access to all parts of the chain by this means. As the chain

gets warmed through, the oil is drawn into the bushes and round the rivets and every working part gets lubricated. The chain is lifted out of the pot by a piece of wire previously attached to it, and is hung up to drain and then wiped dry when cold. The oil is put back into a can and specially labeled so that it cannot be used for other purposes, but can be kept solely for this operation, and it can thus be used over and over again, whereas animal fat once boiled up and kept for some time is hardly fit for use a second time. In use, the chain is lubricated with Borcan paste, and I think that the efficacy of my method is proved by the fact that, whilst I always have three machines in general use, including a tandem, I have never had any chain troubles, and on my own machine I never use a gearcase. I like gearcases well enough in their way, but, as I do not go in for mud-plugging when the mud is at its muddiest, I prefer to be without them. On tandems and machines for ladies, however, they are essential.

**A BAD EXAMPLE.**

Some excuse may be found for lazy human nature, says Stoves and Hardware Reporter, by the fact that even metals sometimes get tired. Telegraph wires are better conductors on Monday than Saturday, on

account of their intervening rest, and razors become so weary sometimes that even a good stropping will not make them do their proper work. An excuse for faults is always to be found, but lazy people must be hard driven when they fall back on the example set by metals.

**INQUIRIES AND ANSWERS.****PLANS FOR SHELVING WANTED.**

A North Sydney, C.B., subscriber writes: "Will you kindly inform us where we can get plans, etc., for shelving a store, one side hardware and the other tinware and enamelware?"

[Remark: Perhaps some of our readers can supply the desired information.—THE EDITOR.]

**CONDENSED OR "WANT" ADVERTISEMENTS.**

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

**FOR SALE.**

OLD ESTABLISHED HARDWARE BUSINESS in Collingwood for sale. Owner retiring. Apply to J. Henderson, Barrie. (14)

**OFFICE FURNITURE WANTED.**

MAKERS OF OFFICE FURNITURE, Desks, Filing Cabinets and Card Index devices, please send lists and terms to "Klip River," care MacLean Publishing Co., 109 Fleet street, London, E.C., for an English importer who wishes to open Canadian connections. (13)

## ECONOMY GASOLINE STOVE

— AND —

## QUICK-BAKER OVEN.

The Stove and Oven that always give perfect satisfaction. No Dust. No Dirt. No Ashes. No Waste. No Discomfort. Baking and Ironing in summer a pleasure.

10 pounds bread baked for one cent.  
8 dozen biscuits baked for one cent.

The QUICK-BAKER is ready for use in 7 minutes

A Practical and Scientific Test made by the Government Analyst,  
PROF. F. T. HARRISON, PHAR. D.

London, April 26th, 1898.

MR. CHAS. CANNOM:

Dear Sir,—I beg to state that in compliance with your request I have made a careful test as to the amount of gasoline consumed by burners used with your Economy Stove. The calculation was made from the average of two burners, one was placed under the oven and the other under a tea kettle. The gasoline used had a specific quality of .683. They were burned for exactly one hour, and the average consumed during that time for one burner was a trifle less than one-fifth of a pint or one-fortieth of a gallon. With gasoline costing 20 cents a gallon, this would be a cost per hour of one-half cent for each burner. I am, yours truly,

F. T. HARRISON, Phar. D., Analytical Chemist.

Manufactured by

The . . . **Cannom Stove & Oven Co.**

Limited

197 King Street, LONDON, ONT.

Agents wanted in all parts of the Dominion.

**WHAT CAN BE DONE WITH THE**

## Ideal Cooker and Economy Stove

A dinner for from ten to fifteen people cooked at a total cost of one-half to three cents.

**NO STEAM IN THE HOUSE.**

**NO OFFENSIVE ODORS.**

**IT WHISTLES BEFORE IT BOILS DRY.**



## The Quick-Baker Oven

is adapted for Gas Stoves, Gasoline or Oil Stoves.

We also sell the best Oil Stoves made. Write for circular and terms. We are introducing the stoves through agents.



# HEATING AND PLUMBING.

## SOME BUILDING NOTES.

**P**RINCIPAL GRANT is agitating for two large new buildings for Queen's University. Kingston city council has been asked for assistance.

W. J. Gedge is asking tenders for a school house at Red Jacket, N.W.T.

Rossland will spend \$15,000 or \$20,000 in a new fire hall this summer.

The Dominion Hotel, Victoria, will be enlarged at a cost of \$15,000 this year.

About \$2,000 has been subscribed for the erection of a church in Glensmith, Man.

James Hill & Son, Richmond, N.S., intend erecting a large store in Sydney, N.S.

Wm. Roddick is asking tenders for a new wing to the House of Refuge in Brantford, Ont.

C. L. Forler, Philipsburg, Ont., intends erecting a handsome brick residence this summer.

Anderson & Son, Galt, Ont., intend erecting a fine block on North Water street, Galt. Tenders are invited.

Kirkpatrick & Wilson and A. H. Clements have the contracts for erecting a block in Nelson, B.C., estimated to cost \$35,000.

D. McKenzie, Dyer, Ont., is asking tenders for the construction of a school house at S.S. No. 20, Roxborough township, Ont.

Tenders are asked by George Browne, architect, Winnipeg, for the construction of a stone and brick Y. M. C. A. building in Winnipeg.

Tenders have been asked by Major Southall, 217 Rupert street, Winnipeg, for the erection of new Salvation Army barracks. It is to cost \$12,000.

Tenders are being asked for the new C.P.R. hotel at Winnipeg. It is estimated to cost \$750,000, and the construction is likely to be started at once.

T. W. Holland, secretary of The Grand Forks Townsite Co., Grand Forks, B.C., has awarded a contract for the erection of six cottages to cost \$10,000.

James W. Carswell, architect, Chatham, Ont., is asking tenders for stone and brick work, plumbing, heating and slating in three residences and a convent.

James Stewart & Co., of St. Louis, Mo., have sent representatives to Montreal to secure material for the elevators for the Connor's syndicate. They intend to start

constructing these buildings as soon as the sites are free of ice and water.

The Baptists of Wiarton, Ont., contemplate the erection of a new church during 1900. The structure will be a handsome one, and a credit to both congregation and town.

The Canada General Electric Co., Limited, Peterboro', Ont., are asking tenders for the erection of a brick and steel machine shop in Peterboro'. C. H. Miller & Co., Toronto, are the architects.

The Smith's Falls, Ont., School Board has asked for \$10,125 for extensions to the school buildings. The population of the town has been growing at the rate of 150 per year for eight years, and now the school accommodation is deficient. In the estimates the board place the amount needed for plumbing and sewer at \$450, and for heating and ventilating at \$550.

Tenders for work on the Essex County House of Refuge were opened on Saturday, and contracts were let for a building that will cost \$20,000. Joseph Chambers, of London, will instal a hot-water heating apparatus for \$2,000, and the remainder of the work will be in charge of Contractors Carswell, Stevens & Moore, of Chatham. The structure is to be erected in the town of Leamington, and will be ready for use by December 10.

## BUILDING PERMITS ISSUED.

The following building permits have been issued in Toronto: A. P. Burritt, for a two-storey and attic brick dwelling, northeast corner of Maple avenue, and Glen road, to cost \$6,000; P. J. Mulqueen, for a two-storey and attic brick dwelling, northeast corner of Berkeley and Wilton avenue, to cost \$2,700; I. W. W. Plewes, for a pair of two-storey and attic semi-detached brick dwellings, Nos. 350 and 352 Brunswick avenue, to cost \$6,500; Orr Bros., for a pair of two-storey and attic brick dwellings, Nos. 340 and 342 Shaw street, to cost \$7,000; Nerlich & Co., for a five-storey brick and cut stone warehouse, Front street west, opposite Union Station, to cost \$30,000; Caleb Evans, for a pair of three-storey and mansard brick and stone semi-detached dwellings on Markham street, west side, near Harbord, to cost \$8,000; J. W. McMichael, for a two-storey and attic brick dwelling, No. 35 Howland avenue, to cost \$2,800.

The following permits have been taken out in Quebec: Alexis Koucher, for the

construction of a wooden and brick dwelling on Bayard street, dimensions 30x26 feet, to cost \$1,000; A. Cummings, for reconstruction of the building at the corner of Garneau and Fabrique streets, to cost \$3,500; J. A. Gingras, repairing property on Dominique street, to cost \$1,000; Mrs. V. Roy, for repairing property on Desfosses street, to cost \$1,500, and to P. E. Fugere, for a building corner of Prince Edward and Dorchester streets, dimensions 55x45 feet, to cost \$3,700.

## PLUMBING AND HEATING NOTES.

Pequin & Sestorilly have registered partnership as plumbers in Montreal.

Partnership has been registered by The McLean Acetylene Gas Co., Montreal.

The Louisburg Electric Water and Power Co., Limited, have applied for incorporation.

Cadman & Williams, tinsmiths and plumbers, St. Thomas, Ont., have dissolved partnership.

McKelvey & Birch, Kingston, Ont., have the contract for the heating plant in the new Kingston drill hall.

Arnprior, Ont., may shortly put in a waterworks and sewerage system at an estimated cost of \$75,000.

Edward Manning invites tenders up to April 2 for the plumbing work in the Alexander street school building, St. John, N.B.

Thibault & Co., Arthabaskville, Que., have been awarded the contract for plumbing and heating in the Whiting Block, Sherbrooke, Que.

Tenders are asked for additions to the plumbing, heating and electric wiring in a residence in Guelph, Ont., by L. C. Wideman, architect.

Ovila Terriault, Montreal, has secured the heating contract in the new convent being erected at Louisville, Que., for the Sisters of Providence.

The news that the Reinhardts will erect a large brewery building in Montreal has set Montreal plumbers figuring on the possible work. So far, however, no definite details have been available.

Architect Waite is now calling for tenders for the roofing work on the new Grand Trunk offices on McGill street, and several Montreal firms, among them, Jos. Lamarche & Co., have sent in bids.



# Toronto Foundry Co.

Manufacturers of **SOIL PIPE, FITTINGS,  
SINKS, BOILER STANDS.**

Nos. 146-148-150 Niagara Street, TORONTO

The only Exclusive Manufacturers of  
Soil Pipe and Soil Pipe Fittings in  
Canada. . . . .

All goods stamped T. F. Co. are warranted

CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY.  
MONTREAL.

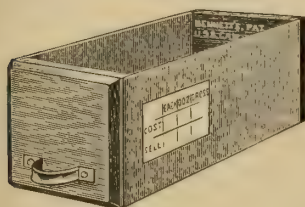


**VALVES**

The best—  
For all uses.  
Of all dealers.

THE  
JAS. MORRISON  
BRASS MFG. CO.  
LIMITED,  
Toronto.

ONLY ONE OPINION ABOUT



**BENNETT'S SHELF BOX.**

Toronto, March 15, 1900.

To J. S. Bennett, Toronto.

Dear Sir,—Having installed in my store 332 of your patent shelf boxes, I must say that I am more than pleased at not only the utility of the boxes, but at the striking appearance they give the store generally. I feel that they are a boon to the trade and should be in every up-to-date store.

Yours truly, W. C. McFARLAND.

Boxes made to fit your present shelving. Full particulars from

J. S. BENNETT, 20 Sheridan Ave., Toronto

## LEADER CHURNS

are supplied with Angle Steel or Wood Frames, as may be desired. All have Bicycle Ball Bearings of a superior kind—four different styles—with double levers or cranks. Patent Internal Breakers with all Lever Churns.

Practical tests by experts demonstrate that Internal Breakers bring results, both as to quality and quantity, not otherwise obtainable, and also reduce the time required for the operation almost one-half.

Sold at the same price as other makes.



**THE DOWSWELL MANUFACTURING CO., Limited, HAMILTON.**

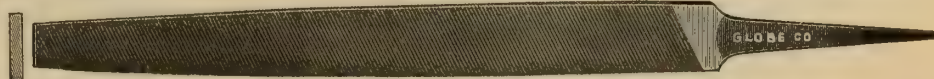
Eastern Agents:

W. L. HALDIMAND & SON,  
Montreal Que.

Largest Production

**GLOBE FILES AND RASPS**

Largest Demand



WARRANTED.

The Globe is our Territory—including all Governments and all Railroads. But only one brand, which is first quality. THE GLOBE FILE MFG. CO'Y, Port Hope, Canada.

**Hardwood CHARCOAL** in Bulk or Sacks.  
**WOOD ALCOHOL** equalling Methylated Spirits as a solvent.

Manufactured only by...

**THE STANDARD CHEMICAL CO., Limited**

Factories { Fenelon Falls.  
Deseronto.

Gooderham Building, TORONTO

75 YEARS.

ESTABLISHED 1825.

75 YEARS.

CELEBRATED

**HEINISCH**

SHEARS.

Tailors' Shears,  
Trimmers, Scissors,  
Tinnern's Snips, etc.



ACKNOWLEDGED THE BEST.

**R. HEINISCH'S SONS CO.**

NEW YORK OFFICE, 90 Chambers St  
NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.

**CHURCH'S** COLD WATER  
**ALABASTINE**

**The King of Wall Coatings.**

THERE is no doubt of its superiority over everything else in this line on the market. It is on sale everywhere from the Atlantic to the Pacific, and in all English-speaking countries. Extensively advertised and pays the dealer a good profit. Sixteen beautiful tints and white, in five-pound paper packages. Never sold in bulk. Write for tint card and prices.

**JELLSTONE.**—The only genuine Cold Water Kalsomine, made especially for painters' use, and sold only in bulk, at a cheap price. Not advertised to the general public. Write for prices.

**CHURCH'S POTATO BUG FINISH.**—The most effective insecticide on the market. Worth its cost as a fertilizer. Safe to handle and always ready. No mixing required. Three hundred pounds in every barrel.

**CALCINED AND LAND PLASTER.**—We are the only manufacturers of Calcined Plaster in Ontario. Write for prices and freight rates to all points west and north of Toronto.

**THE ALABASTINE CO., Limited,**

PARIS, ONT.

Trade in the North-west supplied by } G. F. Stephens & Co., Winnipeg, Man.  
Vancouver Hardware Co., Vancouver, B.C.



### THE NEW PLUMBER.

IN his address before the convention of the New York Association of Master Plumbers, President Horace F. Westcott spoke in part as follows, according to The Metal Worker :

"We should all feel proud of our mission, being gathered as we are in this twelfth annual assembly for the purpose of bettering the condition of our habitations from a sanitary standpoint and the trade of plumbing in general. Our calling is no longer an experiment ; it is an acknowledged science appertaining to the preservation of the public health. This contention—or, rather, truth—is now acknowledged by the highest medical authorities throughout the scientific world, and plumbing is to-day not only a general necessity, but a work of art and skill. It is really the most important branch of the building art, and a man, in order to be able to properly install a modern plumbing job, must be not only practical, but theoretical, in every sense of the word. He must, in other words, be not simply able to do, but he must know, in advance, how to lay out a plant, and why it is so done.

"It is also an encouraging sign to know that a public sentiment is rapidly molding toward the adoption of better plumbing, which is largely due to the efforts of our organization in its work of an educational character and for sanitary legislation. This condition is relieving our profession of the unjust abuse which was formerly our lot, and the plumber to-day is as welcome in the average house as is the physician, neither being called except when badly wanted, and then the necessity of his presence is very forcibly realized. In fact, when the plumber is first called the services of the physician are not required, for the former obliterates conditions that would ultimately demand the latter's services. We must continue our work of organization and education and spare no effort to impress our customers with the necessity of having only the best workmanship and materials. Poor workmanship and inferior materials are largely responsible for many of the diseases of modern life, especially those of a zymotic nature. A demand for better work will create a superior class of mechanics and assure us of even greater public respect, and we must leave no effort unturned to further the cause of education, for in it lies the success of our future. Better remuneration will follow, and a more enlightened condition of public mind, for when an article is desired it is principally because it is an admitted necessity. Then can we hope for a just reward for our services, for it is a lamentable fact that the financial condition of the majority of plumbers is deplorable. No class of artisans

is so poorly paid, and surely none assumes a greater responsibility.

"I assure you, gentlemen, that it is my firm belief that not only our salvation but our position in the eyes of the public rests entirely in our own hands. We have it in our power to make or unmake our mercantile life, and the question which presents itself to our minds at this time is, are we capable? I believe we are, and we again meet to discuss the problems which confront us and which must be soon and wisely solved if we hope to hasten the trade conditions that we hope for."

### MEETING EMERGENCIES.

THE man who is prepared to meet the emergencies of each day and each hour as they come has a business equipment beyond all price, says The Chameleon.

To himself it is priceless because it frees him from embarrassing predicaments, from worry and insomnia ; to his employer because it insures prompt action and good management.

The ability to master a situation and act promptly and wisely is within every man's reach. It is a faculty that can be acquired—not one that is due to some fortunate accident of birth.

It comes with training. Constant and fearless grappling with difficulties gives us strength in it. A thorough knowledge of our work, all its intricacies and unusual phases, is necessary to it. Confidence in ourselves is at the foundation of it. The willingness to face a dilemma, to meet a turning-point half way, is the first step into it.

Some men dodge every perplexity that comes near them. They hide behind the nearest excuse when a crisis arises. If they are overtaken, with no chance to get out of the way, they stand helpless and at their wit's end what to do. If you want to study the microbe of failure, you'll find it fully developed in such men.

To be a little beforehand with one's judgment, to anticipate an emergency, proves always the most successful course. It is a thousand times better to cross your bridges before you reach them than to be like the peasant Horace tells about who waited for the river to flow past him, because there was no bridge in sight.

A captain in Napoleon's army won promotion and his commander's favor through a clever drill manœuvre based on this principle of prompt action in emergencies. It was his wont in drilling to get the company into some intricate formation and then call suddenly upon one of his under officers to get them out. It required of them not only

a thorough knowledge of their tactics, but a cool head and quick judgment.

It made such soldiers of them as the world needs in all its battles, and such soldiers as we all can be if we study our tactics and stand ready to be called out at any moment.

### CATALOGUES, BOOKLETS, ETC.

#### ICE CREAM FREEZERS.

IT is about time hardwaremen were looking into the respective merits of the ice cream freezers offered this year by the various makers who do business on the Canadian market. The North Bros. Manufacturing Co., Philadelphia, Pa., have gained a favorable reputation here. This firm have just issued their 1900 catalogue, which they claim, comprises the largest variety of freezers made in any factory, and meets every demand from high quality to low price. As the catalogue contains sectional as well as exterior views of the freezers, and illustrations of the moulds, dishes, cans, tubs, etc., it is worth getting for reference. It can be had for the asking.

#### GOOD WORDS FOR RUBBER BELTING.

The Canadian Rubber Co., Montreal and Toronto, have just issued one of the daintest booklets that has come into this office for some time. It contains a price list of their rubber belting, and views of their factory and head office in Montreal ; of their warehouses in Toronto and Winnipeg, and of exhibits of their many lines of belting. The purpose of the booklet, and the most interesting portion of it, however, is the publication of a number of letters from many of the largest manufacturers in Canada, expressing their opinion of the belting made by this company. The eminence of the firm and the candid way in which they express their opinion makes this booklet a valuable one, both to its readers and its publishers. Users of belting should get this booklet.

#### J. S. MITCHELL & CO.'S SEASONABLE SPECIALTIES.

J. S. Mitchell & Co., Sherbrooke, Que., are sending out to the trade their spring catalogue for 1900. Included among the specialties handled by this house are some of the best makes of wire cloth, door and window screens, fishing tackle, home laundry goods, oil stoves, refrigerators, ice cream freezers, field, garden and lawn requisites, dairy supplies, bicycles and sundries, mixed paints, and pumps of all kinds. As these are described in detail and are illustrated, this catalogue would be well worth asking for.



THE VERY BEST—OF ALL THE GOOD IDEAS  
YET CONTRIVED—ARE FOUND IN

# Oxford Gas Ranges

They're the finest stock you can handle.

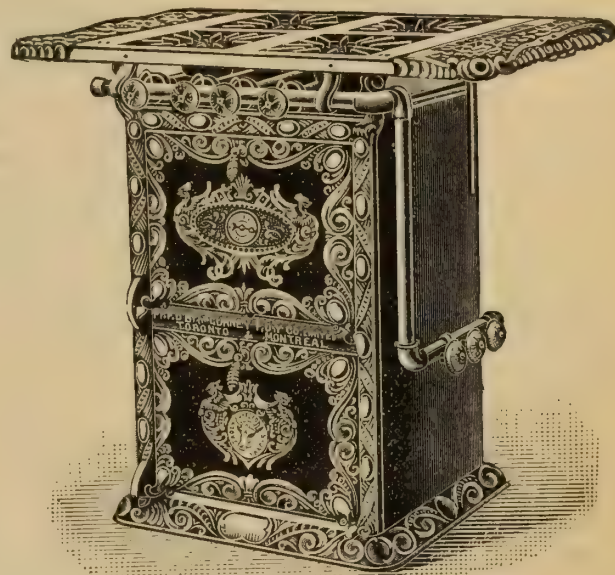
Full range of sizes and styles to meet all possible demands. Large ovens, specially perfected valves and burners, reversible oven burner, improved oven burner lighter, and many other telling points that give superiority.

We have also full lines of the celebrated "Quick Meal" Wickless Blue Flame Oil Stoves, for which we are Sole Canadian Agents.

These lines cover the Summer Stove ground completely.

Write now for Price Lists and any desired information.

**THE GURNEY FOUNDRY CO., Limited, Toronto,** **Winnipeg,**  
**Vancouver.**  
THE GURNEY-MASSEY CO., LIMITED, MONTREAL.



*McLaskill, Dougall & Co*  
*Time Varnish & Japan*  
*Manufacturers.*  
*Montreal*  
*Price Lists on application*

## BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

**CANADIAN PRESS CLIPPING BUREAU,**

505 Board of Trade Bldg., MONTREAL, QUE.

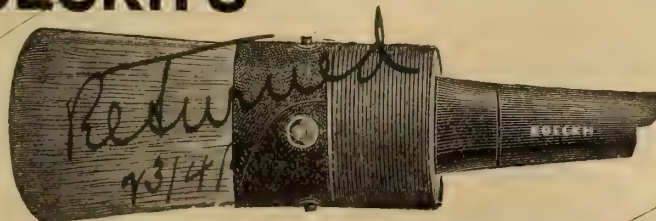
Telephone Main 1255.

28 Front St. West, Toronto. Telephone 2148.

THE ADVERTISER WHO LIES  
IN THE TRADE JOURNAL,  
WILL NEVER LIE ON A  
BED OF ROSES.

That is why we always adhere to the truth when telling you about

**BOECKH'S**



**BRIDLED  
PAINT  
BRUSHES.**

You can warrant them to your customers. They are bound to give satisfaction because they are **THE BEST.**



80 York St  
TORONTO.



## Facts About "C" Horse Nails:

### I.

It is an undoubted fact that the best horse nails always command the best price.

### II.

It is an undoubted fact that the "C" brand horse nails have always commanded the best price.

### III.

It is therefore a logical deduction—as it is an undoubted fact—that the "C" brand horse nails are the best.

### IV.

It is also an undoubted fact that "the best is the cheapest,"—therefore buy the "C" brand.

### V.

It is an undoubted fact, established by 35 years' experience among dealers and farriers throughout the Dominion, that the "C" brand horse nails are the best to buy—the best to sell—the best to use.

### VI.

We have only one price, and sell only to the trade.

Buyers of Horse Nails are specially requested to order the "C" brand made by the

Canada Horse Nail  
Company,

MONTREAL.

## CHEAP BICYCLES FOR 1900.

The greatest salesman in the world is price. Wit, humor, eloquence, and oratory all sit down when price rises to speak. Price is the great conqueror, the invincible salesman.

The Iver Johnson's Arms and Cycle Works, of Fitchburg, Mass., one of the largest concerns outside the trust, caused a sensation when they announced their 1900 prices long before other manufacturers had considered the matter.

Twenty five dollars was the price named for their medium-grade wheels and \$35 for the high-grade models. Racers were listed at \$45, while cushion frame and chainless models were put at \$50 and \$60, respectively.

These prices attracted considerable attention in the trade owing to the reputation of the firm for making nothing but reliable, honest goods. Predictions were freely offered that the firm could not turn out a high-class wheel for \$35, as the price would not permit of it, etc. The Fitchburg people had gone over the situation carefully, and knew what they could do. They had considered everything, and could see big business ahead, owing to the attractiveness of the prices named.

The dealers had heard of the prices, and when the salesmen got out with samples they experienced no difficulty in closing with the best representatives. The travelers are now being recalled, as the firm has orders for all the wheels it can furnish. The output will be greater than was at first planned, but, with their exceptional facilities for turning out goods, the makers say there will be no delay in filling all their orders promptly.

## "FIFTEEN DOLLAR" CYCLES.


To prove that advertising brings results, the following instance may be cited. In a recent issue of this paper, The Iver Johnson's Arms and Cycle Works, of Fitchburg, Mass., advertised their cycles as "\$15 Under the Market," referring to their 1900 high-grade models, which list at \$35, a price \$15 less than the regular price of most high-grade wheels.

The advertisement was set up with "\$15" and the words, "Iver Johnson Cycles," very promptly displayed, with the result that several letters have been received for specifications on the "\$15 Iver Johnson Cycles," from people who read the advertisement hastily and were confused by it.

The manufacturers advise us that they appreciate the inquiries, but they are not yet ready to market \$15 bicycles, feeling that they have done enough in one season in reducing the price of their high-grade cycle by \$15.

## TINPLATES.

Calumet Brand, Coke.  
Allandale Brand, Charcoal.

Victor  Brand, Best Charcoal,  
(Papered.)

## CANADA PLATES.

Allandale Brand, Half Polished.

Victor  Brand, all Polished.

## TERNE PLATES.

Victor  Brand, Charcoal.

## GALVANIZED CANADA PLATES.

Victor  Brand, Best Quality.

## GALVANIZED SHEETS.

(Patent Flattened)

Best Best Poplar Brand, Superior  
Quality.

Victor  Brand, Best Quality.

## SHEET IRON. SHEET LEAD. SHEET ZINC.

## WINDOW GLASS. OAKUM.

Rylance & Sons, all Qualities.

## LINSEED OIL.

Brand S.B.S., Pure Raw.

" " Pale Boiled.  
" " Double Boiled.

## CASTOR OIL.

Commercial Quality, Equal to Pure.

## PORTLAND CEMENT.

All Qualities.

## FIREBRICKS. FIRECLAY.

SPECIAL PRICES FOR IMPORT.

J. Watterson & Co.  
MONTREAL.



**ALEXANDER GIBB**

Manufacturers' Agent and Metal Broker  
22 St. John Street, Montreal.

Representing British and American manufacturers of  
Tinplates, Tinned Sheets, Terne Plates, Canada Plates, Gal-  
vanized Sheets, Imitation Russia Sheets, Black Sheets—Iron  
and Steel—Hoops and Bands, Proved Coil Chain, Brass and  
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.

**VanTuyt & Fairbank**

Petrolia, Ont.

Headquarters for...

Oil and Artesian Well  
Pumps, Casing, Tubing  
Fittings, Drilling  
Tools, Cables, etc.

**R. C. LEVESCONTE**

Barrister, Solicitor, Notary, Etc.

THE MCKINNON BUILDING  
Cor. Jordan and Melinda Streets

... TORONTO

Telephone 689.  
Cable "LeVesconte" Toronto.

**E. T. WRIGHT & CO.,**

Mfrs., Hamilton, Ont.

Retinned Dairy Pails.



Milk Can Trimmings.

**"JARDINE"****TIRE UPSETTERS  
WILL UPSET TIRES**

Some machines sold as Upsetter will not.  
Perhaps you make as much money on the  
sale of a useless Upsetter as on a good  
one, but your customer does not. He  
don't want a machine because it is called  
an Upsetter; he wants a machine to upset  
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

**A. B. JARDINE & CO.**  
**HESPELER, ONT.**

**Perfection  
Ventilator.**

NEW, SIMPLE, ORNAMENTAL,  
EFFECTIVE, AND STORM PROOF.

This is the real thing for perfect ventilation. Write for  
information and prices.

**BERGER BROS. CO.,** 231 and 237 Arch St.,  
PHILADELPHIA.

TRADE



MARK

**Nobles & Hoare.**

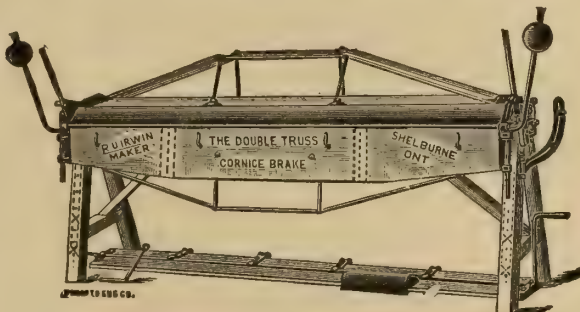
CORNWALL ROAD STAMFORD STREET.

**LONDON, ENG.**

Manufacturers of

**HIGH-CLASS VARNISHES ONLY**

Which can be obtained direct from the works  
or from the principal Color Dealers in Canada.



This eight-foot Brake bends 22-gauge iron  
and lighter, straight and true.

**Price, \$50**

Very handy header attachment, \$10 extra  
if required.

Send for circulars and testimonials to

**The Double Truss Cornice  
Brake Co. SHELBURNE, ONT.**

**STEVENS IDEAL, NO. 44**

This is as reliable and  
accurate a rifle as can be  
constructed. Placed at a  
moderate price to meet the  
demand for such a rifle. It  
is recommended without  
qualification and fully guar-

anteed. Made in the following styles:

.22 Long-Rifle R. F., .25 Stevens R. F., and .32 Long R. F. Standard length of barrel for rim-fire  
cartridges, 24 inches. Weight 7 1/4 pounds.

.25-20 Stevens C. F., .32-40 C. F., .38-55 C. F., and .44-40 (.44 W. C. F.) Standard length of barrel  
for center-fire cartridges, 26 inches. Weight, 7 1/4 pounds.

Half-octagon barrel, oiled walnut stock and fore-arm, rifle butt, case-hardened receiver, sporting rear  
and Rocky Mountain front sight.

Price, with standard length of barrel, \$13.00.

Can be obtained of any of the leading jobbers in Canada at liberal discount from this price.

Send for complete catalogue of our full line of Rifles, Pistols and Machinists' Tools.

**J. Stevens Arms & Tool Co., P. O. Box 217, Chicopee Falls, Mass., U.S.A.**

**HUTCHISON, SHURLY & DERRETT**

DOVERCOURT  
TWIN MILLS.

1078 BLOOR STREET WEST  
TORONTO.

Having equipped our Factory with entirely new machinery, we are prepared  
to furnish the best made goods in the market at closest prices and make  
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,  
Cotton and Russian Hemp Plough Lines, plain and colored.  
Cotton and Linen Fish Lines, laid and braided.  
Netted Hammocks, white and colored, Tennis and Fly Nets.  
Skipping Ropes, Jute, Hemp and Flax Twines.



**BUSINESS CHANGES.****DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

**J**AMES HEGAN, blacksmith, St. John, N.B., has been closed out by the bailiff as a result of business difficulties.

Joyce Bros., general merchants, Fernie, B.C., are asking an extension.

Joseph Longpre, general merchant, St. Jovite, Que., is offering 45c. on the dollar.

James S. Price, general merchant, etc., Bishop's Mills, Ont., has assigned to A. E. Baker.

McRae, Alexander & Co., general merchants, Elva., Man., have been granted an extension.

P. E. Paradis has been appointed curator of I. Rosenstein, general merchant, Grand River, Que.

N. Quigley & Co., general merchants, Ecum Secum, N.S., have assigned to Henry N. McDaniel.

Larue & Picard, general merchants, Edmonton, N.W.T., have been granted partial extension.

Maggs & Hughes, general merchants, Cranbrook and Moyie, B.C., have assigned to Wm. R. Ross.

George A. Vallee, general merchant, St. Anne de Bellevue, Que., has assigned, and a meeting of creditors has been called.

**PARTNERSHIPS FORMED AND DISSOLVED.**

Murray & Williams, machinery brokers, Montreal, have dissolved.

Bellefeuille & Corbeil, blacksmiths, Three Rivers, Que., have registered partnership.

Partnership has been registered by Chenberg Bros., metal dealers, Sherbrooke, Que.

Cottom & Warner, saddlers, Ottawa, have dissolved partnership. Mr. Cottom continues alone.

Grand, Bois & Paradis have registered partnership as general merchants, Ste. Anne de la Perade, Que.

Joseph W. and Joseph E. Chapleau have registered partnership under the style of G. Chapleau & Fils., manufacturers safes, etc., Montreal.

**SALES MADE AND PENDING.**

The assets of The Canada Varnish Co., Montreal, have been sold.

The assets of Geo. H. McKinney, tinsmith, Kazabazua, Que., have been sold.

D. H. Smith, general merchant, Kelvin, Ont., is advertising his business for sale.

The assets of the estate of J. H. Angelman, general merchant, Edy's Mills, Ont., are to be sold.

The assets of H. Ducharme, general merchant, Magog, Que., are to be sold to-day (Friday).

The stock of J. W. Robert, general merchant, St. Alexis des Monts, Que., has been sold at 55c. on the dollar.

Walpert & Arnold and Robert Chapman, blacksmiths, Sussex, N.B., have sold out.

George Mason, harness dealer, Woodbridge, Ont., is advertising his business for sale.

J. Henderson, hardware dealer, Collingwood, Ont., is advertising his business for sale.

The stock of E. Bourque, tinsmith, Plessisville, Que., has been sold at 47c. on the dollar.

The stock of F. X. Hudon, general merchant, St. Flavie Station, Que., has been sold at 68c. on the dollar.

Thompson & Sutherland, dealers in stoves, tinware and hardware, Wapella, N.W.T., have sold out to J. A. Cornett.

The stock of P. Bedard, hardware dealer, Quebec, has been sold at 61½c. on the dollar to Lajeunesse & Frere, also of Quebec.

**CHANGES.**

Cummings Bros. have started as bicycle dealers, etc., Ottawa.

J. H. Bowman is opening a hardware store in Ridgetown, Ont.

James Sheara, blacksmith, Lakelet, Ont., has sold out to Henry Huth.

Robert Kerr, blacksmith, Hanfryn, Ont., is removing from that place.

A. McCulloch, blacksmith, St. Thomas, Ont., has retired from business.

John Hall, blacksmith, Mount Carmel, Ont., has sold out to James Carey.

M. J. Thorne is starting as blacksmith in Springfield, King's county, N.B.

Naismith Bros., hardware dealers, Nesbitt, Man., have sold out to M. McKellar.

John Bemrose, blacksmith, Campbell's Cross, Ont., has sold out to W. Bailey.

Wortman & Brown and George Walpert have started as blacksmiths in Sussex, N.B.

Gurney R. Jones, general merchant, Moncton, N.B., has sold out to John S. Trites.

W. Dodd, general merchant, Otter Valley, B.C., is reported to be giving up business.

J. K. Ross, general merchant, Carroll, Man., has been succeeded by H. C. Graham.

George H. Rogers & Co., general merchants, Carnduff, Man., have sold out to Curle & Campbell.

Pierre Davignon has registered as proprietor of J. & P. Davignon, stove manufacturers, Montreal.

Mrs. Frank Glenly has registered as proprietress of J. B. Glenly & Co., paint dealers, etc., Montreal.

A. Martin & Co., general merchants, etc., Morinville, N.W.T. have been succeeded by Maron Billo & Co.

Marie A. St. Onge has registered as pro-

prietress of M. Gagnon & Co., general merchants, Shawenegan, Que.

**FIRES.**

A. W. Felch, carriagemaker, Massawippi, Que., has been burned out.

Alex. Fleck, jr., foundryman, Ottawa, has suffered loss by fire; insured.

The stock of the Brantford Bicycle Co., Montreal, has been damaged by fire; insured.

A. Landry, general merchant, Little Metis, Que., has been burned out; partially insured.

J. R. Anderson, general merchant, Hartney, Man., has been burned out; fully insured.

Mark Keyfetz and Lavigne & Co., general merchants, etc., Marmora, Ont., have been burned out.

R. J. Lund's gristmill, at Comber, Ont., was destroyed by fire on Friday last. It cost \$12,000 about four years ago. The insurance is placed at \$6,000.

Frank Carscallen, hardware dealer; Daniel Dunlay, blacksmith; John Green, harness dealer, and Lavigne & Co. and Mark Keyfetz, general merchants, Marmora, Ont., have been burned out.

**THE PRODUCTION OF STEEL.**

**A**CCORDING to W. J. Russel & Co.'s circular, the American Iron and Steel Association has received complete statistics of the production of Bessemer steel ingots and Bessemer steel rails in the United States in 1899, except the comparatively small quantity of standard rails and street rails which were made from purchased blooms or were rerolled from old steel rails. The total production of Bessemer steel ingots in 1899 was 7,586,354 gross tons, against 6,609,017 tons in 1898, showing an increase in 1899 of 977,337 tons, or over 14 per cent. The production of 1899 was more than twice the production of 1894, and was almost twice the production of 1896. Of the ingots produced in 1899 Pennsylvania made 3,968,779 tons; Ohio, 1,679,237 tons; Illinois, 1,211,246 tons, and other States, 727,092 tons.

The production of all kinds of Bessemer steel rails direct from ingots by the producers of Bessemer steel ingots in 1899 was 2,240,767 gross tons against a similar production in 1898 of 1,955,427 tons, and 1,614,399 tons in 1897. The maximum production of Bessemer steel rails by the producers of Bessemer steel ingots was reached in 1899. The year of next largest production was 1887, when 2,044,819 tons were made. Of the total production of Bessemer rails in 1899 Pennsylvania made 1,224,807 tons and other States made 1,015,960 tons.



# CANADA IRON FURNACE CO., Manufacturers of CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que.  
Lac a lac Tortue.Three Rivers.  
Grand Piles.

Geo. E. Drummond,

Managing-Director and Treasurer

## WARNOCK'S TOOLS

have been Canada's Standard for 55 years---  
since 1844. Every article bearing our name  
is fully guaranteed. Always specify  
"Warnock's."

James Warnock & Co., - Galt, Ont.

## CURRENT MARKET QUOTATIONS.

March 30, 1920.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

### METALS.

#### Tin.

Lamb and Flag—  
56 and 28 lb. ingots, per lb. 0 36 0 37  
Straits ..... 0 36 0 37

#### Tinplates.

Charcoal Plates—Bright.  
M.L.S., equal to Bradley. Per box \$7 00  
I.C., usual sizes ..... 8 50  
I.X., " ..... 10 00  
I.X.X., " ..... 10 00  
Famous—  
I.C. .... 6 50  
I.X. .... 8 00  
I.X.X. .... 9 00  
Raven & Vulture Grades—  
I.C., usual sizes ..... 5 25  
I.X. .... 6 25  
I.X.X. .... 7 25  
I.X.X.X. .... 8 25  
D.C., 12½x17 ..... 4 75  
D.X. .... 5 50  
D.X.X. .... 7 50

#### Ooke Plates—Bright.

Bessemer Steel—  
I.C., usual sizes ..... 4 60  
I.C., special sizes, base... 4 85  
20x28 ..... 9 50

#### Charcoal Plates—Terne.

Dean or J. G. Grade—  
I.C., 20x28, 112 sheets ..... 8 50  
I.X., Terne Tin ..... 10 50

#### Charcoal Tin Boiler Plates.

Cookley Grade—  
X X, 14x56, 50 sheet bxs } Per lb. 0 07 0 07½  
14x60 .....  
14x65, " .....  
Tinned Sheets.

72x30 up to 24 gauge. 0 08 0 08½  
26 ..... 0 08½ 0 09  
28 ..... 0 09 0 09½

### Iron and Steel.

Common Bar, per 100 lbs. Base Price 2 45 2 55  
Refrined ..... 2 85 2 95  
Horse Shoe Iron ..... 2 70 2 80  
Hoop steel, 1½ to 3 in. base,  
extra for smaller sizes ..... 3 25  
Swedish ..... 4 00 4 25  
Sleigh Shoe Steel " base ..... 2 85  
Tire Steel ..... 2 85  
Machinery ..... 3 25  
Cast Steel, per lb. 0 10 0 14  
Toe Calk Steel ..... 3 50  
Thos. Firth & Sons' Cast Steel ..... 0 12 0 14  
Russian Steel, per lb. 0 10½ 0 11  
Tank Plates, 1-5 and thicker. 3 00 3 25  
Boiler Rivets ..... 4 50 5 00

#### Boiler Tubes.

1½-inch ..... 0 13 0 14  
2 " ..... 0 15 0 16  
2½ " ..... 0 18 0 19  
3 " ..... 0 19 0 20

#### Steel Boiler Plate.

¼ inch ..... 3 25  
¾ inch ..... 3 40  
¾ inch and thicker ..... 3 25

#### Black Sheets.

18 gauge ..... 3 20

20 gauge ..... 3 20  
22 to 24 " ..... 3 30  
26 " ..... 3 40  
28 " ..... 3 50

### Canada Plates.

All dull, 52 sheets ..... 3 35 3 50  
Half polished ..... 3 45 3 60  
All bright ..... 3 85 4 00

### Iron Pipe.

Wrought pipe, per 100 feet, ¼ to ¾ inch  
\$3.61; ½ inch, \$1.00; ¾ inch, \$4.20; 1 inch,  
\$1.91; 1½ inch, \$7.85; 2 inch, \$9.75; 2½ inch,  
\$13.01. 2½ to 6 inch, discount 45 p.c.  
Galvanized, ½ inch, \$8.00; ¾ inch, \$7.75;  
1 inch, \$10.50; 1½ inch, \$15.50; 2 inch  
\$18.25; 2½ inch, \$25.50.

### Galvanized Iron.

G.C. Comet. Amer. Head. Queen's  
16 gauge ..... 4 50 4 35  
18 to 24 gauge 4 60 3 80 4 50 4 60  
26 " 4 85 4 10 4 50 4 85  
28 " 5 10 4 35 4 75 5 10  
Less than case lots, 15c. per 100 lb. additional  
28 gauge American equals 26 gauge English.

### Chain.

Proof Coil, 3-16 in., per 100 lb ..... 8 50  
" ¼ " ..... 6 00  
" ½ " ..... 5 45  
" ¾ " ..... 5 15  
" 1 " ..... 4 75  
" 1½ " ..... 4 75  
Halter, kennel and post chains, 40 and 50 p.c.  
Cow ties ..... 40 p.c.  
Stall fixtures ..... 35 p.c.  
Trace chain ..... 25 and 5 p.c.  
Jack chain, iron, single and double, dis-  
count 35 p.c.  
Jack chain, brass, single and double, dis-  
count 40 p.c.

### Copper.

English B. S., ton lots ..... 0 19 0 20½  
Lake Superior ..... 0 23½ 0 25  
Bolt or Bar.  
Out lengths, round, ½ to ¾ in. 0 23½ 0 25  
round and square  
1 to 2 inches ..... 0 23½ 0 25

Untinned, 14 oz., and light, 16  
oz., 14x48 and 14x60 ..... 0 23 0 23½  
Untinned, 14 oz., and light, 16  
oz., irregular sizes ..... 0 23 0 23½

NOTE.—Extra for tinning, 2 cents per  
pound, and tinning and half planishing 3  
cents per pound.

Tinned copper sheets ..... 0 26  
Planished ..... 0 32

Braziers. (In sheets.)  
1x6 ft. 25 to 30 lbs. ea. per lb. 0 25½  
35 to 45 " ..... 0 24½  
50-lb. and above, " ..... 0 23½

Boiler and T. K. Pitts.  
Plain Tinned, per lb. 0 28  
Spun, per lb. 0 32

### Brass.

Roll and Sheet, 14 to 30 gauge. 15 percent.  
Sheets, hard-rolled, 2x4 ..... 0 24 0 25  
Tubing, base, per lb. 0 24 0 25

### Zinc Spelter

Foreign, per lb. 0 07 0 07½  
Domestic ..... 0 07

### Zinc Sheet.

5 cwt. casks ..... 0 07½  
Part casks ..... 0 07½

### Lead.

Imported Pig, per lb. 0 05 0 05½  
Bar, 1 lb. ..... 0 06  
Sheets, 2½ lbs. sq. ft., by roll. 0 05½

Sheets, 3 to 6 lbs., per sq. ft.,  
by roll ..... 0 05½

NOTE.—Cut sheets ½ cent per lb. extra  
Pipe, by the roll, usual weights per yard, lists  
at 7 cents per lb. and 15 per cent. discount  
f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe  
8-ft. lengths, lists at 7½ cents.

### Shot.

Ordinary, drop, \$5.25 per 100 lb.; chilled  
\$5.50 per 100 lb. F.O.B. Toronto; terms 3  
per cent. cash, freights equalized on Montreal

Soil Pipe and Fittings.  
Discount, 50 per cent. on medium and extra  
heavy, and 45 per cent. on light.

### Solder.

Bar half-and-half ..... 0 21 0 22  
Refined ..... 0 20½ 0 21  
Wiping ..... 0 20 0 20½

NOTE.—Prices of this graded according to  
quantity. The prices of other qualities of  
solder in the market indicated by private  
brands vary according to composition.

### Antimony.

Cookson's, per lb. 0 11 0 11½

### White Lead.

Pure, Assoc. guarantee, ground in oil  
25 lb. irons ..... 6 87½  
No. 1 do ..... 6 50  
No. 2 do ..... 6 12½  
No. 3 do ..... 5 75  
No. 4 do ..... 5 37½  
Munro's Select Flake White ..... 7 12½  
Elephant and Decorators' Pure ..... 8 87½

### Red Lead.

Genuine, 560 lb. casks, per cwt. \$5 50  
Genuine, 100 lb. kegs, per cwt. 5 75  
No. 1, 560 lb. casks, per cwt. 5 25  
No. 1, 100 lb. kegs, per cwt. 5 00

### White Zinc Paint.

Elephant Snow White ..... 0 08 0 09  
Pure White Zinc ..... 0 08 0 09  
No. 1 ..... 0 06 0 07½  
No. 2 ..... 0 05 0 06½

### Dry White Lead.

Pure, casks ..... 5 75  
Pure, kegs ..... 6 25  
No. 1, casks ..... 5 10  
No. 1, kegs ..... 6 00

### Prepared Paints.

In ¼, ½ and 1 gallon tins.)  
Pure, per gallon ..... 1 20  
Second qualities, per gallon ..... 1 00  
Barn (in bbls.) ..... 0 75  
The Sherwin-Williams Paints ..... 1 30  
Canada Paint Co's Pure ..... 1 20  
Sanderson Peary's Pure ..... 1 20  
Stewart & Wood's Champion Pure ..... 1 10

### Colors in Oil.

(25 lb. tins, Standard Quality.)  
Venetian Red, per lb. 0 05  
Chrome Yellow ..... 0 11  
Golden Ochre ..... 0 06  
French ..... 0 05  
Marine Black ..... 0 09  
Green ..... 0 09  
Chrome ..... 0 08  
French Imperial Green ..... 0 19

### Colors, Dry.

Yellow Ochre (J.C.) bbls ..... 1 35 1 40  
Yellow Ochre (J.F.L.S.) bbls ..... 2 75  
Yellow Ochre (Royal) ..... 1 10 1 15  
Brussels Ochre ..... 2 00  
Venetian Red (best), per cwt. 1 80  
English Oxides, per cwt. 3 00  
American Oxides, per cwt. 1 75  
Canadian Oxides, per cwt. 1 75  
Super Magnetic Oxides, 93 p.c. 2 00  
Burnt Sienna, pure, per lb. 0 10  
do Raw ..... 0 10  
do Timber, ..... 0 09  
Drop Black, pure ..... 0 08  
Chrome Yellows, pure ..... 0 19  
Chrome Greens, pure, per lb. 0 12  
Golden Ochre ..... 0 03½

Ultramarine Blue in 28-lb  
boxes, per lb. 0 08 0 24

Fire Proof Mineral, per 100 lb. 1 00  
Genuine Eng. Litharge, per lb. 0 07  
Mortar Color, per 100 lb. 1 25  
English Vermilion ..... 0 80  
Pure Indian Red, No. 45, lb. 0 08  
Whiting, per 100 lb. 0 55

NOTE.—Cut lengths, net price, waste pipe  
8-ft. lengths, lists at 7½ cents.

Shot.  
Ordinary, drop, \$5.25 per 100 lb.; chilled  
\$5.50 per 100 lb. F.O.B. Toronto; terms 3  
per cent. cash, freights equalized on Montreal

Soil Pipe and Fittings.  
Discount, 50 per cent. on medium and extra  
heavy, and 45 per cent. on light.

Solder. Per lb. Per lb.  
Bar half-and-half ..... 0 21 0 22  
Refined ..... 0 20½ 0 21  
Wiping ..... 0 20 0 20½

NOTE.—Prices of this graded according to  
quantity. The prices of other qualities of  
solder in the market indicated by private  
brands vary according to composition.

Antimony.  
Cookson's, per lb. 0 11 0 11½

White Lead. Per cwt.  
Pure, Assoc. guarantee, ground in oil  
25 lb. irons ..... 6 87½  
No. 1 do ..... 6 50  
No. 2 do ..... 6 12½  
No. 3 do ..... 5 75  
No. 4 do ..... 5 37½  
Munro's Select Flake White ..... 7 12½  
Elephant and Decorators' Pure ..... 8 87½

Red Lead.  
Genuine, 560 lb. casks, per cwt. \$5 50  
Genuine, 100 lb. kegs, per cwt. 5 75  
No. 1, 560 lb. casks, per cwt. 5 25  
No. 1, 100 lb. kegs, per cwt. 5 00

White Zinc Paint.  
Elephant Snow White ..... 0 08 0 09  
Pure White Zinc ..... 0 08 0 09  
No. 1 ..... 0 06 0 07½  
No. 2 ..... 0 05 0 06½

Dry White Lead.  
Pure, casks ..... 5 75  
Pure, kegs ..... 6 25  
No. 1, casks ..... 5 10  
No. 1, kegs ..... 6 00

Prepared Paints.  
In ¼, ½ and 1 gallon tins.)  
Pure, per gallon ..... 1 20  
Second qualities, per gallon ..... 1 00  
Barn (in bbls.) ..... 0 75  
The Sherwin-Williams Paints ..... 1 30  
Canada Paint Co's Pure ..... 1 20  
Sanderson Peary's Pure ..... 1 20  
Stewart & Wood's Champion Pure ..... 1 10

Colors in Oil.  
(25 lb. tins, Standard Quality.)  
Venetian Red, per lb. 0 05  
Chrome Yellow ..... 0 11  
Golden Ochre ..... 0 06  
French ..... 0 05  
Marine Black ..... 0 09  
Green ..... 0 09  
Chrome ..... 0 08  
French Imperial Green ..... 0 19

Colors, Dry.  
Yellow Ochre (J.C.) bbls ..... 1 35 1 40  
Yellow Ochre (J.F.L.S.) bbls ..... 2 75  
Yellow Ochre (Royal) ..... 1 10 1 15  
Brussels Ochre ..... 2 00  
Venetian Red (best), per cwt. 1 80  
English Oxides, per cwt. 3 00  
American Oxides, per cwt. 1 75  
Canadian Oxides, per cwt. 1 75  
Super Magnetic Oxides, 93 p.c. 2 00  
Burnt Sienna, pure, per lb. 0 10  
do Raw ..... 0 10  
do Timber, ..... 0 09  
Drop Black, pure ..... 0 08  
Chrome Yellows, pure ..... 0 19  
Chrome Greens, pure, per lb. 0 12  
Golden Ochre ..... 0 03½

Ultramarine Blue in 28-lb  
boxes, per lb. 0 08 0 24

Fire Proof Mineral, per 100 lb. 1 00  
Genuine Eng. Litharge, per lb. 0 07  
Mortar Color, per 100 lb. 1 25  
English Vermilion ..... 0 80  
Pure Indian Red, No. 45, lb. 0 08  
Whiting, per 100 lb. 0 55

NOTE.—Cut lengths, net price, waste pipe  
8-ft. lengths, lists at 7½ cents.

Shot.  
Ordinary, drop, \$5.25 per 100 lb.; chilled  
\$5.50 per 100 lb. F.O.B. Toronto; terms 3  
per cent. cash, freights equalized on Montreal

Soil Pipe and Fittings.  
Discount, 50 per cent. on medium and extra  
heavy, and 45 per cent. on light.

Solder. Per lb. Per lb.  
Bar half-and-half ..... 0 21 0 22  
Refined ..... 0 20½ 0 21  
Wiping ..... 0 20 0 20½

NOTE.—Prices of this graded according to  
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White Lead. Per cwt.  
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No. 3 do ..... 5 75  
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Munro's Select Flake White ..... 7 12½  
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Red Lead.  
Genuine, 560 lb. casks, per cwt. \$5 50  
Genuine, 100 lb. kegs, per cwt. 5 75  
No. 1, 560 lb. casks, per cwt. 5 25  
No. 1, 100 lb. kegs, per cwt. 5 00

White Zinc Paint.  
Elephant Snow White ..... 0 08 0 09  
Pure White Zinc ..... 0 08 0 09  
No. 1 ..... 0 06 0 07½  
No. 2 ..... 0 05 0 06½

Dry White Lead.  
Pure, casks ..... 5 75  
Pure, kegs ..... 6 25  
No. 1, casks ..... 5 10  
No. 1, kegs ..... 6 00

Prepared Paints.  
In ¼, ½ and 1 gallon tins.)  
Pure, per gallon ..... 1 20  
Second qualities, per gallon ..... 1 00  
Barn (in bbls.) ..... 0 75  
The Sherwin-Williams Paints ..... 1 30  
Canada Paint Co's Pure ..... 1 20  
Sanderson Peary's Pure ..... 1 20  
Stewart & Wood's Champion Pure ..... 1 10

Colors in Oil.  
(25 lb. tins, Standard Quality.)  
Venetian Red, per lb. 0 05  
Chrome Yellow ..... 0 11  
Golden Ochre ..... 0 06  
French ..... 0 05  
Marine Black ..... 0 09  
Green ..... 0 09  
Chrome ..... 0 08  
French Imperial Green ..... 0 19

Colors, Dry.  
Yellow Ochre (J.C.) bbls ..... 1 35 1 40  
Yellow Ochre (J.F.L.S.) bbls ..... 2 75  
Yellow Ochre (Royal) ..... 1 10 1 15  
Brussels Ochre ..... 2 00  
Venetian Red (best), per cwt. 1 80  
English Oxides, per cwt. 3 00  
American Oxides, per cwt. 1 75  
Canadian Oxides, per cwt. 1 75  
Super Magnetic Oxides, 93 p.c. 2 00  
Burnt Sienna, pure, per lb. 0 10  
do Raw ..... 0 10  
do Timber, ..... 0 09  
Drop Black, pure ..... 0 08  
Chrome Yellows, pure ..... 0 19  
Chrome Greens, pure, per lb. 0 12  
Golden Ochre ..... 0 03½



The Imperial  
Varnish & Color  
Co's. Limited  
Elastilite Varnish,  
1 gal. can, each,  
\$3.00.

Granatine Floor  
Finish, per gal.,  
\$2.50.

Maple Lea  
Coach Enamels:  
Size 1, \$1.10;  
Size 2, 60c.; Size  
3, 40c. each.

### Linseed Oil.

Raw. Boiled.  
1 to 4 bbls delivered ..... \$0 70 \$0 73  
5 to 9 bbls ..... 0 73 0 72  
10 to 19 bbls f.o.b. point ship'n't ..... 66 69

Montreal, Toronto, Hamilton, Quebec,  
London, Ottawa, Kingston and Guelph,  
2c. less for 1 to 9 bbls.

### Turpentine.

Single barrels ..... 0 85  
2 to 4 barrels ..... 0 84  
Freight allowed. Toronto, Hamilton Lon-  
don, Guelph, 2c. less.

### Castor Oil.

East India, in cases, per lb. 0 09½ 0 10  
" small lots ..... 0 10 0 10½

### Cod Oil, Etc.

Cod Oil, per gal. 0 50 0 55  
Pure Olive ..... 1 20  
Neatsfoot ..... 90

### Glue.

Common ..... 0 88 0 09  
French Medal ..... 0 14 0 14½  
Cabinet, sheet ..... 0 12 0 13  
White, extra ..... 0 18 0 20  
Gelatine ..... 0 22 0 30  
Strip ..... 0 18 0 20  
Coopers ..... 0 19 0 20  
Furniture ..... 0 18



# STEEL, PEECH & TOZER, Limited

Phoenix Special Steel Works: The Ickles, near Sheffield, England.

Manufacturers of

**Axles and Forgings of all descriptions, Billets and Spring Steel, Tyre, Sleigh Shoe and Machinery Steel.**

Sole Agents for Canada.

## JAMES HUTTON & CO., - MONTREAL

### HARDWARE.

#### Ammunition.

Cartridges.  
B. B. Caps, Dom., 50 and 5 per cent.  
Rim Fire Pistol, dis. 45 p. c. Amer.  
Rim Fire Cartridges, Dom., 50 and 5 p. c.  
Rim Fire, Military, net list, Amer.  
Central Fire Pistol and Rifle, 18 p. c. Amer.  
Central Fire Cartridges, pistol sizes, Dom.  
30 per cent.  
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.  
Central Fire, Military and Sporting, Amer. net list. B. B. Caps, discount 45 per cent. Amer.  
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p. c.  
Brass shot Shells, 55 and 10 per cent.  
Primers, Dom., 30 per cent.

#### Wads.

Best thick white felt wadding, in ¾-lb. bags, 1 00  
Best thick brown or grey felt wads, in ¾-lb. bags, 0 70  
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99  
Best thick white card wads, in boxes of 500 each, 10 gauges, 0 35  
Best thick white card wads, in boxes of 500 each, 8 gauge, 0 55  
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20  
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25  
Thin card wads in boxes of 1,000 each, 8 gauge, 0 25  
Chemically prepared black edge grey cloth wads, in boxes of 250 each—  
11 and smaller gauge, 0 60  
9 and 10 gauges, 0 70  
7 and 8 gauges, 0 90  
5 and 6 gauges, 1 10  
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—  
11 and smaller gauge, 1 15  
9 and 10 gauges, 1 40  
7 and 8 gauges, 1 65  
5 and 6 gauges, 1 90

#### Adzes.

Per lb., 10 0 12½  
Anvil and Vise combined, 4 50  
Wilkinson & Co.'s Anvils, lb. 0 09  
Wilkinson & Co.'s Vices, lb. 0 09½

#### Augers.

Gilmour's, discount 50 and 10 p. c. off list.  
Chopping Axes—  
Single bit, per doz. 5 50 10 00  
Double bit, " 12 00 18 00  
Bench Axes, 40 and 15 p. c.  
Broad Axes, 33½ per cent.  
Hunters' Axes, 5 50 6 00  
Boy's Axes, 5 75 6 75  
Splitting Axes, 6 50 12 00  
Handled Axes, 7 00 10 00

#### Axle Grease.

Per gross, 5 50 6 00

#### Bath Tubs.

Zinc, 3 90 4 00  
Copper, discount 40 and 10 p. c. off revised list  
Anti-Friction Metal.  
Tandem " A, per lb. 0 23  
" B, " 0 19  
" C, " 0 11½  
Magnolia Anti-Friction Metal, per lb. 0 25  
F. O. B. New York or Chicago.

#### Bells.

Hand.  
Brass, 60 per cent.  
Nickel, 55 per cent.

#### Door.

Gongs, Sargent's, 5 50 8 00  
" Peterboro', discount 27½ per cent.  
Cow.  
American make, discount 68½ per cent.  
Canadian, discount 45 and 50 per cent.

Farm.  
American, each, 1 25 3 00  
House.  
American, per lb., 0 35 0 40  
Bellows.  
Hand, per doz., 3 35 4 75  
Moulders, per doz., 7 50 10 00  
Blacksmiths, discount 40 per cent.

#### Beltting.

Extra, 50 and 10 per cent.  
Standard, 60 per cent.  
No. 1 Agricultural, 60 and 10 p. c.

#### Bits.

Auger.  
Gilmour's, discount 50 and 10 per cent.  
Rockford, 50 and 10 per cent.  
Jennings' Gen., net list.

#### Car.

Gilmour's, 47½ to 50 per cent.

#### Expansive.

Clark's, 40 per cent.

#### Gimlet.

Clark's, per doz., 0 65 0 90  
Diamond, Shell, per doz., 1 00 1 50  
Nail and Spike, per gross, 2 25 5 20

#### Blind and Bed Staples.

All sizes, per lb., 0 07½ 0 12

#### Bolts and Nuts.

Per cent.  
Norway Bolts, full square, 65  
Common Carriage Bolts, all sizes, 50  
Jennings' Gen., full square, 65

#### Machine Bolts, all sizes.

52½  
Coach Screws, 65  
Sleigh shoe Bolts, 70  
Blank Bolts, 52½  
Bolt Ends, 62½  
Nuts, square, 40. off  
Nuts, hexagon, 40. off

#### Tapping Nuts.

60  
Tire Bolts, 60  
Stove Bolts, 60 and 10  
Stove rods, per lb., 5½ to 60.

#### Plough Bolts.

50

#### Boot Calks.

Small and medium, ball, per M., 4 25  
Small heel, per M., 4 50

#### Bright Wire Goods.

Discount, 55 per cent.

#### Broilers.

Light, dis., 65 to 67½ per cent.  
Reversible, dis., 65 to 67½ per cent.  
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, 6 00  
Henis, No. 9, 7 00  
Queen City, 7 50 0 00

#### Butchers' Cleavers.

German, per doz., 6 00 11 00  
American, per doz., 12 00 20 00

#### Building Paper, Etc.

Plain building, per roll, 0 30  
Tarred lining, per roll, 0 40  
Tarred roofing, per 100 lb., 1 60  
Coal Tar, per barrel, 3 50  
Pitch, per 100-lb., 0 80  
Carpet felt, per ton, 4 10

#### Bull Rings.

Copper, \$2.00 for 2½ in. and \$1.90 for 2 in.

#### Butts.

Wrought Brass, net revised list.

Loose Pin, dis. 60 per cent.

Fast Joint, dis. 60 and 10 per cent.

Loose Pin, dis. 60 and 10 per cent.

Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair, 0 40 0 65

#### Cards.

Horse, per doz., 0 60 1 00

#### Carpet Stretchers.

American, per doz., 1 00 1 50  
Bullard's, per doz., 6 50

#### Castors.

Bed, new list, dis. 55 to 57½ per cent.

Plate, dis. 52½ to 57½ per cent.

#### Cattle Leaders.

Nos. 31 and 32, per gross, 50 9 50

#### Cement.

Canadian Portland, 2 65 2 90  
English, 3 00  
Belgian, 2 70  
Canadian hydraulic, 1 00 1 10

Figures are for barrel lots.

### Chalk.

Carpenters, Colored, per gross, 0 45 0 75  
White lump, per cwt., 0 60 0 65  
Red, 0 05 0 06  
Crayon, per gross, 0 14 0 18

### Chisels.

Socket, Framing and Firmer.  
Broad's, dis. 60 and 5 per cent.  
Warnock's, dis. 60 per cent.

### Churns.

Revolving Churns, metal frames—No. 0, \$8—  
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—  
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,  
wood frames—20c. each less than above.  
Discounts: Delivered from factories, 18  
p. c.; from stock in Montreal, 56 p. c.  
Terms, 4 months or 3 p. c. cash in 30 days.

### Cinder Sifters.

Per doz., 1 25

### Clips.

Axle dis. 65 per cent.

### Closets.

Plain Ontario Syphon Jet, \$8 00  
Emb. Ontario Syphon Jet, 8 50  
Fittings, 1 00  
Plain Teutonic Syphon Washout, 4 75  
Emb. Teutonic Syphon Washout, 5 25  
Fittings, 1 00  
Plain Richelieu, 4 75  
Emb. Richelieu, 5 00  
Fittings, 1 25  
Closet connection, 1 25  
Basins, round, 14 in., 0 65  
" oval, 17 x 14 in., 1 55  
" 19 x 15 in., 2 30

### Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

### Cradles, Grain.

Canadian, dis. 25 to 33½ per cent.

### Crosscut Saw Handles.

S. & D., No. 3, per pair, 17½  
" 5, " 22½  
" 6, " 15  
Boynton pattern, " 20

### Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis.  
40 per cent.

Hart Mfg. Co. (bolt dies), (Amer. list), dis.  
per cent.

### Door Springs.

Torrey's Rod, per doz., (15 p. c.), 2 00

Coil, per doz., 0 88 1 60

English, per doz., 2 00 4 00

### Draw Knives.

Broad's, dis. 60 to 60 and 7½ per cent.

Warnock's, dis. 60 to 60 and 7½ per cent.

### Drills.

Hand and Breast.  
Millar's Falls, per doz. net list.

### DRILL BITS.

Morse, dis., 37½ to 40 per cent.

Standard, dis. 50 and 5 to 55 per cent.

### ELBOWS. (Stovepipe.)

No. 1, per doz., 1 80

No. 2, per doz., 1 60

### ESCUTCHEONS.

Discount, 27½ per cent.

### ESCUTCHEON PINS.

Iron, discount 40 per cent.

### FACTORY MILK CANS.

Discount off revised list, 40 per cent.

### FILES.

Black Diamond, 50 and 10 to 60 per cent.

Kearney & Foote, 60 and 10 per cent. to 60,  
10, 10.

Nicholson File Co., 50 and 10 to 60 per cent.

Jowitt's, English list, 25 to 27½ per cent.

### FORKS.

Hay, manure, etc., dis. 50 and 10 per cent.  
revised list.

### FRUIT PRESSES.

Henis', per doz., 3 25 3 50  
Shepard's Queen City, dis. 15 per cent.

### GAUGES.

Marking, Mortise, Etc.  
Stanley's dis. 50 to 55 per cent.  
Wire Gauges.  
Winn's, Nos. 26 to 33, each, 1 65 2 40

### GLASS—Window—Box Price.

| Size<br>United<br>Inches. | Per<br>50 ft. | Per<br>100 ft. | D. Diamond<br>Per<br>50 ft. | Per<br>100 ft. |
|---------------------------|---------------|----------------|-----------------------------|----------------|
| Under 26.....             | 2 20          | 4 20           | ....                        | 6 25           |
| 26 to 40.....             | 2 40          | 4 60           | ....                        | 7 00           |
| 41 to 50.....             | ....          | 5 00           | ....                        | 7 50           |
| 51 to 60.....             | ....          | 5 25           | ....                        | 8 25           |
| 61 to 70.....             | ....          | 5 60           | ....                        | 9 50           |
| 71 to 80.....             | ....          | 6 00           | ....                        | 10 50          |
| 81 to 85.....             | ....          | 6 85           | ....                        | 11 50          |
| 86 to 90.....             | ....          | 7 65           | ....                        | 13 50          |
| 91 to 95.....             | ....          | ....           | ....                        | 15 00          |
| 96 to 100.....            | ....          | ....           | ....                        | 18 00          |
| 101 to 105.....           | ....          | ....           | ....                        | 20 00          |
| 106 to 110.....           | ....          | ....           | ....                        | 23 00          |
| 111 to 115.....           | ....          | ....           | ....                        | 27 00          |

### HALTERS.

Rope, ¾ per gross, 9 00  
" ¾ to ¾, 14 00  
Leather, 1 in., per doz., 3 87½ 4 00  
" 1½ in., " 5 15 5 20  
Web, — per doz., 1 87 2 45

### HAMMERS.

Nail  
Maydole's, dis. 5 to 10 per cent. Can. dis.  
25 to 27½ per cent.

### Tack.

Magnetic, per doz., 1 10 1 20

### Sledge.

Canadian, per lb., 0 07½ 0 08½

### Ball Pean.

English and Can., per lb., 0 22 0 25

### HANDLES.

Axe, per doz., net, 1 50 2 00

Store door, per doz., 1 00 1 50

### Fork.

C. & B., dis. 40 per cent. rev. list.

### Hoe.

C. & B., dis. 40 per cent. rev. list.

### Saw.

American, per doz., 1 00 1 25

### Plane.

American, per gross, 3 15 3 75

Canadian, 40 per cent.

### Cross-Cut Saws.

Canadian, per pair, 0 13½

### HANGERS.

doz. pairs  
Steel barn door, 5 85 6 00

Stearns, 4 inch, 5 00

" 5 inch, 6 50

Lane's covered—

No. 11, 5-ft. run, 8 40

No. 11½, 10-ft. run, 10 30

No. 12, 10-ft. run, 12 60

No. 14, 15-ft. run, 21 00

Lane's O.N.T. track, per foot, 4½

### HARVEST TOOLS.

Discount, 50 and 10 per cent.

### HATCHETS.

Canadian, dis. 40 to 42½ per cent.

### HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent.

Heavy T and strap, 4-in., per lb., 0 06½

" 5-in., " 0 06½

" 6-in., " 0 16

" 8-in., " 0 05½

" 10-in., " 0 05½

Light T and strap, dis. 60 and 5 per cent.

Screw hook and hinge, 4 50

8 to 12 in., per 100 lbs., 3 50

14 in. up, per 100 lbs., Per gro. pair

Spring, 12 00

### HOES.

Garden, Mortar, etc., dis. 50 and 10 p. c.

Planter, per doz., 4 00 4 50

### HOLLOW WARE

Discount, 45 and 5 per cent.



**The Standard for past 50 years  
In Canada and United States.**

**ALWAYS CARRIED IN STOCK.**



**Sole Agents for Canada.**

**476 St. Paul St., MONTREAL.**

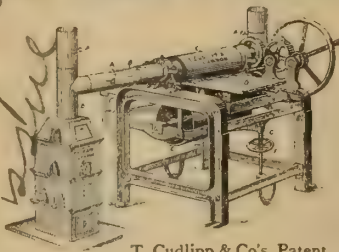
**👉 Always Specify this BRAND When Ordering. 👈**

Copper nails ..... 52½



FIRE  
HEATED

## COLLAR IRONERS



T. Cudlipp &amp; Co's Patent.

are heated by the waste heat of the ironing stove, and are selling rapidly. All kinds of **LAUNDRY MACHINERY** for hand or power. Lists free. Agents wanted in all parts.

**T. CUDLIPP & CO.** 8 Church Street, LONDON, N.W., ENGLAND.

## Special list of low-priced Japanned and Regalvanized Wire Cloth.

24, 30, 36 in. wire, in 50 ft. rolls.

SAMPLES SENT WHEN DESIRED. WRITE FOR PRICES.

## The B. GREENING WIRE CO., Limited

Hamilton, Ont., and Montreal, Que.

|                                          |          |
|------------------------------------------|----------|
| Trunk nails, black                       | 65       |
| Trunk nails, tinned                      | 65 and 5 |
| Clout nails, blued and tinned            | 65       |
| Chair nails                              | 35       |
| Cigar box nails                          | 35       |
| Patent brads                             | 40       |
| Fine finishing                           | 40       |
| Picture frame points                     | 10       |
| Lining tacks, in papers                  | 10       |
| " " in bulk                              | 15       |
| " " solid heads, in bulk                 | 75       |
| Saddle nails in papers                   | 10       |
| " " in bulk                              | 15       |
| Tufting buttons, 22 line, in dozens only | 60       |
| Tin capped trunk nails                   | 15       |
| Zinc glazier's points                    | 5        |
| Double pointed tacks, dozens             | 85       |
| " " bulk                                 | 35       |

## TAPE LINES.

|                             |      |      |
|-----------------------------|------|------|
| English, ass skin, per doz. | 2 75 | 5 00 |
| English, Patent Leather     | 5 50 | 9 75 |
| Chesterman's each           | 0 90 | 2 85 |
| steel, each                 | 0 80 | 8 00 |

## THERMOMETERS

Tin case and dairy, dis. 75 to 75 and 10 p.c.

## TRANSOM LIFTERS.

Payson's per doz. 2 60

## TRAPS. (Steel.)

Game, Newhouse, dia. 2, p.c.  
Game, H. & N., P. S. & W., 65 p.c.  
Game, steel, 72½, 75 p.c.

|                                  |      |      |  |
|----------------------------------|------|------|--|
| TROWELS.                         |      |      |  |
| Disston's, discount 10 per cent. |      |      |  |
| German, per doz.                 | 4 75 | 6 00 |  |
| S. & D., discount 35 per cent.   |      |      |  |

## TWINES.

|                             |      |      |
|-----------------------------|------|------|
| Bag, Russian, per lb.       | 0 21 |      |
| Wrapping, mottled, per pack | 0 50 | 0 60 |
| Wrapping, cotton, per lb    | 0 17 | 0 18 |
| Mattress, per lb.           | 0 33 | 0 45 |
| Staging, "                  | 0 27 | 0 35 |
| Broom, "                    | 0 30 | 0 55 |

## VISES.

|                         |      |       |
|-------------------------|------|-------|
| Hand, per doz.          | 4 00 | 6 00  |
| Bench, parallel, each   | 2 00 | 4 50  |
| Coach, each             | 6 00 | 7 00  |
| Peter Wright's, per lb. | 0 12 | 0 13  |
| Pipe, each              | 5 50 | 9 00  |
| Saw, per doz            | 6 50 | 13 00 |

## ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.  
Diamond, Famous, Premier, 50 and 10 p.c.  
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

## WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the list.  
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.  
Smooth Steel Wire, base, \$3.45 per 100 lb. List of extras: Nos. 2 to 5, ad-

vance 7c. per 100 lb.—Nos. 6 to 9, base—No. 10, advance 7c.—No. 11, 14c.—No. 12, 20c.—No. 13, 35c.—No. 14, 47c.—No. 15, 60c.—No. 16, 75c. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, \$2—oil, 10c.—special hay-baling wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net, 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 12½ per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 5c.—oil, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ¼-lb. hanks, 75c.—in ¼-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$4.40—No. 9, \$3.47½—No. 10, \$4.55—No. 11, \$4.60—No. 12, \$3.62½—No. 13, \$3.77½—No. 14, \$5.15—No. 15, \$5.45—No. 16, \$5.65.

Clothes Line Wire, 19 gauge, per 1,000 feet. 3 30

## WIRE FENCING F.O.B.

|                                           |               |
|-------------------------------------------|---------------|
| Galvanized, 4 barb, 2½ and 5 inches apart | Toronto 3 72½ |
| Galvanized, 2 barb, 4 and 6 inches apart  | 3 72½         |
| Galvanized, plain twist                   | 3 72½         |
| Terms, 2 per cent. in 10 days.            |               |
| Ross braid truss cable                    | 4 50          |
| Barb wire is \$3.47½ f.o.b. Cleveland.    |               |

## WIRE CLOTH.

Painted Screen, per 100 sq. ft., net. 2 00  
Terms, 4 months, May 1.; 3 p.c. off 30 days.

## WRENCHES.

|                                   |           |
|-----------------------------------|-----------|
| Acme, 35 to 37½ per cent.         |           |
| Agricultural, 60 p.c.             |           |
| Coe's Genuine, dia. 20 to 25 p.c. |           |
| Towers' Engineer, each            | 2 00 7 00 |
| " S., per doz                     | 5 80 6 00 |
| G. & K's Pipe, per doz            | 3 40      |
| Burrell's Pipe, each              | 3 00      |
| Pocket, per doz.                  | 0 25 2 90 |

## WRINGERS.

Leader.....per doz. \$60 00  
Royal Canadian ..... 58 00  
Royal American ..... 50 00  
Discount, 45 per cent.; terms 4 months, or p.c. 30 days. Prices are f.o.b. London Hamilton Toronto, Brockville or Montreal.

## WROUGHT IRON WASHERS

Canadian make, discount, 25 per cent.

# CORDAGE ..

ALL KINDS AND FOR ALL PURPOSES.

|              |                  |                     |                |
|--------------|------------------|---------------------|----------------|
| Manila Rope  | Tarred Hemp Rope | Lathyrn             | Spun yarn      |
| Sisal Rope   | White Hemp Rope  | Shingle yarn        | Pulp Cord      |
| Jute Rope    | Bolt Rope        | Bale Rope           | Lobster Marlin |
| Russian Rope | Hide Rope        | Lariat Rope         | Paper Cord     |
| Marline      | Halyards         | Hemp Packing        | Cheese Cord    |
| Hauseline    | Deep Sealine     | Italian Packing     | Hay Rope       |
| Hambroline   | Ratline          | Jute Packing        | Fish Cord      |
| Clotheslines | Plow Lines       | Drilling Cables and | Sand Lines     |

"FIRMUS" Transmission Rope from the finest quality Manila hemp obtainable. Orders will not be accepted for second quality or "mixed" goods.

## CONSUMERS CORDAGE COMPANY, Limited

Toronto Branch. 27 FRONT ST. WEST.

TEL. 94.

Wm. B. Stewart, Agent.

Montreal, Que.



**PERSONS** addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

**ADVERTISING in WESTERN CANADA** will be Carefully, Efficiently, and Promptly attended to, by  
**The Roberts Advertising Agency,**  
 WINNIPEG, CANADA.

**FOR SALE.**

### A NEW MARLIN RIFLE

Never been used. Just the Rifle for practice.  
 Price \$30. Will take \$20.

19 Board of Trade, Montreal.

## CHARLES E. TALBOT

19 Castle St., Liverpool.

**General Merchant and Agent.**

Agencies undertaken for Canadian manufacturers and produce.

British goods of all kinds supplied.  
 Correspondence solicited.

## Lockerby & McComb

**AGENTS IN CANADA**

FOR THE

**Celebrated P. & B.**

**Cold Storage Lining**

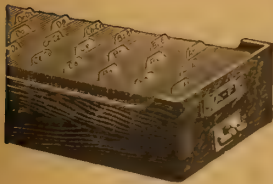
AND

**.. Ruberoid Roofing ..**

P. S.--Prices on Application.

65 Shannon Street, MONTREAL.

## Know Your Customers



**\$2.25**

Shipped on approval. If not satisfactory, return it at my expense.

New 1900 Catalogue for the Asking.

**The Canadian Typewriter Exchange**

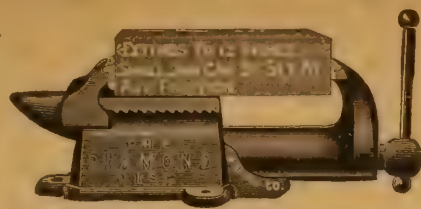
45 Adelaide St. East, Toronto.

Their addresses, buyers' names, ratings and references, how they pay, what they deal in, etc. No man can afford to clutter up his mind with the details of his business which could easily be preserved in a permanent form, which you can obtain by using one of Archbald's special outfits.

Consisting of 1 quarter-sawed oak desk drawer box, 9 inches long; 400 Record Cards, ruled; 1 set of Alphabetical Index Cards; 1 set of Daily Guides; 2 extra Dividers; Customers' and Blank Cards.

## DIAMOND VISE AND DRILLING ATTACHMENT

U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95.

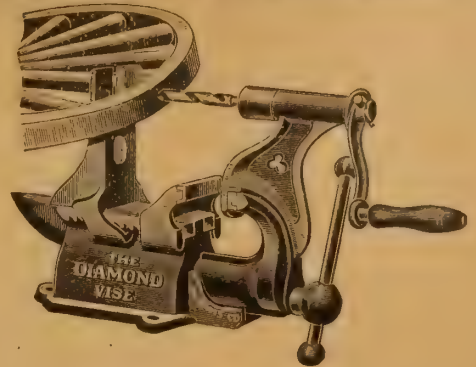


JAWS are faced with steel  $\frac{1}{2}$  inch wide, 4 inches long, firmly fastened to jaw, checked and hardened.  
 VISE weighs 38 pounds. DRILL weighs 13 pounds.  
 For Sale by Jobbers of Hardware.

Made by—

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Made by A. R. Woodyatt & Co., Guelph, Ont.



CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

ESTABLISHED 1849.

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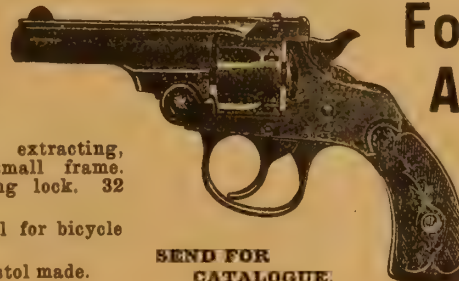
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### PERFECTION AUTOMATIC REVOLVER.

**NEW** Automatic shell extracting, double action, small frame.  
 Weighs 12 oz. Rebounding lock. 32 caliber. 5 shot.

Made with shorter barrel for bicycle gun.

The most perfect small pistol made.



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Ring easily **ADJUSTED** until  
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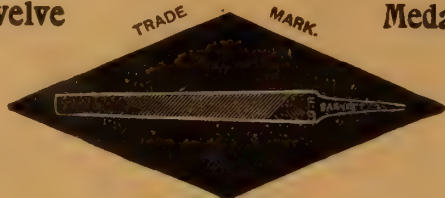
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**G. & H. Barnett Company**

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**"PYRAMID" BRAND**



**BLUESTONE**

**HIGH PRESSURE PACKING**

**FOR STEAM  
HOT or COLD WATER and AIR.**

Packs equally well for all.

There is no Packing made that will last as long or withstand  
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

**THE CUTTA PERCHA AND RUBBER MFG. CO.**  
OF TORONTO, LIMITED.

**61-63 FRONT ST. WEST, TORONTO.**

ESTABLISHED 1860.

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**FAVORITES  
FOR  
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ARE OUR—

**STANDARD WICKLESS  
OIL  
STOVES**



Perfect in Construction.

Rapid in Action.

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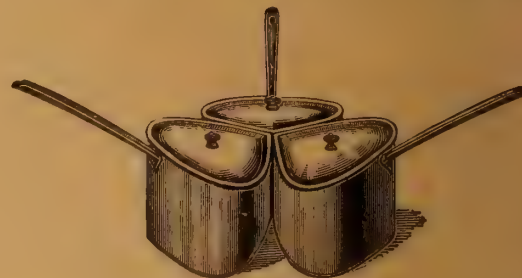
Exquisite in Finish.

Makes Cooking quicker,  
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Write for Catalogue  
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AND OUR—

**COMBINATION  
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**"Crescent" Steel Agateware  
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We excel in the variety of our house-furnishing  
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BEST ANTI-FRICTION  
COMPOSITION  
Langwell's Babbitt. Montreal.

CANADIAN

# HARDWARE

AND METAL  
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO APRIL 7, 1900.

NO. 14

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will do well to correspond with us. We have offices, agents or correspondents at every principal distributing point throughout the world; a large force of travelling salesmen in Great Britain and Continental Europe; and 300 corresponding buyers. We will accept sole selling agencies for high grade American Machinery, Patented Specialties, Hardware, Tools, etc., in foreign countries, and push sales vigorously.

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that tells in Galvanized  
Iron, the same as in men.

## "Queen's Head"

quality is never questioned.

**JOHN LYSAGHT, LIMITED,**  
BRISTOL, ENG., MONTREAL



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The conscientious dealer makes the most money in the end because he holds his trade. When he ad-

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Manufacturers of . . .

*Bar Iron and Steel  
Nails, Spikes  
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Bolts, Washers, etc.*

**BELLEVILLE,  
ONTARIO.**



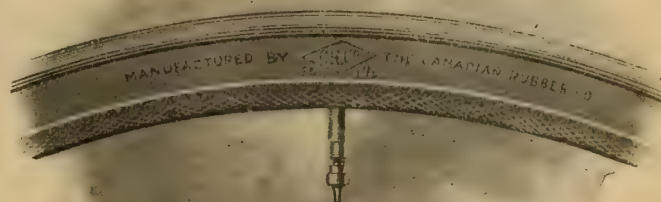
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Manufacturers of every description of **Limited**  
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London Showrooms: 57 Holborn Viaduct, E.C.

THE  
**CANADIAN RUBBER**  
**COMPANY**  
**MONTREAL**  
**TIRE.**

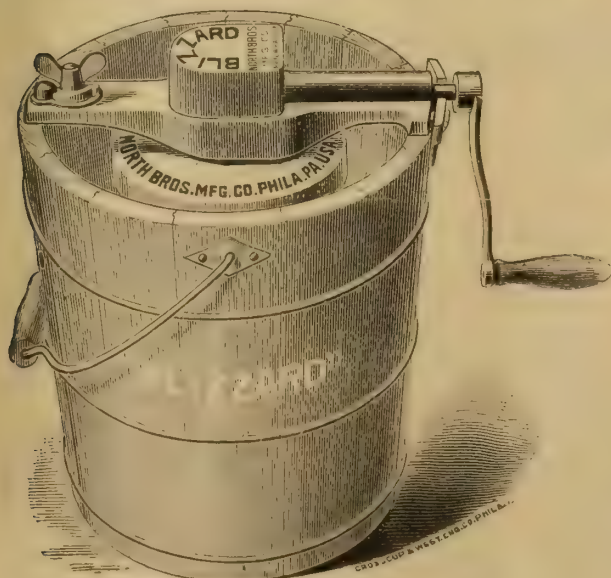


Unexcelled as a Cemented Double Tube Tire.

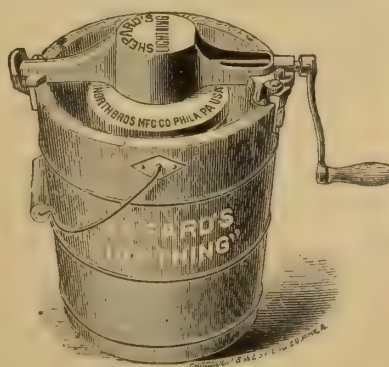
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**THE AMERICAN TIRE CO.,** Toronto and Montreal.  
**RICE LEWIS & SON,** Toronto.

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They are well advertised, in demand, easily sold, satisfactory in use, and of known reputation. They excel in easy running, quick freezing, economy of ice and salt, and in convenience in use and in practical results.

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**W**HEREVER and whenever "Plymouth" twine has been tried no other make has been found to give satisfaction.



**SAVE LABOR  
SAVE TIME  
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Prudent People Prefer "Plymouth."

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LONDON AND LIVERPOOL, ENGLAND.

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General Importers and Exporters and Metal Merchants

30 Front Street West,

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We carry in stock a full line of the following goods:

**Antimony.**

**Brass**—Sheets, Soft and Hard.  
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**Copper**—Bar and Ingot.  
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Rods and Tubes.

Sheathing, Roofing and Brazier's.

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Black and Tinned Sheet.

Galvanized, "Gordon" Crown and "Apollo."

Russia, Genuine and Imitation.

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**Lead Pipe**

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## HARDWARE

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## HARDWARE.

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# EDDY'S WRAPPING PAPERS

possess a peculiar toughness  
adapting them for the HARD-  
WARE TRADE.

The long fibre we make  
them of is responsible for this.

SEND FOR A SAMPLE ORDER  
PRINTED or UNPRINTED.

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THE

# Watson, Foster Co.

LIMITED.

Makers of WALL PAPERS  
ARTISTIC  
EXCLUSIVE  
SUCCESSFUL

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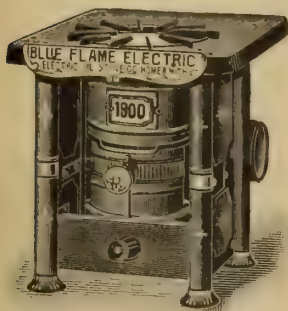
## You are Sold Out, or Short

perhaps, of some of our numbers, though the season has hardly developed yet, or, possibly, we are "strangers yet." In either case, we will, if asked, send you condensed sample books of any grade desired. *SPEAK SOON*, however, as we shall have to withdraw some patterns shortly.

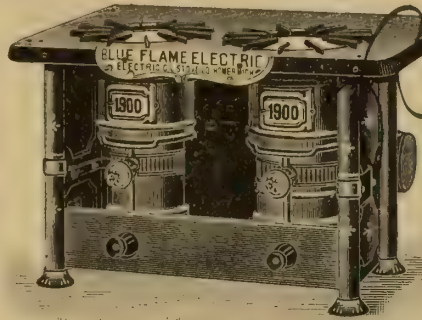


# Blue Flame Electric OIL COOKING STOVES

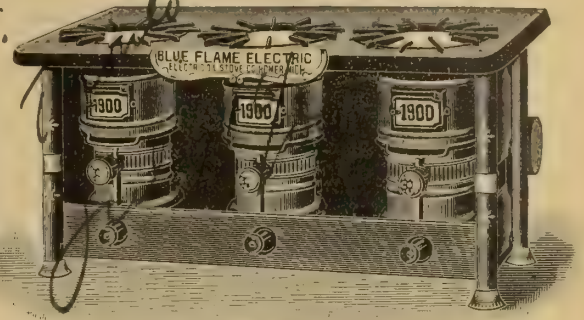
*Aluminum Finish*



No. 01. Code-Apple. Price, \$6.00.



No. 02. Code-Bottle. Price, \$9.50.



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LIGHT, STRONG, DURABLE, HANDSOME. Burns a clear blue flame without smoke. Satisfaction guaranteed. All Blue Flame Electrics are in cabinet form, ornamented with aluminum bronze, which will not rust or tarnish like nickle plate.

MOST POWERFUL BLUE FLAME STOVE. ALWAYS READY.

THE COPP BROTHERS CO., LIMITED

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ST. MARYS, ONT., CANADA

### "MAXWELL FAVORITE CHURN"

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive.

LAWN MOWERS. High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

WHEELBARROWS. In Four different sizes.

If your Wholesale House does not offer you these articles

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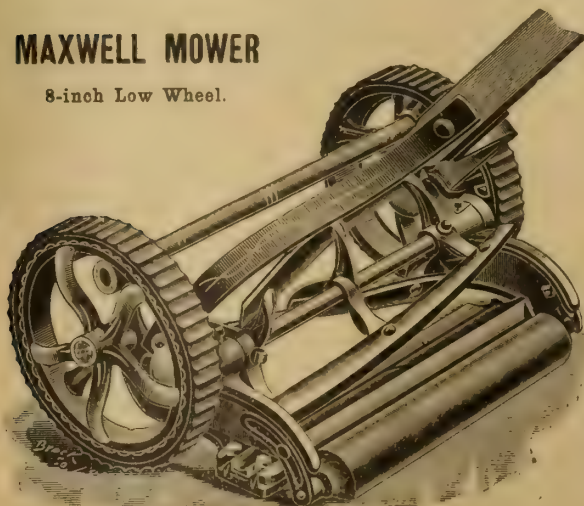
Steel Frame Churn.



Wood Frame Churn.

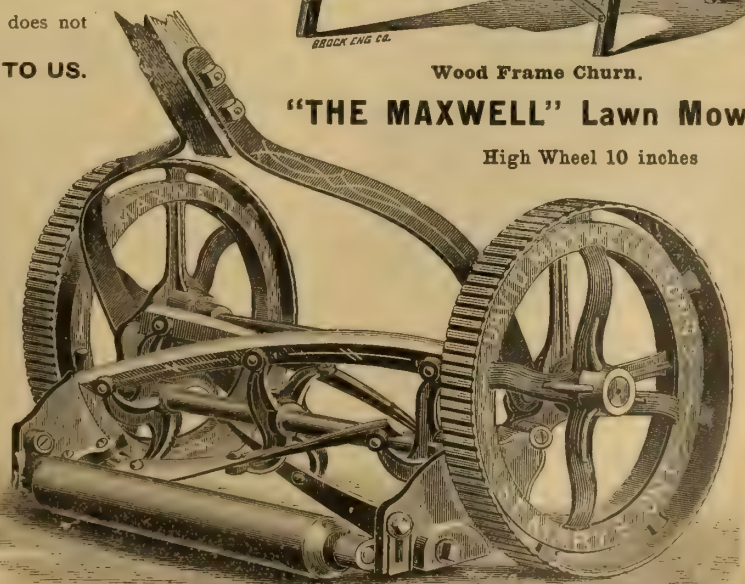
### MAXWELL MOWER

8-inch Low Wheel.



### "THE MAXWELL" Lawn Mower

High Wheel 10 inches





**FAIRBANKS**

"DOMINION,"  
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 LOW-PRICE

**SCALES**

Recognizing the demand for a cheaper grade scale than the Fairbanks Standard, we are offering this special line:

The "Dominion" Platform Scale

"Richelieu" Union Scale

"Crown" Even-Balance Scales

WRITE US FOR QUOTATIONS AND CIRCULARS.

**THE FAIRBANKS COMPANY,** 749 Craig St.,  
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**BLUE STONE** (Sulphate of Copper.)

— For Spraying.

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**Kemp's PATENT STEAM CEREAL COOKER**

A Simple, Inexpensive Kitchen Convenience. Better than the old-styled Double Boiler.



**BECAUSE**

It has a larger cooking surface and consequently is more rapid, and, because it is an article of greater utility—can be used three times a day—handy for every meal.

EVERY COOKER SOLD means a satisfied customer for you, which is the best advertising medium you can have.

DON'T BE WITHOUT THIS TRADE-WINNER.

Made in DIAMOND and GRANITE STEEL Enameled Ware.

**Kemp Manufacturing Co., Toronto, Can.**





President,  
JOHN BAYNE MacLEAN,  
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Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER**

#### SITUATION IN GREAT BRITAIN.

JUDGED by the course of speculative values in iron, the market has not yet reached the top in Great Britain, for, between March 20 and 28, the tendency was steadily upward, reaction from the rise being only momentary.

On March 20, warrants in Glasgow were quoted at 72s. 1d., and Middlesboro' iron at 73s. 3d. On March 28, the first had risen to 74s. 5d., and the second to 76s. 10½d., gains of 3s. 4d. and 3s. 7½d., respectively.

Mail advices to hand attribute the rise in speculative iron to heavy and continuous withdrawal from public stores, and British makers also absolutely deny that they are storing iron while public stocks are being

drawn upon. If they are sincere, the inference is that the withdrawals are for actual consumption, and the assumption is not unreasonable.

At Middlesboro', on March 17, the stock of warrants was only a little over 50,000 tons, while that of hematite was almost insignificant, being only 7,000 tons.

In South Wales, advices state that, in anticipation of the opening of navigation this month to Canada, inquiry for tinplate has been active, and that orders by wire are also being freely given for finished black plate for the continent, and that prices on plate material all around in Wales show an advance, being now at a higher level than at any time since the adoption of the McKinley tariff by the United States.

During the week of March 17, the difference between shipments and receipts from works in Wales was only 1,000 boxes, so that stocks were not appreciably altered, standing at 191,240 boxes.

Altogether, therefore, the iron situation Great Britain seems to be as strong as ever.

In the United States, so far as the quotations on staple lines at Pittsburg are a criterion, there has been no quotable change, pig iron, billets and sheet steel bars standing at the identical same price as they did two weeks ago. The demand, however, has continued active, and furnaces have now booked so much business that the question of delivery is very carefully considered.

It is estimated that practically the entire production of Bessemer pig for the next three months has been sold, and a good many thousand tons for delivery during July, August and September have been contracted for.

#### \$18,000,000 IN DIVIDENDS.

FORTY-TWO industrial companies in the United States will, during the present month, distribute in dividends nearly \$18,000,000.

This sum, perhaps better than the capital stock, enables one to gather some idea of the immensity of the industrial corporations which have, during the last few years, sprung into such prominence across the border.

The largest sum to be paid out by any one concern is \$2,400,000, and that is by The Anaconda Mining Co. The American Steel and Wire Co. comes next with \$1,575,000. Even the Sugar Trust is to pay out the modest sum of \$1,198,000 in dividends, notwithstanding the war between it and the independent refineries.

The American Tobacco Co. will pay out \$1,097,500; The United States Leather Co., \$933,800; The Federal Steel Co., \$798,000; The National Tube Co., \$700,000, and The Continental Tobacco Co., \$767,500.

And it must be remembered that water abounds in the capital stock of most of the companies. But the test will come when dull times begin to squeeze these over-capitalized concerns. It takes big profits to pay dividends on stocks whose elements are, to no small extent, water.

#### FROTHINGHAM & WORKMAN.

Through an oversight the name of Frothingham & Workman, Montreal, was omitted from the trade directory given in our special number. As the firm in question is one of the oldest and best known in the trade, it was, of course, obvious to readers of **HARDWARE AND METAL** that the omission was unintentional.



## UNION OF CANADA AND NEWFOUNDLAND AGAIN REVIVED.

**U**NION between Canada and Newfoundland is again mooted. The revival of the question is due to an expression of opinion by Sir Charles Tupper, leader of the Opposition.

Whatever may be its importance from a political point of view, from a commercial point of view it is certainly a question entitled to a great deal of consideration.

Much ignorance has existed in the past in regard to Newfoundland. Too many have looked upon it as a barren waste with the inhabitants fringing the seacoasts with nothing but the fisheries to depend upon for their existence.

During the last few years, people have begun to discover how little they were acquainted with the possibilities of the country. And most of those who once thought Newfoundland would be an impecunious partner are now realizing that it would bring with it into the Dominion Confederation quite a respectable dower.

Newfoundland is rich in its fisheries, but it is also rich in its mineral resources and in its vast timber lands. The iron mines on Great Bell Island, Conception Bay, are the most interesting and among the most valuable in the world. The ore is red hematite and lies on the surface in regular blocks two inches wide by about the same number of inches in thickness. But it not only lies on the surface, but runs out under the sea. And this ore can be mined and loaded on ships at the low price of about 25 to 30c. per ton. A market for this ore is being built up in Great Britain, but its chief market will be the furnaces in Nova Scotia.

The population of Newfoundland is about 250,000, and the aggregate trade between \$10,000,000 and \$11,000,000. The import trade is between \$5,000,000 and \$6,000,000.

Canada, Great Britain and the United States are about equal in the value of imports into Newfoundland. According to the latest figures we have from a Newfoundland source (those for 1898), the imports on merchandise from the three countries in question were as follows:

|                    |             |
|--------------------|-------------|
| Canada .....       | \$1,817,211 |
| Great Britain..... | 1,518,873   |
| United States..... | 1,670,722   |

According to The Trade and Navigation

Returns of the Dominion, the exports to Newfoundland for the fiscal year 1899 were \$1,808,682, of which all but \$124,881 were products of the Dominion. The exports which were the product of the Dominion were made up as follows:

|                               |             |
|-------------------------------|-------------|
| Produce of the mine.....      | \$ 180,938  |
| "    "    fisheries.....      | 1,135       |
| "    "    forest.....         | 12,584      |
| Animals and their produce.... | 215,269     |
| Agricultural products.....    | 843,596     |
| Manufactures .....            | 429,039     |
| Miscellaneous .....           | 1,240       |
| Total.....                    | \$1,683,801 |

All the British West India Islands together only took a few more dollars worth from us than Newfoundland. The exact figures relating to the former were \$1,725,321. Leaving out Great Britain, Newfoundland took more from Canada than any other part of the British Empire, except the West India Islands.

The import trade of Newfoundland is not as large as it was a few years ago, but a brighter future is again opening up for the Island, and being only about six hours by steamer from the coast of Nova Scotia it is evident a much larger trade would be developed with the union of the two British colonies, for with union would come the abrogation of Customs tariffs between the two countries.

### AN ENERGETIC PRESIDENT.

**W**HEN the members of the Maritime Board of Trade, in session at St. John, N.B., last August, elected Mr. M. G. DeWolfe, of Kentville, N.S., as their president they made a wise selection.

Ever since his election he has energetically tried to put into practice the motto of the board, "Let us Unite and Work," and if, at the next annual meeting, it is found that additional boards of trade have not been born the fault will not be with President DeWolfe.

On the platform, in the press and through the medium of circulars he has persistently urged upon business men and others in the Maritime Provinces to lend their interest to the board of trade movement.

We have before us at the moment a copy of the latest circular he has issued; and we reproduce it, in the hope that it will help to stimulate the board of trade cause in

Western Canada as well as in the Maritime Provinces:

DEAR SIR,—Is your town without that useful organization known as a board of trade?

I take it that you, in common with the worthy citizens of ————, desire to promote the material welfare of your town and its vicinity. Nothing will further this desirable object more readily and effectively than an organization of your business men representing the varied interests of your locality. Many things unattainable as an individual are easily accomplished by united effort. Such an organization will bring the business interests of the place into cordial relationship. Men will exchange ideas, discover a community of interest and a world outside their own doorsteps, see innumerable chances for progress, expansion and advancement. Every town in the Maritime Provinces is possessed of some natural advantage peculiar to itself, adaptability in some line of commerce, or it may be beauty of scenery to attract the tourist and sportsman, the seeker for health and recreation. Depend upon it, nature has put something within your reach. Possibly, your citizens may feel the need of improved streets, stores, public buildings for schools and other purposes, electric lights and trams, better railway accommodation, and it is yours to shape legislation, for Parliaments are only existent for putting the well-understood wishes of the people into effect. Are there empty houses in your town, unoccupied shops, unworked factories, virgin soil, treasures of the forest, mine or sea beside and about you, idle or undeveloped? If there are, pull yourselves together, ask why these things are so, and ten to one the answer will be found, the remedy suggested and applied.

You will find it exhilarating and delightful to get to the fore in the march of progress. Lead in the van if you can; don't fear the energy or the opposition of the other little town. Let it "get up and get," too. This is the age of progress and organized effort. Woe betide the community or people not up-to-date.

Should this circular be received by any town having a board of trade, please see if your own board is as active as it should be. If it does not need any new energy, and has fully complied with all the requests of former circulars from this board, kindly help some other town to get into line and add one more board to the list. Every board of trade in the three Provinces is needed to help the Maritime Board in its great work as the leading factor in the business life of the Lower Provinces.

Will you not kindly extend the help of your board to strengthen the hands of the officers of the Maritime Board, who are all giving much valuable time to working up an interest in board of trade work?

If you are not affiliated with us do not delay. If your local board is dormant, shake it up at once. If your town is all right, help your next town to get a live board.

Kentville, N.S., March, 1900.

### CEMENT ADVANCING.

Both cement and firebricks are going to cost a good deal more money during the coming summer than they did last year. English makers of cement are now asking an advance of 5d. per cask over the opening price last season.

On Belgian stock freight costs 1s. to 1s. 6d. per ton higher than in 1899, so that it also will cost more money.

Some round lots of cement, both English and Belgian, comprising 1,800 to 2,000 casks, have been placed for spring importation west at the rise.

Firebricks in England advanced 5s. to 15s. per 1,000, which will mean a rise on the wharf in Montreal of \$1.50 to \$3 over the price at which they opened last spring.



## A HIGH-HANDED FREIGHT REGULATION.

THE TORONTO BOARD OF TRADE has decided to appeal to the Government in regard to the recent action of the Canadian railways relating to freight shipped at owners' risk.

As every business man knows, there are certain articles which the railway companies will only carry at owners' risk. Against this there can be no reasonable objection. The objection is to the conditions and penalties which have been associated with the regulations regarding this particular class of freight. These conditions, as set forth in clause 7 of the special regulations issued by the Canadian Freight Association, are as follows :

7. All articles marked as O.R. in this classification, must be so receipted for by agents, and the words "owners' risk" written in full on the shipping notes and receipts. Articles marked "released" must also be so receipted for and shippers or owners must duly execute a release in duplicate on the company's forms. Provided, however, that in cases where shippers decline to accept such receipts endorsed "owners' risk," or to sign such releases, the goods may be received for shipment on ordinary shipping notes and receipts, without above endorsement, at 50 per cent. in addition to the rates which would be charged if shipped at owners' risk and released, with the exception of plate and mirror glass, which will be as specified therein.

Briefly stated, this clause means that if Blank & Son, wholesale merchants, ship any article to Smith & Co. in the "owners' risk" list they must endorse on the shipping note, the words "owners' risk." Should they by any chance omit to do this 50 per cent. will be added to the freight rate.

It would have been strange had this objectionable regulation not induced indignation. The surprise is that it is not of a more malignant type than it is. But it is developing, and before a great while it will probably be malignant enough.

The objectionable regulation is not, strictly speaking, a new one. It has, for some time, had a place in the classification book, issued by the freight association, but it has not been enforced until within the last few weeks.

Why the freight association should have arrogated to itself such an arbitrary power is past understanding. It does not help the railways any, except to enrich their treasury by the fines which they may take out of the pockets of the business men of the country.

If it was designed to prevent the shipping under any other classification of the articles which are specified in the list of freight to be carried at owner's risk, there might be some excuse for it. But it is not. There is, however, no need of any aid in this

particular : Even were there not a printed and specified list of goods coming under the owners' risk classification, the railway companies would soon discover, in the event of damage, as to whether it belonged to the list of goods for whose carriage it was responsible.

The only benefit, therefore, which can accrue to the railways is the few fines they can pick up, but in the meantime the business men of the country must suffer loss and inconvenience, and submit to an arbitrary regulation such as even the Federal Government would scarce dare to devise and put into execution.

All regulations of this kind are supposed to be illegal until they have the approval of the Railway Committee of the Privy Council. Whether or not this particular clause has, the Toronto Board of Trade propose to ascertain, and if it has, why.

There is obviously something radically wrong with our present alleged system of railway control, when arbitrary clauses like that in question can be devised and operated by a combination of railway officials. And yet there are men who say there is no need of a railway commission.

### SLIGHT CHANGE IN LEAD PIPE.

The lead pipe makers have decided to make a slight change in the price of lead pipe in the Maritime Provinces. Ordinary is now quoted at 7c. and composition at 7½c. The discount is 15 per cent. off the list.

### TORONTO BUILDERS BUSY.

There is every indication that the coming summer will witness a healthy activity in the various building trades in Toronto. The returns prepared in the city commissioner's office show that the value of building permits taken out during March exceed those of March in any year since 1891, and that the total for the three months exceeds the total for the same quarter in any year since 1892.

The permits taken out during March represented \$229,155. The improvement in building activity may be determined by comparing this amount with the figures for the past five years, which were as follows : 1896, \$32,690 ; 1897, \$58,270 ; 1898, \$126,-

600 ; 1899, \$151,915. The total for the quarter is \$386,280, as compared with \$215,985 in 1899 ; \$52,680 in 1898 ; \$89,695 in 1897 ; and \$110,350 in 1896.

This activity in building operations is all the more striking when one considers the great increase in the cost of building materials.

### THE COURSE OF METAL VALUES.

A COMPREHENSIVE article, giving the course of prices during the last six years in various raw materials, was published a few days ago in The New York Journal of Commerce.

The remarkable increases which were shown in many lines made the article most interesting. None were more interesting than metals.

The lowest price for pig iron in 1895 was \$11, but it went as low as \$10.50 in 1898, while at present \$21 is the ruling figure, a gain of 90.9 per cent. Bar iron went as low as \$1.10 in 1898, while the lowest touched this year was \$1.95, and as high as \$2.25 has been reached. Steel rails were as low as \$22 in 1895 ; now they are \$35, a difference of over 59 per cent. The lowest point touched by copper in 1895 was 9.35c. and the lowest touched so far this year is 16.25c. Copper went as high as 19.25c. in 1899, but it also went as low as 13.25c. Tin shows the most remarkable advance of all. In 1895 the highest point touched was 15.15c., and the lowest 13.05c. So far, this year, or at least up to the time the article appeared, the highest was 32.50c., and the lowest 25.40c. Lead sold as low as 3.05c. in 1895, but the figure is now 4.70c. For spelter the figures were 3.10c. and 4.50c. per lb., respectively.

When the figures now ruling are compared with those of 1898, when values were at low-water mark, the advance is, of course, more marked still. Tin, for instance, is about 140 per cent. above the lowest point touched in 1898.

Judging from the lightness of stocks of metals in many instances, in both Europe and America, and the general briskness of the demand, there does not appear to be any likelihood of an immediate weakness in values.

### COPY FOR NEXT WEEK'S ISSUE.

Friday next being a public holiday, HARDWARE AND METAL will go to press earlier than usual. Will advertisers and others kindly govern themselves accordingly in sending in copy ?



### QUEBEC'S IRON WEALTH.

**A**LTHOUGH the Province of Quebec is perhaps best known through its forest, game and fishing resources, it is perhaps one of the richest, mineralogically, of any of the eastern divisions of this Canada of ours. Throughout the Province extends the Laurentide chain of mountains, one of the oldest formations in the world, and these rocks abound in nearly all the minerals known. Gold has been found in good quantities in various counties, while silver, lead, antimony and the various ores of iron are also native to the Province.

The iron deposits have been worked for the past two centuries, the St. Maurice forges being mentioned in early historical documents—(1737). At the present time two reducing plants are in operation, one in Radnor and the other in Drummondville. These furnaces treat bog iron ore, a deposit that can be worked cheaply and contains from 40 to 50 per cent. of iron.

But there is a deposit of ore in this Province which contains 66 per cent. of pure iron, and which, since 1876, has not been touched. This one, one of the most peculiar and curious to be found anywhere, is called magnetic sand and exists in large quantities along the north shore of the River St. Lawrence, mostly east of the Saguenay. It is found in beds, often of large extent, on the beach, sometimes a little distance from the water on the site of a previous water level, and perhaps the largest deposit has been found at the head waters of the Natashquan and neighboring rivers.

In many cases the sand lies in plain view, at other times it is found covered by a thin stratum of white sand or earth.

Mr. J. Obalski describes the deposits in the following words: "The magnetic sand is met with almost on the surface in stratified beds, from ½ to 6 inches thick, but sometimes attaining 1½ to 2 feet. These deposits extend over large surfaces on the coast, in some instances for several leagues. Besides magnetic iron, this sand contains quartz, red garnet, and titanite iron."

Mr. Obalski, who, by the way, is the Quebec Government's mining engineer, has several samples of this sand taken from the neighborhood of Moisie and other Gulf points. The one I was privileged to see was perfectly black, and in a very finely divided state. Aside from its color and its great weight, it differed very little from the ordinary sea sand to be found on every beach.

Dr. Hunt, of the Canadian Geological Survey, made an analysis of this ore in 1867. The result was as follows:

|                      |       |
|----------------------|-------|
| Ferric oxide.....    | 92.60 |
| Manganese oxide..... | .40   |
| Lime.....            | .90   |
| Silica.....          | 1.95  |
| Titanic oxide.....   | 4.15  |

This, it is estimated, when reduced, would yield over 66 per cent. of iron.

The iron in the ore responds readily to a magnet, forming the ordinary crystals, indeed, the best means of separating the iron from the other elements would be by means of an electro-magnet. The only theory as to the origin of these deposits is that they have been carried down by water from the interior and that they are the results of attrition for ages of iron bearing rocks.

In January, 1867, W. M. Molson, of Montreal, had tests made by treating the sand in a bloomery furnace, whereupon the Moisie Iron Co. was organized to smelt the mineral at Moisie, furnaces being established there and rolling mills at Montreal. The prospectus of the company is still to be seen. The capitalization was \$100,000, and the board of directors was as follows:

W. Markland Molson, president.  
M. McCulloch, secretary-treasurer.  
Henry Thomas, R. Laflamme, Hon. L. L. Letellier, G. W. Brainerd, directors.

The following advantages of the company's property are mentioned in the prospectus: "3,072 acres, 300 miles below Quebec, 4½ miles of coast on the St. Lawrence, good harbors, extent, 1 to 20 feet of iron estimate, 20,000,000 tons, no sulphur or phosphorus, peat in the property. Market value of pig iron, \$65 a ton."

As a result of the efforts of Mr. Molson, the company began operations, and for 10 years turned out a very superior quality of iron. It was considered equal to the best Swedish, and was suited for the manufacture of the finest steel.

Since 1876, however, nothing has been done, nor are the reasons hard to understand. Twenty years ago, the Canadian iron market was very limited, and all the product of the Moisie works was sent to the United States. At first, the duty was \$7 per ton of pig iron, but, in 1875, protests received by the United States Government from American ironworkers induced our neighbors to class Canadian pig iron as bars, and to thus subject it to a duty of 1½c. per lb., or \$30 per ton. This killed the industry, and The Moisie Iron Co. was forced to shut down.

To-day conditions have so changed, and Canada has so advanced that the action of the Southern Republic would have but little effect on our iron industries, hence there is a very large field for profitable investment in the working of these North Shore deposits. But there would, perhaps, be certain difficulties in the way, but if the capital was ample these would be easily overcome. Mr. Obalski, who, perhaps, is the most competent authority in the Province, is inclined to think that the deposits could be best worked by taking the ore either to Quebec

or Montreal, and smelting it at a point furnishing ready railway communication.

He states that Petel Natashquan is a harbor that could soon be made available for steamers of very large tonnage. Radiating from this point, tramways could be laid for conveying the ore to the harbor, and facilities for loading could be easily constructed. There is abundant water-power in the vicinity which could be utilized as motive power for a large electrical plant. In case the smelting works were established on the spot coal could be secured at relative small cost from Nova Scotia. The three largest deposits are at Moisie, Riviere St. Jean and Natashquan.

The ore is also found at Baie a Portneuf, Baie de Jeremie (west of River Betsiamis), Manitou Bay, Baie de Dock, Kaghaska and Musquero, with traces at many other points on the coast. The ore can be worked, and worked successfully, but necessarily on a large scale. Large capital would be needed for the purification of the sand and its transport to an available harbor.

### ANTIMONY IN BRASS.

In a paper read before the American Institute of Mining Engineers, Mr. E. S. Sperry has pointed out that the occurrence of cracks during the rolling of brass is due, in some cases, at least, to the presence of impurities in the copper of the alloy. In certain investigations made by this author, he added to a brass composition, made of 60 per cent. of Lake copper and 40 per cent. zinc, quantities of antimony varying from 0.01 per cent. up to 0.65 per cent., and tested the behavior of the alloys thus obtained in the rolling mill. He found that, when the percentage of antimony reached as much as 0.02 per cent., the feature of the rolled metal indicated its presence.

An endeavor is being made to have all the business men in Stirling, Ont., close their respective shops at 6 p.m. instead of 7 p.m., three nights in the week during the summer months. This hour of closing has been adopted in most of the towns in the neighborhood of Stirling.

## WIRE NAILS TACKS WIRE

Prompt Shipments

**The ONTARIO TACK CO.**  
Limited  
HAMILTON, ONT.



**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**M**CGHIE & FRANKLIN, general merchants, Chesterville, Ont., have assigned to P. Larmonth, Ottawa, and a meeting of their creditors will be held on April 9.

James Dodds, general merchant, Norman, Ont., has assigned.

The Mills Co., general merchants, Arden, Ont., have assigned to R. B. Hall.

Wm. Neal, wagonmaker, etc., Hagersville, Ont., is offering to compromise.

Allen & Maddock, general merchants, Woody River, N.W.T., have assigned.

John Brimmell, harness dealer, Mono Road, Ont., has assigned to George Clay.

Henry Bolton, general merchant, Napinka, Man., has assigned to C. H. Newton, Winnipeg.

Joseph Merineau, general merchant, St. Timothee, Que., is offering 15c. on the dollar.

Joseph Leduc, general merchant, St. Isidore de Prescott, Ont., is preparing a statement.

C. S. Gillespie, stove and tinware dealer, Campbellford, Ont., has assigned to T. G. Gillespie, and a meeting of his creditors will be held April 10.

**PARTNERSHIPS FORMED AND DISSOLVED.**

Amyot & Morand, general merchants, Valleyfield, Que., are about dissolving.

Richardson & Brown, hardware dealers, etc., Leamington, Ont., have dissolved.

Poirier & Therien, general merchants, St. Remi, Que., have registered partnership.

D. Y. Stewart & Son, general merchants, St. Peter's, N.S., have registered partnership.

R. W. McKenzie, dealer in hardware and tinware, Goderich, Ont., has admitted Melvin W. Howell as partner.

Joseph St. Julian, general merchant, Rigaud, Que., has assigned, and his assets are to be sold on Tuesday April 10.

Thomas Wilson and Edmond Rosseau have registered partnership under the style of Wilson, Rosseau & Co., hardware dealers, Montreal.

Francois Tousignant and Joseph Chabot have registered partnership as carriage-makers, under the style of F. Tousignant & Cie, St. Hyacinthe, Que.

Copartnership has been registered by Angus A. McKay and Herdman McNeil under the style of McKay & McNeil, general merchants, Welsford, N.S.

**SALES MADE AND PENDING.**

The stock of Mrs. W. Seidon, general merchant, Rigaud, Que., has been sold.

C. J. Lemieux, furniture dealer, Douglas, Ont., has disposed of his business.

J. W. Campbell, tinsmith, Chatham, Ont., is advertising his business for sale.

W. G. Matthews, carriagemaker, etc., Rodney, Ont., is advertising his business for sale.

The assets of Joseph Merinou, general

merchant, St. Timothee, Que., have been sold.

Weldon & Co., general merchant, Little Britain, Ont., are advertising their business for sale.

The assets of J. Waters & Bro., general merchants, etc., Campbellford, Ont., are to be sold.

T. G. Lewis & Co., wholesale and retail hardware and paint dealers, Montreal, are advertising to sell out by auction.

The stock of the estate of J. H. Angleman, general merchant, Edy's Mills, Que., has been sold at 73 1/4 c. on the dollar.

The assets of the estate of W. Mann & Co., bicycle dealers, London, Ont., have been sold at 45c. on the dollar to Horton & Manville.

The bankrupt furniture stock of R. McClenahan, Hamilton, has been sold by auction by Thomas Burrows. It was purchased by Malcolm H. Souter, at 57 1/2 c. on the dollar.

**CHANGES.**

The business of The Hamilton Hardware Co., has been closed.

H. Bayes, blacksmith, Elmville, Ont., has retired from business.

Robert Munn, blacksmith, Beechwood, Ont., has removed to Winthrop.

J. P. Hatch, dealer in agricultural implements, Eden, Ont., has been succeeded by J. S. Burwell.

Richard Pethick, blacksmith, Winthrop, Ont., has sold out to Robert Munn.

H. M. Green, hardware dealer, Ridgetown, Ont., has retired from business.

## The Painting Public

do not want poor paint. They want paint for service.

Poor-wearing paint will never wittingly be chosen instead of good-wearing paint. People sometimes buy the former, but it's because they believe they're getting good paint. They don't buy it a second time.

If you want to cater to this desire of the consumer to get good-wearing paint, and want to have perfect confidence that you're not deceiving him

### THE SHERWIN-WILLIAMS PAINT

is the most logical for you to sell.

We have always known that the best paint would sell best. We have never sent out anything but the best product possible. The painting public wanted good paint and we've been constantly striving to meet their demand.

Do you believe in our principle?



**THE SHERWIN-WILLIAMS CO.**

**PAINT AND VARNISH MAKERS.**

CLEVELAND. BOSTON.  
CHICAGO. TORONTO.  
NEW YORK. SAN FRANCISCO.  
MONTREAL. KANSAS CITY.

Canadian Division:  
Montreal.  
21 St. Antoine St.,

A. F. Michener, painter, Grimsby, Ont., has been succeeded by W. Haist.

John M. Govenlock, brick and tile dealer, Walton, Ont., has removed to Winthrop, Ont.

Fyfe & Herd, planing and lumber millers, Strathroy, Ont., have sold out to Robert Nicholson.

Hutchings & Bemrose, harness dealers, Neepawa, Man., have been succeeded by C. D. Bemrose.

Hector Lamontagne has registered as hardware dealer in Montreal under the style of J. A. Denis.

The estate of Thomas Henry, sawmill, Waterford, Ont., has been succeeded by James Henry.

Alex. Lindsay, implement dealer, Glencoe, Ont., has removed to Inwood, Ont., where he has bought out Alfred B. Dobbey, hardware dealer.

**FIRES.**

James Drake, manufacturer of baskets, Alvington, Ont., has been burned out; insured.

George F. Beverley, hardware dealer, etc., St. John, N.B., has been burned out. Loss, \$7,000; insurance, \$4,000.

A. Wren & Co., manufacturers of agricultural implements, Forest, Ont., suffered about \$5,000 loss from fire on Thursday, last week. The loss is partly covered by insurance.

**DEATHS.**

F. Whiteley, blacksmith, Cumnock, Ont., is dead.

Damase Pageot, general merchant, St. Sylvester East, Que., is dead.



**WOOD FLOUR—WHAT IT IS.**

**R**EADERS of **HARDWARE AND METAL** will probably have noticed that of late several inquiries have been made through these columns by people in Great Britain for the names of manufacturers of wood flour in Canada; and the question may have arisen in many minds as to what wood flour is.

Wood flour, or, as it is sometimes called in Great Britain, "wood meal," is made of white wood, free from resin, chemicals or impurities of any kind, ground to a degree so that it will pass through a sieve of 50 meshes to the lineal inch, but not more than one-third through one of 100 meshes. It must not be exposed to acid fumes, or overheated in drying, so as to enable it to pass the British Government heat test for the detection of slight traces of vinegar, or other acid or objectionable volatile matter.

The reason for this care to keep the "flour" free from volatile matter, is that it is used, to some extent, as an absorbent for nitro-glycerine in the manufacture of explosives. The finest grades are also used in the manufacture of linoleums.

Nearly 2,000 tons are consumed annually in Great Britain. It is shipped in stout canvas bags, containing about 200 lb. The price paid ranges from £4 3s. od. to £4 10s. 6d. per ton of 2,240 lb. in London and Liverpool.

**WHAT IS HORSE-POWER ?**

**T**HE original conception of the horse-power, says an English contemporary, based upon experiments of the performances of strong draught horses at the time when Boulton and Watt first recognized the necessity for a unit for large concentration of power, continues in use to the present day. It was found that 33,000 foot-pounds per minute, or 550 per second, represented the capabilities of a good horse, and, though doubtless overestimated, this figure stands for the unit by which the engineer compares his engine with that of another. A foot-pound represents the same amount of work, regardless of the manner in which it is expended. A pound weight lifted through 1 foot, 1 lb. of water caught in the bucket of a water wheel and descending 1 foot, the piston of a steam-engine moving through 1 foot against a resistance of 1 lb., are instances in which the expenditure of power is precisely the same. This does not imply equal horse-power for the motors, for they could only be rated the same if equal work was done in the same time. Thus, if the water-wheel took 2 seconds to expend the foot-pound, while the steam-engine only took 1 second, the latter would have twice the rated power of the former—in other

words, twice the power would be given out by the steam-engine as that by the water-wheel, during the same period. For this reason, statements regarding the power of motors have no value unless accompanied by mention of the time taken to expend that power. If this be expressed in foot-pounds per minute, it may be readily reduced to horse-power by dividing by 33,000; or, if in seconds, by 550, as the case may be.

**INQUIRIES FOR CANADIAN PRODUCTS.**

**T**HE following were among the inquiries relating to Canadian trade, recently received at the Canadian Government offices in London :

1. A firm of spirit merchants in Holland desire to appoint a responsible agent in Canada for the sale of their goods.
2. Another inquiry has been received for names of packers of fruit pulps (raspberry, black currant, gooseberry) and tomatoes.
3. Canadian butter and cheese shippers selling their goods on this side on commission are invited by a Glasgow firm to consign direct.
4. Broom handles, hoe handles, and shovel handles are required in basswood and white pine; and Canadian shippers are requested to quote prices per carload.

The names of the firms inquiring will be furnished on application to **HARDWARE AND METAL**.

The following inquiries were received by

Mr. Harrison Watson, curator of the Canadian section of the Imperial Institute :

1. A London house wishes to hear from Canadian manufacturers of wood flour with samples and quotations, c.i.f.
2. A London manufacturers' agent would like to hear from Canadian manufacturers of high-class fruit syrups.
3. A correspondent in Bordeaux, France, states, through the British Chamber of Commerce, Paris, that he would like to represent a good Canadian producer of evaporated fruits.
4. A paper-making company ask for the names of Canadian shippers of box boards.
5. A Liverpool firm of importers desire names of Canadian shippers of buckwheat, beans, etc.

**CUTTING IN BICYCLE BELLS.**

The Buescher Manufacturing Co., manufacturers of band instruments, brass and plated novelties, etc., Elkhart, Ind., U.S., are sending out to the trade a circular stating that evidence had been received by them that a large and heretofore conservative manufacturer of bicycle bells, was cutting prices, which action was demoralizing the bell trade.

In consequence, though they had put their prices for the season at a fair basis, they have decided, in order that their friends and patrons should not suffer by the cutting, to meet any reasonable quotation, on equal values, from reliable houses, provided that the purchaser take from them the remainder of the bells needed during the season, as they would have done under ordinary conditions.



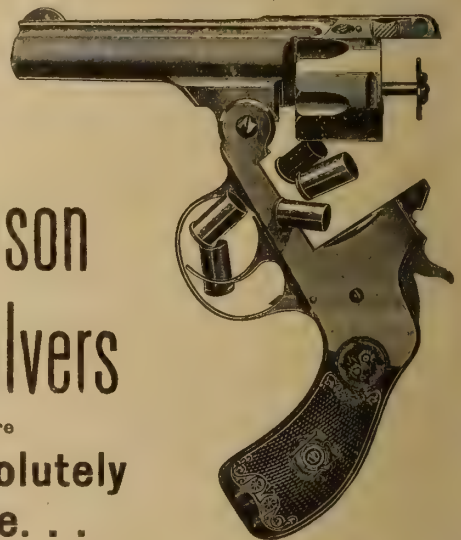
A Sign of Quality—  
THE I. J. NAMEPLATE.

**IVER JOHNSON SAFETY HAMMER AUTOMATIC REVOLVER.**

Iver  
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Revolvers

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**Absolutely  
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*Their Accidental Discharge is Impossible.*

Send for complete catalogue of Guns, Revolvers, etc.

**Iver Johnson's Arms & Cycle Works**

**FITCHBURG, MASS.**

**BRANCHES—New York, Boston, Worcester.**

THE . . .  
**Waggoner  
Extension Ladder.**



The strongest, lightest and most convenient ladder in the market. The only really satisfactory extension ladder made. Pulls up with a rope. Made in all lengths. Also extension and other step ladders, sawhorses, ironing boards, painters' ladders, etc. All first-class goods. Write for quotations to

**The Waggoner Ladder Company, Limited, London, Ont.**



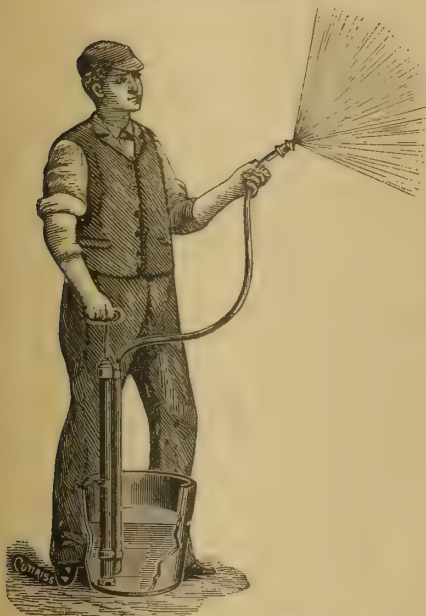
# H. S. HOWLAND, SONS & CO.

WHOLESALE  
ONLY.

37-39 Front Street West, **Toronto.**

ONLY  
WHOLESALE.

## SPRAY PUMPS.



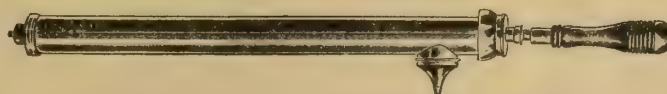
No. 50—1½ x 19-in. Airchamber.

## SPRAY PUMPS.



No. 598  
1½ x 21-in. Airchamber.

## GARDEN SYRINGES.



No. 600—18 in. long, 1½ in. diameter, Brass, 3 Nipples.

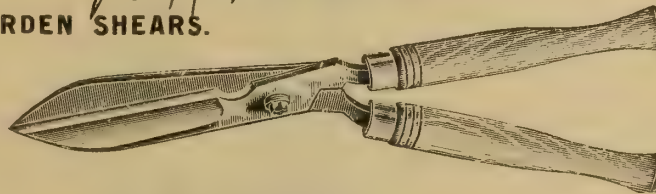
## "CATARACT" INSECT EXTERMINATORS.



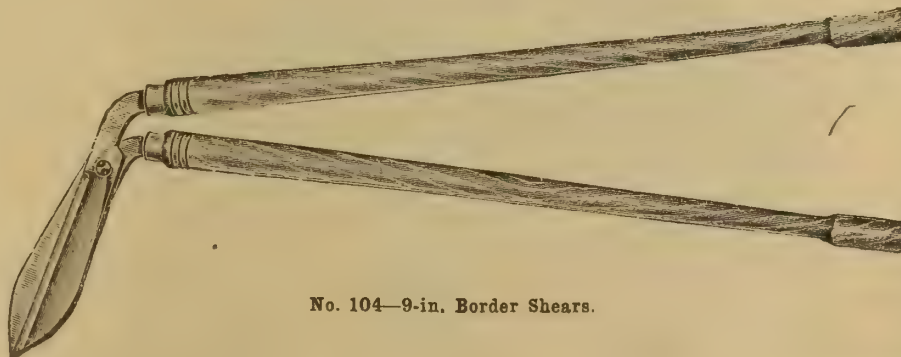
*all returned  
75/100*

All Brass, Cannot Rust.

## GARDEN SHEARS.



No. 100—7½ in.  
No. 101—8 in., 9 in., 10 in., Notched.

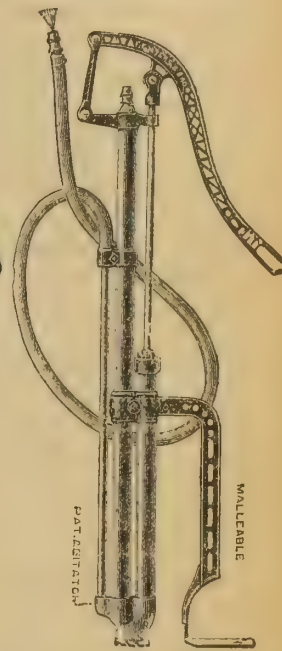


No. 104—9-in. Border Shears.



No. 106—9-in. Lawn Shears.

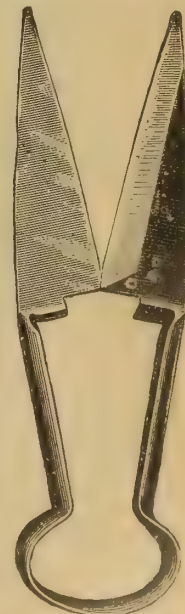
## SPRAY PUMPS.



No. 632  
1½ x 27-in. Airchamber.  
For Barrels.

No. 675  
2 x 30-in. Airchamber.  
For Barrels.

## GRASS SHEARS.



GERMAN  
1500—11-in., Bent  
1501—12-in., Bent.  
6654B—11-in., Bent.

WE SHIP  
PROMPTLY.

# H. S. HOWLAND, SONS & CO., Toronto.

Graham Wire and Cut Nails are the Best.

Also—  
Bargon & Wilkinson's  
Sheep Shears.



**THE LATE JOHN R. VERT.**

**J**OHAN R. VERT, whose sudden death on a Canada Atlantic train took place on Saturday night last, was a commercial traveler of about 30 years' experience. During the last 15 years he was with the F. F. Dalley Co., Hamilton, in which company he was also a shareholder. Mr. Vert was an energetic traveler, and was an enthusiast in regard to the goods he sold. He was genial, and had a great many friends, to whom his sudden death gave a severe shock. Deceased was born in 1844, and was, therefore, 56 at the time of his death. He was strong and robust in appearance, and one would have thought a long lease of life was in store for him. At the time of his death he had been away from home a week. Deceased leaves a widow, who was prostrated by the shock which the announcement of his death gave her. The remains were interred in Hamilton on Wednesday with Masonic honors.

**WAR PRICES.**

"Agriculturists are obtaining no benefit from an enhanced price of their produce, as other industries are doing," says The Pall Mall Gazette. "The older farmers call to mind the prices that ruled before and during the Crimean War, and wonder at the fact that during the season prices of breadstuffs have fallen instead of advancing when we are at war and liable to be embroiled with a European power. From 1850 to 1855 the foreign wheat imported into the United Kingdom for an average of five years was annually 4,683,000 quarters, and the amount of wheat grown in the country about 12,500,000 quarters, making the total requirements of breadstuffs to feed the population (27,600,000) somewhere about 17,000,000 quarters.

Now, with a population of 40,500,000, the British farmer only grows about 8,000,000 quarters of wheat, and, to make up the deficiency in the 'staff of life' for the people, our merchants have to import over 22,000,000 quarters of breadstuffs, or 30 per cent. more than the total breadstuffs that was sufficient to feed the population of the United Kingdom in 1853. In 1852 the price of the 4 lb. loaf, before the Russian

War, was—average: Full-price trade, 6½d. to 7½d.; households, 5½d. to 6d.; other qualities, 4½d. to 5d. In the year 1854, when we were at war with Russia, a nation that then had no cruisers, and insurances were, therefore, not raised, the highest price was: Full-price trade, 11½d. to 1s.; households, 10½d. to 11d.; other qualities, 9½d. to 10d. Now, when we are at war, and employing more men to bring it to a successful issue than England has ever put in the field before, and, at the same time, the political horizon is not so particularly bright, the price of bread is from ½d. to 1d. cheaper than it was immediately before

February. During the winter months the consumption of bread has been restricted by reason of the amount of sickness and the mildness of the weather, while foreign countries did not send wheat so freely as during the same period of last year. Still we have in our granaries 1,750,000 quarters of foreign breadstuffs, and our farmers hold some 3,000,000 quarters, so that our merchants will have to import about 10,500,000 quarters of breadstuffs to make up the requirements during the coming six months, and during a period of low prices, for there seems no likelihood of values improving for some considerable time."



THE LATE JOHN R. VERT.

the Russian War. That, too, in spite of the fact that we have to import 30 per cent. more breadstuffs than was required for food in 1852.

From the Trade and Navigation Returns, just published by the Board of Trade, we find that during the last six months—that is, during the first six months of the cereal year—we imported 10,058,772 quarters of breadstuffs, whilst the English farmers have marketed during the same period 5,063,205 quarters of their wheat, so that the amount gone into consumption is 15,121,977 quarters of breadstuffs in six months ending with

to full descriptions and illustrations of the varnishes, enamels, japans, stains, soaps, oils, shellacs and other goods manufactured by this firm, including their specialties, yachtine, crystalline, elastonia, elastilite, etc., this booklet includes several illustrations, which serve to make it very artistic and, at the same time, to show the suitability of the substances for the particular work they are prepared for doing. This catalogue can be had on application.

Charles Loque, general merchant, Maniwaki, Que., is dead.

**CATALOGUES, ETC.**

SHERWIN - WILLIAMS CO.'S  
PRICE LISTS.

The Sherwin-Williams Co., Cleveland, U.S., and Montreal and Toronto, have just issued their price lists for Canada. One of them covers the general product of the company, prepared paints, colors, enamels, dry colors, powders, gold leaf, etc., glue and paper, chamois skins, pumice stone, etc. The other gives a full list of the comprehensive range of varnishes made by this house. As both of these booklets are up-to-date, and give full information regarding all the lines made by The Sherwin-Williams Co., and are printed in the dainty and attractive style usual to all the literature of this company, they are well worth writing for.

THE IMPERIAL VARNISH AND  
COLOR CO., LIMITED.

One of the neatest and most complete catalogues that has been printed in Toronto this year has just been issued by The Imperial Varnish and Color Co., Limited, 10 Morse street, Toronto. In addition



Hon. Robert Bickerdike, M.L.A., Montreal, has been appointed general agent for The Western Assurance Co., and is receiving the hearty congratulations of his numerous friends—and it would be hard to find one who is more popular. He will represent a good company, and the company is fortunate in having so good a representative.

### CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion: cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

#### FOR SALE.

OLD ESTABLISHED HARDWARE BUSINESS in Collingwood for sale. Owner retiring. Apply to J. Henderson, Barrie. (14)



Ontario Nut Works, Paris  
**BROWN & CO.**

Manufacturers of  
All sizes of Hot Pressed  
Nuts, Square and Hexagon

#### BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

#### FREE INSERTION

in "Commercial Intelligence," to the Editor  
"SELL'S COMMERCIAL INTELLIGENCE,"  
168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

## Buy the Best.



# HERCULES

Sash Cord.

Star Brand Cotton Rope  
Star Brand Cotton Clothes Lines  
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

## HARRINGTON & RICHARDSON ARMS CO.

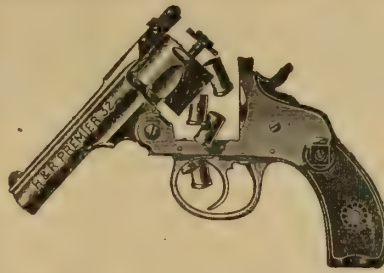
WORCESTER, MASS., U. S. A.

Makers of

# High Grade REVOLVERS

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and  
Hardware Stores almost everywhere.



#### MANUFACTURERS

Babbitt Metals . . .  
Tinnings' and Plumbers' Solder  
Ingot Brass, etc.

#### IMPORTERS AND DEALERS

Pig Tin, Pig Lead  
Ingot Copper . .  
Antimony, etc.

**SYRACUSE SMELTING WORKS.** Factories: MONTREAL,  
and SYRACUSE, N.Y.

## The "DAISY" Barrel Churn

#### SPECIAL FEATURES FOR SEASON OF 1900.

Angle Steel Stand, with extra patented  
centre brace.  
Patented Double Levers or Bow.  
Wheels on the feet.  
Hardened and Polished Steel Ball-Bearings.  
Patent cover and drip tube.

**SIZES—Nos. 0, 1, 2, 3, 4 and 5.**

The Barrels are made of the best imported  
White Oak Staves, and will last many years.

Manufactured only by

**The WORTMAN & WARD  
MFG. CO., Limited**

Head Office:  
LONDON, ONT.

Eastern Branch:  
60 McGill St.,  
MONTREAL



## Defiance Cold Blast Lantern



With Patent Fluted  
Plate, by which the air is  
admitted so as to come in  
contact with the Globe, so  
tending to keep it cool.

**SOLD BY LEADING JOBBERS.**

Manufactured by

# W. W. CHOWN & CO.,

Belleville, - - - Ontario.





# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

MONTREAL, April 6, 1900.

### HARDWARE.

**T**HERE has been a fair volume of trade in general hardware this week and the outlook generally is for a good season's trade. The different makers' associations are now in session here, but, so far, only horsenails have been disposed of, and no change in prices was made. Tacks, horseshoes, cut and wire nails, bolts, screws, etc. have yet to be considered.

**BARBED WIRE**—The jobbers have not been notified of any change in barbed wire, and we quote \$3.72½.

**SMOOTH WIRE**—There is a fair movement in this line on account of old orders. The base price is \$3.45 per 100 lb.

**GALVANIZED WIRE**—There is a fair movement from first to second hands. We quote as follows: Nos. 6, 7 and 8 gauge, \$4.37½; No. 9, \$3.47½; No. 10, \$4.52½; No. 11, \$4.57½; No. 12, \$3.62½; No. 13, \$3.72½; No. 14, \$5.12½; No. 15, \$5.42½; and No. 16, \$5.62½.

**FINE STEEL WIRE**—Steady and unchanged at 12½ per cent. discount.

**BRASS AND COPPER WIRE**—As last noted. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

**FENCE STAPLES**—Fair inquiry from jobbers. Prices are steady, \$3.75 for bright and \$4.35 for galvanized.

**FINE STAPLES**—Unchanged. Discounts are: Coopers' staples, 35 per cent.; poultry netting, 35 per cent., and electrical, etc., 35 per cent. off list.

**WIRE NAILS**—There is a fair movement both from makers' and jobbers' hands on old orders. Prices are unaltered at this writing at \$3.45 for jobbing and \$3.35 for car lots f.o.b. Montreal.

**CUT NAILS**—There is a fair movement in these, and prices are unchanged at \$2.85 in small and \$2.75 in car lots f.o.b. Montreal.

**HORSE NAILS**—The makers' association held their quarterly meeting this week, but did not alter prices. Discounts remain 50 per cent. on Standard and 50 and 10 on Acadian.

**HORSESHOES**—Makers are meeting this

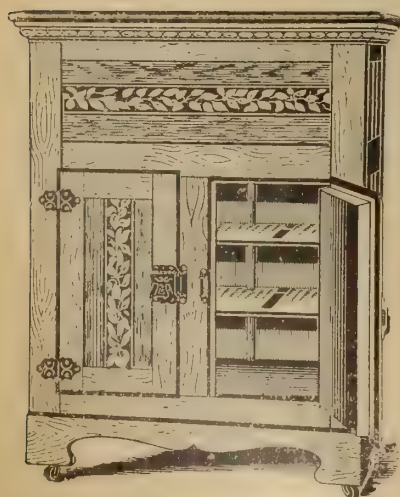
week, but prices have not been considered at this writing. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow shoes, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; X L steel shoes all sizes, 1 to 5, No. 2 and larger, \$4.20; No. 1 and smaller, \$4.45; feather-weight, all sizes, \$5.45; toe weight steel shoes, all sizes, \$6.55 f.o.b. Montreal.

**SCREWS**—The makers have not yet discussed this line. Discounts are as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

**BOLTS**—The same remarks apply to these. Discounts are as follows: Tire bolts, 60 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 52½ per cent.; nuts, square,

## Model Refrigerator.

6 SIZES.



### REMOVABLE SECTIONAL ICE BOX

Easily Cleaned.

### Cerite

A new lining, much superior to charcoal as a NON-HEAT CONDUCTOR.

### Zinc Linings

so arranged that no spilled liquids can come in contact with wood-work, and sour.

No Glued Joints to Loosen with Dampness.

Solid Bronze Locks and Handles. Natural Wood Finish.

Always Cold.

Always Sweet.

## The White Mountain Ice Cream Freezer.

Makes the *Finest* and *Smoothest Cream* the *Quickest*.

### SUPPLIED WITH

Triple Motion.

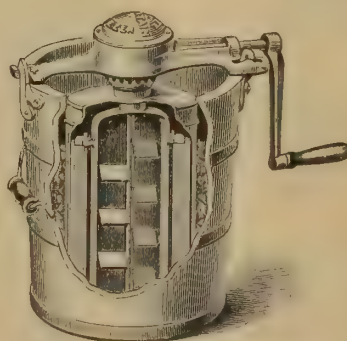
Duplex Malleable Iron Beater.

Strong Waterproof Tub, bound with heavy galvanized iron hoops.

Extra Heavy Charcoal Tinplate Can.

Covered Gearing.

Double Scraper.



CREAM CAN BE FROZEN IN 4 MINUTES.

**POSITIVELY THE BEST FREEZER IN CANADA.**

**THE McCLARY MFG. CO.**

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER



Apollo galvanized iron is  
top of the market; always;  
and we can't help it—all  
other brands go up and down  
a little behind it.

Apollo Iron and Steel Company  
26 St Sulpice Street  
Montreal

**Cements** { **PORTLAND  
ROMAN  
KEENE'S**

**Bricks** .. { **FIRE  
BUILDING  
PAVING**

**Sand** ... { **SILICA FIRE  
MOULDING  
BUILDING**

**F. HYDE & CO.**

31 Wellington street, MONTREAL

**English Castor Oil**

GUARANTEED PURE.

Pharmaceutical, Tasteless, Cold Drawn  
First Pressure  
Second Pressure

In cases of 2 tins and in barrels. Stocked  
by all Hardware, Oil and Color men.

**The Hull Oil Manufacturing Co.**  
LIMITED

B. & S.H. THOMPSON & CO.

Agents for Canada - MONTREAL

**Deseronto Iron Co.**

LIMITED

DESERONTO, ONT.

Manufacturers of

**Charcoal Pig Iron**

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable  
Castings, Boiler Tubes, Engine Cylinders, Hy-  
draulic and other Machinery where great strength  
is required; Strong, High Silicon Iron, for Foundry  
Purposes.

3½c. per lb. off; nuts, hexagon, 4c. off;  
tire bolts, 60 per cent.; stove bolts, 60 and  
10; plough bolts, 50 per cent.

**RIVETS**—Same position in these as in  
screws and bolts. We quote as fol-  
lows: Best iron rivets, section, carriage,  
and wagon box, black rivets, tinned do.,  
coopers' rivets and tinned swedes rivets, 45  
per cent. off; swedes iron burrs, 40 per  
cent. off; copper rivets, 35 per cent.;  
coppered iron rivets and burrs, in 5-lb.  
carton boxes, 45 per cent. off.

**CORDAGE**—Manila cordage is dearer,  
the base price having been advanced to  
16c., while Sisal rope is easier, the base  
being lower at 11½c. Lath yarn is quoted  
at 10¼c.

**SPADES AND SHOVELS**—Fair movement  
is noted in these, with discounts 40 and 5  
per cent.

**CUTLERY**—Sorting business continues  
quite brisk.

**SPORTING GOODS**—Firearms and ammu-  
nition are inquired for. Shot remains at  
\$5.75 per 100 lb.

**FIREBRICKS**—Prices in Britain show a  
material rise, but spot values are unchanged  
at \$19 to \$24 per 1,000, as to brand.

**CEMENT**—Both English and Belgian  
cements cost more to lay down here, but  
spot values are unaltered. We quote: Ger-  
man, \$2.60 to \$2.80; English, \$2.45 to \$2.60;  
Belgian, \$2.10 to \$2.40 per bbl., ex store.

#### METALS.

There has been no change in heavy iron  
or metals, but prices all around are firm,  
and bar iron has ruled easier.

**PIG IRON**—There is a fair inquiry, but  
stocks here are almost nil. On spot No. 1  
Scotch is quoted at \$28, to arrive after the  
opening of navigation \$25.50.

**BAR IRON**—There has been an easier  
feeling in this line, and carlots are now  
offered at \$2.40, and smaller quantities at  
\$2.45.

**BLACK SHEETS**—Steady. We quote: 8  
to 15, \$3.10; 18 to 20, \$2.90; 22 and 24,  
\$2.95; 26, \$3.10, and 28, \$3.15.

**GALVANIZED IRON**—Forward orders,  
both for shipment and importation, are  
numerous. We quote as follows: No.  
28 Queen's Head, \$4.75 to \$5.00, and No.  
26, \$4.50 to \$4.75; Comet, No. 28, \$4.45  
to \$4.70, and No. 26, \$4.15 to \$4.45.

**INGOT COPPER**—There has been no  
change, the base remaining at 18c.

**INGOT TIN**—Values here have been  
reduced, the range now being 35 to 36c., as  
to quantity.

**LEAD**—A moderate business is noted at  
steady prices. We quote: \$4.60 to \$4.75,  
as to quantity.

**LEAD PIPE**—There has been a fair  
inquiry. We quote: 7c. for ordinary and

**"Whitecross"**  
**Crucible Steel**  
**Hoisting Ropes**

for importation.

**V. M. Sheet Zinc**

IN STOCK.

**A. C. LESLIE & CO.**

MONTREAL

IRON AND  
BRASS

**Pumps**

Force, Lift and Cistern  
Hand and Power.

For all duties. We can  
supply your wants with  
—quality the best and  
prices right. Catalogues  
and full information for a  
request.



**THE R. McDougall Co., Limited**  
Manufacturers, Galt, Canada.

**ADAM HOPE & CO.**

30 JOHN STREET N.

Hamilton, Ont.

**PIG TIN**

"Lamb and Flag"

**INGOT COPPER**

**PIG LEAD**

**ZINC SPELTER**

**ANTIMONY**

All orders promptly  
shipped from stock.

**NOVA SCOTIA STEEL CO.**

Limited

NEW GLASGOW, N.S.

Manufacturers of

**Ferrona Pig Iron**

And SIEMENS MARTIN

**Open Hearth Steel**



NOW that the season for varnishing is near at hand, it is good policy to have on hand a stock of varnish you have confidence in and can safely recommend.

## ELASTILITE VARNISH

*Will Fill This Want  
to Perfection.*

You can recommend it for either interior or exterior use and rest perfectly assured that it will give complete satisfaction.



Manufactured only by

**The Imperial Varnish and Color Co., Limited**  
TORONTO, ONTARIO, CANADA.

## We are Offering

Window Glass, Paints, Oils, Cordage, Builders' Hardware, Wire, Wire Nails, Lawn Mowers, Harvest Tools, Spades and Shovels at closest prices.

OUR MOTTO:

PROMPT SHIPMENT, RIGHT PRICES.

**JOHN BOWMAN**  
**HARDWARE & COAL CO.,**  
....London, Ont.

7½c. for composition waste, with 15 per cent. off.

**IRON PIPE**—Fair demand and steady. We quote as follows: ¼, \$3.40; ½ to ¾, \$3.60; ¾, \$4; 1, \$6; 1¼, \$7.60; 1½, \$9.75, and 2-in., \$13.35.

**TINPLATES**—Unchanged as last noted: Coke, \$4.50, and charcoal, \$4.75.

**CANADA PLATE**—Steady, with a moderate inquiry. We quote: 52's, \$3.25; 60's, \$3.35; 75's, \$3.45; full polished, \$3.50; and galvanized, \$4.85.

**TERNE PLATE**—As last noted, at \$8.75.

**SWEDISH IRON**—Firmly held at \$4.

**COIL CHAIN**—Steady. We quote as follows: No. 6, 12½c.; No. 5, 11c.; No. 4, 10½c.; No. 3, 10c.; ¼-inch, 8½c.; 5-16, \$6.00; ¾, \$5.40; 7-16, \$5.15; ½, \$5.00; 9-16, \$4.85; ⅝, \$4.80; ¾, \$4.75; ⅞, \$4.75, and 1 inch, \$4.75.

**SHEET ZINC**—It is said that prices have been shaded, but we quote 7 to 7¼c.

**ANTIMONY**—Unchanged at 10½c.

**SPELTER**—As last quoted, \$5.75.

**GLASS.**

Quiet and steady. We quote: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

**PAINTS AND OILS.**

This branch of trade has been less active

during the week, and the only change in values has been an advance in turpentine of 2c. per gallon. In linseed oil, the feeling is strong, and higher prices are anticipated, but there has been no quotable change here. Leads are very firm in England. We quote:

**WHITE LEAD**—Best brands, Government standard, \$6.75; No. 1, \$6.37½; No. 2, \$6; No. 3, \$5.62½, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

**DRY WHITE LEAD**—\$5.75 in casks; kegs, \$6.

**RED LEAD**—Firm; casks, \$5.10; in kegs, \$5.35.

**WHITE ZINC PAINT**—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

**PUTTY**—We quote: Bulk, \$1.75; bladders, in bbls., \$1.90; bladders, in cases, \$2.05; in tins, \$2.15 to \$2.40.

**LINSEED OIL**—Raw, 68c.; boiled, 71c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

**TURPENTINE**—Single barrels, 85c.; two to four barrels, 84c.; five barrels and over, open terms, the same terms as linseed oil.

**MIXED PAINTS**—Firm; \$1.20 to \$1.40 per gallon.

**CASTOR OIL**—Firm; 7½ to 8c.

**SEAL OIL**—45 to 47½c.

**COD OIL**—32½ to 35c.

**PARIS GREEN**—Firmly held at the rise: 1-lb. packets, 19½c., and drums, 18½c.

**NAVAL STORES**—Fair demand for all lines, and prices show no change: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

**HIDES.**

Quiet. We quote: Beef hides, 9, 8 and 7c. per lb. Lambskins and clips, 10c. each. Sheepskins, \$1 to \$1.10 each, and calfskins, 9 to 11c. per lb.

**PETROLEUM.**

"Crown Acme" is 1c. higher, but other sorts are unchanged. We quote: "Acme," 19c.; "Perfection" and "Silver Star," 17½c.; Canadian refined, 17½c., and Pratt's Astral, 22½c.

**COAL.**

Dull. We quote as follows: Stove, \$6; chestnut, \$6; egg, \$5.75; Scotch grate, \$6.25; Scotch steam, \$4.25 to \$4.75; Tower ports steam, \$3.75 to \$4.

**MARKET NOTES.**

Bar iron here has been cut 5c. in price by jobbers.

The makers' meetings are in progress



here this week, but, at this writing, only horse nails had been disposed of.

There has been an advance of 2c. per gallon in turpentine.

"Crown Acme" kerosene oil, has advanced  $\frac{1}{2}$ c. per gallon.

English makers are asking 5d. per cask rise on all kinds of cement.

### ONTARIO MARKETS.

TORONTO, April 6, 1900.

#### HARDWARE.

TRADE is opening up well this month, more activity being apparent on all sides. Although March was a quiet month, the aggregate value of business, as far as can be learned, was rather in excess of last year for the same period. This is, no doubt, in part at least, due to the higher range of prices. Slightly lower freight rates went into force on April 1, and this has, no doubt, helped to stimulate business. The rumored advance in barbed wire referred to last week has been confirmed. In spite of the decline in sisal rope noted last week, manila rope is this week  $\frac{1}{2}$ c. per lb. higher. Cotton twine is also  $\frac{1}{2}$  to 1c. dearer. There is some cutting in low-priced scales on the part of the Canadian and American manufacturers.

**BARBED WIRE**—The rumored advance in the price of American barbed wire for the Canadian market, referred to last week, has been confirmed. The advance was \$1 per ton. The demand is improving and a good many orders are coming in for immediate shipment. We quote carlots, f.o.b. Cleveland, \$3.52 $\frac{1}{2}$  per 100 lb. and less than carlots, \$3.77 $\frac{1}{2}$ , Toronto.

**GALVANIZED WIRE**—Most of the shipments from factory are completed, although there are quite a few still going forward. Prices are unchanged. We quote as follows f.o.b. Toronto: Nos. 6, 7, 8 gauge, \$4.40; No. 9, \$3.47 $\frac{1}{2}$ ; No. 10, \$4.55; No. 11, \$4.60; No. 12, \$3.62 $\frac{1}{2}$ ; No. 13, \$3.77 $\frac{1}{2}$ ; No. 14, \$5.15; No. 15, \$5.45; No. 16, \$5.65.

**WIRE NAILS**—Shipment is still being freely made of orders placed some time ago. Not many new orders are being received, although their number is larger than a week ago. The base price is unchanged at \$3.40 f.o.b. Toronto, Hamilton and London for carlots, and \$3.50 for smaller quantities.

**CUT NAILS**—Generally speaking trade is quiet, although for cut shingle and lath nails there is quite a demand, they being relatively cheaper than wire nails for the same purposes. Base price is unchanged at \$2.85 Toronto, Hamilton and London.

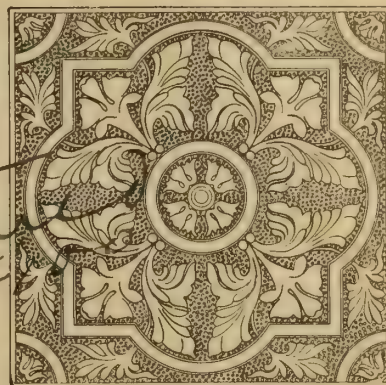
**SMOOTH STEEL WIRE**—A good many old orders are still being forwarded, and a few fresh orders are coming to hand. Very

### THE GROWING DEMAND FOR OUR

## METALLIC CEILINGS AND WALLS

Shows their  
Practical Popularity

Their artistic beauty and durability, added to their fireproof and sanitary qualities, make them the most desirable finish obtainable for all classes of buildings.



SAMPLE DESIGN NO. 429.

Full information in our Catalogue about the different designs we make. Write us if you haven't one.

METALLIC ROOFING CO., Limited **KING and DUFFERIN STREETS,** Toronto.

little is being done in hay-baling wire. Base price is unchanged at \$3.45 per 100 lb.

**HORSESHOES**—These are still quiet and featureless. We quote as follows f.o.b. Toronto, Hamilton, London and Guelph as follows: No. 2 and larger, light, medium and heavy iron shoes, \$4.05; snow shoes, \$4.30; light steel shoes, \$4.35; featherweight shoes, all sizes, \$5.60. No. 1 and smaller, light, medium and heavy iron shoes, \$4.30 per keg; iron snow shoes, \$4.55; light steel shoes, \$4.60; featherweight steel shoes, all sizes, \$5.60.

**HORSE NAILS**—The manufacturers held a meeting in Montreal this week, but decided to make no change in prices. Volume of business is light. The discount is 50 per cent. on standard oval head, and 50 and 10 on Acadian.

**SCREWS**—Trade is keeping up well, but no new features have developed. We quote as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67 $\frac{1}{2}$  per cent.; flat head bronze, 67 $\frac{1}{2}$  per cent.; round head bronze, 62 $\frac{1}{2}$  per cent.

**BOLTS AND NUTS**—Trade is keeping up well in this line. We quote as follows: Norway bolts, full, square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52 $\frac{1}{2}$  per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52 $\frac{1}{2}$  per cent.; bolt ends, 62 $\frac{1}{2}$  per cent.; nuts, square, 3 $\frac{1}{2}$ c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

**RIVETS AND BURRS**—Business keeps

steady. We quote: Carriage section, wagon box, rivets, etc. 45 per cent.; black M rivets, 45 per cent.; iron burrs, 40 per cent.; copper rivets, 35 per cent.; bifurcated, with box, 1.25; coppered iron rivets and burrs, in 5-lb. carton boxes, 30c. per lb.

**CHURNS**—The activity noted last week in churns has been maintained, and a good many orders are for urgent delivery. Discount on revolving churns is 58 per cent. from factory and 56 per cent. from stock in Montreal.

**WRINGERS**—A seasonable trade is still to noted in this line. We quote: "Leader," \$60 per doz.; "Royal Canadian," \$58; "Royal American," \$50. Prices are all f.o.b. Toronto, Hamilton, Brockville, and Montreal. Discount, 45 per cent. Terms, four months, or 3 per cent. 30 days.

**ICE CREAM FREEZERS**—Orders are still being booked, but no shipments have yet apparently been made.

**OIL AND GAS STOVES**—A good many orders have been booked, but manufacturers have not yet begun to make delivery.

**ENAMELED WARE**—There is not a great deal being done in this line at present.

**TINWARE**—There is a good deal going out, particularly milk cans, milk pans and pails. Some of the manufacturers have run out of stock in milk pans.

**ROPE**—Manila rope is  $\frac{1}{2}$ c. per lb. higher, being now quoted at 16c. base. Base price of sisal is 12c. The lumbering business is opening up, and a good deal of rope has been moving during the past week.

**HARVEST TOOLS**—Forward orders are being shipped freely, and during the past week customers have been pressing for the delivery of such lines as hoes, forks and



rakes. Discount, 50 and 10 to 50, 10 and 5 per cent.

SPADES AND SHOVELS—A good many of these are going out. Discount, 40 and 5 per cent.

CUTLERY—A fairly good trade is being done in this line at unchanged prices.

SPORTING GOODS—Some fair orders are being shipped this week for guns and ammunition.

BUILDING PAPER—A good business is being done, but a scarcity prevails in some makes of building paper.

OAKUM—This is unchanged at the recent advance. We quote: Navy oakum, \$6 per 100 lb.; U. S. navy, \$7.25 per 100 lb.

LAMP WICKS—These have been recently advanced, and the discount is now 60 per cent.

COTTON TWINE—Another advance is announced this week in the price of cotton twine. Three-ply is  $\frac{1}{2}$ c. and 4-ply 1c. higher.

POULTRY NETTING—A large quantity of this has been shipped, but during the past week the quantity sent forward has not been so large. Discount, 45 per cent.

GREEN WIRE CLOTH—A good deal of this has gone forward during the week. We quote \$2 per 100 square feet.

CEMENT—Trade is picking up excellently. Prices are firm. We quote nominally in barrel lots: Canadian Portland, \$2.80 to \$3.00; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

EAVETROUGH—Some heavy shipments have been made during the week. Not many fresh orders are coming in.

SCALES—The Canadian and American manufacturers of scales are cutting on the low-priced makes. The discount on "Champion" scales has been increased to 65 per cent.

CHAIN—There is quite a demand for chain, mostly for boom purposes.

#### METALS.

With lower freight rates and more spring-like weather, business in metals is assuming a brisker form.

PIG IRON—We quote: No. 1 Hamilton, \$24 to \$25 per ton at the furnace; No. 1 Tonawanda, \$25.40 in bond, Toronto, and No. 2, \$24.40; No. 1 Southern, \$24 in bond, Toronto.

BAR IRON—The demand is good and prices firm and unchanged at \$2.45 to \$2.50 base, Toronto.

PIG TIN.—The demand is light, but prices have advanced another 1c., and we now quote 37 to 38c.

TINPLATES—There is a fair demand for tinplates, although the lots moving are small.

TINNED SHEETS—More has been done this year in case lots than is usual, but business during the past week was not as brisk as it was a week ago.

CANADA PLATES—Trade has been quiet during the past week, although prices are firm. We quote: All dull, \$3.35 to \$3.50; half polished, \$3.45 to \$3.60; all bright, \$3.85 to \$4.

BLACK SHEETS—Trade is just moderate. We quote 28 guage at \$3.60.

GALVANIZED IRON—The demand has been good during the past week, with the fine weather, there being an increase in outdoor work. Case lots are quoted at \$5.10 and American at \$4.75; less than case lots are 15c. per 100 lb. additional.

COPPER—The market is steady and trade fair. We quote ingot at 19 to 20c., and sheet at 23 to 23 $\frac{1}{2}$ c. per lb.

SPELTER—Prices are firm and business moderate. We quote 7 to 7 $\frac{1}{4}$ c. per lb.

ZINC SHEETS—Trade is fair and prices steady. We quote cask lots at 7 $\frac{1}{2}$ c. per lb. and part casks at 7 $\frac{3}{4}$ c. per lb.

LEAD—There is not much doing. Prices keep steady. We still quote 5 $\frac{1}{2}$  to 5 $\frac{3}{4}$ c. per lb.

SOLDER—The demand is fairly good for solder. On account of the high price of tin a good many are buying solder instead of making it. We quote: Half-and-half, 21 to 22c. per lb.; refined, 20 to 21c., and wiping, 20 to 20 $\frac{1}{2}$ c.

LEAD PIPE—Just a moderate business is being done. We quote: Ordinary pipe, 7c., and waste, 7 $\frac{1}{2}$ c. per lb. Discount, 15 per cent.

IRON PIPE—Demand keeps brisk, with prices as before. We quote as follows: Black pipe,  $\frac{1}{4}$  to  $\frac{3}{8}$  inch, \$3.60;  $\frac{1}{2}$  inch, \$3.70;  $\frac{3}{4}$  inch, \$4.20; 1 inch, \$5.90; 1 $\frac{1}{4}$  inch, \$7.85; 1 $\frac{1}{2}$  inch, \$9.75; 2 inch, \$13; 2 $\frac{1}{2}$  inch, discount off to 6 in the list 45 per cent. Galvanized pipe is quoted as follows:  $\frac{1}{2}$  inch, \$6;  $\frac{3}{4}$  inch, \$7.75; 1 inch, \$10.50; 1 $\frac{1}{4}$  inch, \$15.50; 1 $\frac{1}{2}$  inch, \$18.25; 2 inch, \$25.50.

RANGE BOILERS—Business is a little better, there evidently being an impression that the present low prices will not prevail very long. We quote: Standard, tested to 200 lb., guaranteed for 2 years, 30 gals., \$6.75; 35 gal., \$7.75; 40 gal., \$9. Standard, extra heavy, tested 250 lb., guaranteed for 5 years, 30 gal., \$8.40; 35 gal., \$9.25; 40 gal., \$10.60.

#### PAINTS AND OILS.

The opening of April has brought a considerable increase in activity, both in the receipt of orders and the delivery of goods. Oils seem to be moving in especially large quantities. Prices are firm. Dealers are trying to estimate the amount of oil that will be brought into Montreal on the early

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**AYLMER IRON WORKS.**



steamers from England. If the quantity is large, it may effect a reduction of a few cents in prices, as the prices at which orders for this oil were placed are somewhat below the basis ruling here. Turpentine is firm at the South, and unchanged. Though paris green quotations are still unaltered, there is much selling under the prices noted. White lead shows no change, but a feeling seems to be developing that prices are at a higher basis than the conditions warrant. There is a good movement of prepared paints, varnishes, sundries, etc. We quote:

**WHITE LEAD**—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½; No. 3, \$5.75; No. 4, \$5; dry white lead in casks, \$5.75.

**RED LEAD**—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

**LITHARGE AND ORANGE MINERAL**—Litharge, 6 to 6½c.; orange mineral, 8 to 8½c.

**WHITE ZINC**—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

**PARIS WHITE**—90c.

**WHITING**—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

**GUM SHELLAC**—In cases, 22½c.; in less than cases, 25c.

**PUTTY**—Bladders, in bbls., \$1.90; bladders, in 100 lb. kegs, \$2.05; bulk, in bbls., \$1.75; bulk, in less quantities, \$1.90.

**PLASTER PARIS**—New Brunswick, \$1.90 per barrel.

**PARIS GREEN**—Petroleum, bbls., 18c.; arsenic, kegs, 18¼c.; drums, 50 and 100 lb. 18¾c.; drums, 25 lb., 19¼c.; tins, 1 lb., 20¾c.; tins, ½ lb. 22¾c.; packages, 1 lb., 19¾c.; packages, ½ lb., 21¾c.

**PUMICE STONE**—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

**LIQUID PAINTS**—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

**SEAL OIL**—54c. per gallon, and yellow seal at 45c.

**CASTOR OIL**—East India, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

**LINSEED OIL**—Raw, 1 to 4 barrels, 68c.; boiled, 71c.; 5 to 9 barrels, raw, 67c.; boiled, 70c.; 10 to 19 barrels, raw, 67c.; boiled, 70c. To outside points, 2c. more is charged.

**TURPENTINE**—Single barrels, 83c.; two to four barrels, 82c., freight allowed; in less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged. To outside points 2c. more.

#### GLASS.

The market is active, a good demand

84,000 Daily Production.  
5 Factories. 5 Brands.

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Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass.** Also of a durable, highly-polished material called "**MARBLETTÉ**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: 'Glass, St. Helens.' Telephone No. 68 St. Helens.

being noted with prices steady, both locally and in Belgium. We quote first break as follows: Star, in 50-foot boxes, \$2.20, and 100-foot boxes, \$4.20; double diamond under 25 united inches, \$6.25, Toronto, Hamilton and London; terms 4 months or 3 per cent., 30 days.

#### OLD MATERIAL

Stock is starting to come in more freely. The consumption keeps large, and prices are well maintained. We quote jobbers' prices as follows: Agricultural scrap, 75c. per cwt.; machinery cast, 75c. per cwt.; stove cast scrap, 50c.; No. 1 wrought scrap, 70c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 10¼c.; heavy copper, 14c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, 11c.; scrap lead, 3c.; zinc, 3c.; scrap rubber, 6c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

#### HIDES, SKINS AND WOOL

**HIDES**—The market is dull. Prices are unaltered. We quote: Cowhides, No. 1, 9c.; No. 2, 8c.; No. 3, 7c. Steer hides are worth ½c. more. Cured hides are quoted at 9¼c.

**SKINS**—There is little doing. We quote as follows: No. 1 veal, 8-lb. and up, 11c. per lb.; No. 2, 9c.; dekins, from 40 to 45c.; culls, 20 to 25c. Sheep and lambskins are selling at \$1.10 to \$1.25.

**WOOL**—The market is easy. Combing

fleece is selling at 19c. and unwashed at 11 to 12c., a decline of 1c. in both cases.

#### SEEDS.

Though business has been good, a decline of 20 to 30c. per bushel has been made in red clover, which is now jobbing at \$5.10 to \$6, according to quality. Alsike is 20 to 50c. per bushel lower, the jobbing range now being \$4.80 to \$7.50. Timothy is steady at \$1.40 to \$1.80 and Hungarian grass seed and millet show a drop of 5 to 10c., the price now being 75 to 90c.

#### PETROLEUM.

The demand continues to lighten. Prices remain steady. We quote: Pratt's Astral, 20c. in bulk (barrels, \$1 extra); American water white, 20c. in barrels; Photogene, 19c.; Sarnia water white, 18½c. in barrels; Sarnia prime white, 17c. in barrels.

#### COAL.

The demand is light. A scarcity of nut and pea sizes is noted. We quote anthracite at Buffalo and bridges for immediate delivery as follows: Nut, \$5 per gross ton, or \$4.46 per net ton; egg and stove, \$4.75 per gross ton, or \$4.24 per net ton; grate, \$4.50 per gross ton, or \$4.01 per net ton.

#### MARKET NOTES.

Cotton twine is ½ to 1c. higher.

Manila rope is ½c. per lb. dearer at 16c. base.

Pig tin is quoted at 37 to 38c., an advance of 1c. per lb. on last week's figures.



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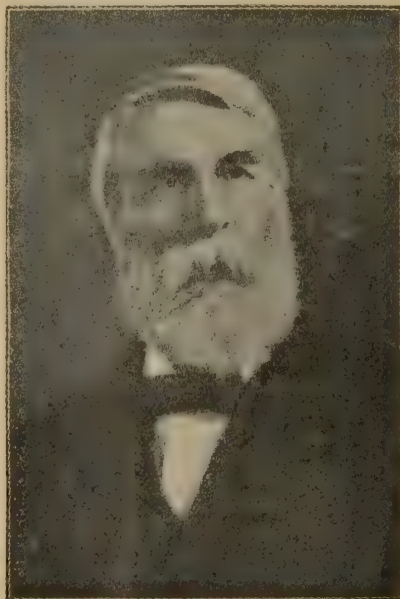
### A GREAT CANADIAN INVENTOR.

EVERYONE has heard of the Lee-Enfield, Lee-Metford and Lee-Sharp rifles, but few have heard anything of their inventor, for he is a man whose exceeding modesty amounts almost to a fault, and who has shunned personal publicity to such an extent that his features—not to mention the outlines of his career—have only once or twice appeared in print. It will be a surprise to many Canadians to learn that the great gun inventor can practically be claimed by them as a fellow-countryman. True, he was born in Scotland, but at the age of five years he came to Canada with his parents, and it was in this country that he received his education, learned his trade and began experimenting with mechanical principles. Since 1857 he has lived abroad—mostly in the United States and Great Britain.

James P. Lee was born at Hawick, in Scotland, nearly 70 years ago. His father, George Lee—a watchmaker—emigrated to Canada and settled at Galt, Ont., with his family. The future inventor was brought up to his father's trade, and became a thorough expert at it. When 19 years old, he left Galt and started in business for himself in Chatham, Ont., remaining there nearly four years, when he went to Wisconsin. It was there that he commenced to experiment with a view to improving the mechanism of guns. After a couple of years he returned to Canada, going to Owen Sound, Ont., where his father and the family had settled, and where he continued his experiments for a couple of years. He was, at that time, without regular employment, lived in a very humble manner, and was looked upon by many as a "crank." His time was chiefly spent pottering about in a small foundry, where he built an engine that was not a success.

In the meantime he had brought his rifle to a comparative degree of perfection, and the outbreak of the Civil War in the United States furnished him his opportunity. He went to Washington and exhibited his invention to the War Department; and although it was not adopted—the Springfield carbine having already been chosen—he received so much encouragement that he resolved to go on with his experiments. Success gradually came to him. The first magazine gun he invented was taken up by the United States Navy, and by the Chinese Government. In the seventies he began the manufacture of side carbines and sporting rifles in Milwaukee, but the Remington Company's competition was too strong and this venture was not a success. In the eighties the British Government took up his invention and re-armed the whole regular force with the Lee-Metford. A new bore for the rifle-barrel having since been adopted, the weapon became known as the Lee-Enfield, manufactured at the Government's own works at Enfield. This rifle is not, however, the final form of Mr. Lee's principle, as perfected by himself.

The principle has been developed and revised by him in the Lee straight-pull rifle, which is now used exclusively in the American Navy, and which Mr. Lee considers a perfect weapon. In view of recent criticisms of the Lee-Enfield on the strength of what has been happening in South Africa, it is interesting to note that the inventor himself considers that rifle comparatively inferior to the straight-pull. He is making minor alterations, from time to time, in the mechanism of the latter, but he considers it to embody the highest application of the magazine principle. It weighs only 8½ lb., and the cartridge is so light that 180 rounds weigh only the same amount. The bullet will carry four miles, and at two yards will penetrate ½ in. steel, while at 30 yards 62 in. of plank are pierced like so much pasteboard. The bore of the rifle-barrel gives three turns in its own length.



Mr. James P. Lee.

Mr. Lee's income, since the Boer War broke out, must be enormous. He gets a royalty of 50c. per rifle from the British and United States Governments. He is, however, a very simple, modest man, of frugal habits; and though he has traveled a great deal, and been entertained and honored by many men of high official and social position, he is always most unassuming. If there is one incident he is inclined to talk about, it is the presentation to him, by Duke Alexis, of Russia, of a superb diamond, on the occasion of the Duke's visit to America.

Mr. Lee claims to have constructed the first typewriter but, being engrossed in his gun schemes, he turned it over to the Remington Company, which started to manufacture it. Shortly afterwards the company failed and the business was put into the hands of trustees. Three men—two of whom were employes of the Remingtons, one as a bookkeeper and the other as an office boy—took up the typewriter, and patented the essential parts. For a long time all

manufacturers of typewriters had to pay them royalties, and the three are, to-day, worth millions of dollars.

Mr. Lee has a sister, Mrs. Robert Turnbull, in Galt, Ont., and a brother in Owen Sound, Ont., who carries on the old family trade of watch-repairing. One of his sons is a successful electrician, living as Hartford, Conn. Mr. Lee's wife died in London, Eng.—F. E. E. Simpson, in Montreal Life.

### NEW YORK METAL MARKET.

**FIG TIN**—Consumers are buying in a moderate way only, and dealers purchase only as their supplies may need replenishing. The local trade, in fact, seem to avoid purely speculative dealings, although cable advices reported 12s. 6d. in prices of spot delivery and 7s. 6d. on three months' futures. The Afridi arrived in New York with 150 tons, but nearly all was sold previously. Store prices for 5-ton lots stood at 32c., and 31¾c. seemed the lowest at which tin on vessel in port could have been purchased. Future deliveries were about 1 to 1¼c. lower than spot stock.

**COPPER**—Bids of 17c. for Lake Superior ingot were refused several of the mining companies. Some of the latter declined to make any open quotation, and others conditionally quoted 17½c. Electrolytic bars, etc., are held at 17c., and ordinary casting stock at about the same price.

**FIG LEAD**—Nothing in the line of new feature transpired in the market for this. Business was of the ordinary character, and prices were steady at 4.70c. for round lots for shipment from the west, and 4.75 to 4.80c. for carload lots on the spot.

**SPELTER**—There was a decidedly firmer tone to the market, chiefly under the influence of tamer competition between smelters and better demand from consumers in some quarters. About 4.65 to 4.70c. seemed to have been the lowest price for prime western, prompt or near future delivery. The London cable to the Exchange quoted £21 17s. 6d. for good merchant brands.

**ANTIMONY**—Regulus is steady at 9¾ to 10¾c., according to brand, with about the usual business passing.

**TINPLATE**—Business is still on a rather moderate scale, but deliveries are keeping manufacturers busy and serve to hold prices steady.

**IRON AND STEEL**—All branches of the market for both crude and finished products remain in good shape, with prices steady and business moderately active, but no unusual individual transactions.

### A FEW AGENCIES WANTED.

A gentleman who is engaged in the commission and brokerage business in Rossland, B.C., is prepared to accept a few more agencies. Any communications addressed to the Editor of **HARDWARE AND METAL** will be forwarded to destination.



For Exposed  
Or Interior  
**Painting**

★ The Best Known  
Combination  
For  
General Decorating  
Is the

**Canada Paint**  
Company's



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The **WHITE CROSS** brand has been frequently imitated but never excelled.

**PAINTERS** express the greatest satisfaction with the Paint.

In ordering, note the registered  
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**WHITE CROSS BRAND  
PERMANENT WHITE**

This is a **SNOWY WHITE PAINT** with great covering power—will take as much thinner as **PURE WHITE LEAD** and do as much work. Ground extremely fine in **SPECIAL MILLS**.

Put up in 25-lb. Irons.  
Price Ex Montreal, \$6.37½ per 100 lbs.  
Price Ex Toronto, \$6.50 per 100 lbs.

THE  
**Canada Paint**  
Company, Limited  
Montreal and Toronto.

### BUSINESS MATTERS IN ROSSLAND

From a Correspondent.

It might be of interest to you to have a few remarks on the business of the Kootenays. In Rossland, things at present are quiet indeed. The leading mines have closed for the time being; they are expected to start up again, however, very soon, meantime, the close-down has effected business. Sometimes there seems to be an undercurrent of labor troubles, partly owing to the union and the eight-hour law.

The merchants, at the instigation of the bankers, gave notice through the papers that goods would be sold for cash only. If there was any trouble, this meant that they could not carry the miners if a strike occurred. The seriousness of the situation is probably exaggerated, still it has had a good effect in helping in some way to bring business more into a cash line.

The prospects are that business will be good after a month or two, when it is expected the mines will be working more men than ever, and the result will be a better business on a better basis.

A few of the weaker grocers failed just before the close of the old year.

This country is well looked after one way and another. We are near enough to the Pacific Coast for goods as well as getting stuff from Manitoba and the East. For instance, in produce, California is the first to supply fresh eggs and butter. Then comes Oregon and Washington, with vegetables and fruit, and, as the season advances, Ontario, Manitoba and the Northwest supply dairy products, and later the Okanagan district furnishes large quantities of potatoes, which also come from other places along the main line of the C.P.R., such as Ashcroft and Kamloops. Out here in the mining camps, as a rule, nothing but the best is wanted.

### SUBSTITUTE FOR CELLULOID.

A consular report from Freiburg, according to a German paper, states that a new substance closely resembling celluloid has been produced by boiling untanned leather in oil. It has the property of being a good electrical insulator, and can be used for many purposes. This new material, to which the inventor has given the name "Marloid," can be polished on both sides, and in its structure resembles horn, and can be pressed or worked into any form whatsoever, either directly after the boiling process or later, after the hardened hide has been made soft and elastic by being dipped into a salt or alum bath. By means of polishing, this material can be made almost transparent, and it can be given different degrees of hardness, so that a substance is obtained which can be kneaded, embossed, stamped, pressed, drawn and twisted into any desired shape, style, or design.

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Heavy Hardware and Metal Broker  
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**SPECIALTIES**—C Brand Horse Nails—Canada Horse Nail Co.

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Makers of the  
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Hardware  
Specialties

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### THE OAKVILLE BASKET CO.,

Manufacturers of

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THE OAKVILLE  
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"All Dunlop Tires in 1900"

The wheel fitted with Dunlop Tires gives no trouble to the dealer after its sale.

That is one reason why dealers favor Dunlop tired wheels. They know that Dunlop Tires are the outward sign of inward worth in the building of a bicycle.



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# PROTECTIVE PAINTS FOR IRON.\*

BY H. SMITH.

**D**URING the last two years I have carried out a series of tests, in which I thought it desirable to examine and compare the paint pigments which are in everyday use as paint materials in this country, and especially to determine the effect produced by the introduction of inert pigments, such as barytes (natural barium sulphate) and paris white (whiting, or calcium carbonate), which are employed as diluents, and to satisfy the demand for a cheap class of paints, and not with any idea of adulteration. The tests were carried out in three different ways: (1) By painting shallow iron dishes and exposing them to the action of slowly evaporating water; (2) by exposing a set of painted iron plates to the action of the weather for a period of 12 months, and (3) by exposing painted iron plates to the continuous action of water.

## THE PAINTS EMPLOYED

were prepared by grinding the pigments with linseed oil on granite rollers to a stiff paste. These were thinned to the consistency of ordinary paint with boiled linseed oil of the best quality, and capable itself of yielding a dry film on a glass plate in about seven hours under ordinary conditions of temperature, etc. Each plate or dish was given two coats of paint, the second being applied after the first had become thoroughly dry. The tests were commenced when the second coats all appeared to be dry and firm. Each dish was about 5 inches wide by about  $\frac{1}{2}$  inch deep, and was filled with ordinary town's water. They were placed side by side upon a table, and were not touched during the three months over which the trial extended; but, as soon as the water had completely evaporated from each dish, it was immediately refilled with fresh water. During the three months each dish dried and was refilled six times. In most cases all traces of paint have disappeared, and there is present a thick deposit of rust, mixed with the suspended and soluble impurities present in the evaporated water.

The dishes painted with the following paints are

## PRACTICALLY UNAFFECTED,

and have withstood the very severe conditions of the trial: Red lead paint, "A" red lead, "B" red lead, orange red, vermilionette, scarlet red paint.

The following are somewhat rust-stained, and are placed in order of merit: Zinc white (oxide) paint, "A" zinc white, "C" zinc white, lithopone, white lead, "A" white lead, "C" white lead paint.

As to the 36 other paints tried in this way,

all appear to have suffered equally; but it was noticed that the dish painted with boiled linseed oil simply was the first to show deterioration, and has, apparently, produced the greatest amount of rust. The 49 plates which were painted and exposed to weather for 12 months, all withstood the test remarkably well, showing that all the paints were of fairly good quality under moderate conditions. There was one exception, however: the plate which received two coats of boiled oil speedily became spotted with rust, and at the end of the year was much corroded.

## IN THE THIRD EXPERIMENT

I painted strips of sheet iron as before; and when the second coats were all dry and hard each plate was placed in a wide-mouthed glass bottle, and the same volume of ordinary tap water was added in each case. In this third series the tests were made in duplicate for the sake of greater accuracy, and the duplicates agreed very closely with each other in almost all cases.

I think that these three series of experiments, carried out under such widely different conditions and yet yielding such similar results, go to show that red or orange lead forms the best basis for paint pigments amongst those which are in everyday use for ironwork, especially in situations where excessive moisture is likely to be met with. At the same time, it must be said that, owing to the vigorous chemical action set up in such paints, it is necessary that the mixing process shall immediately precede the actual painting. The red lead and oil must also be properly incorporated by grinding to obtain

## THE MOST SATISFACTORY PAINT,

and this introduces at once a serious practical difficulty. It is not sufficient to purchase the red lead and oil separately and mix them by stirring, though I am aware that this is sometimes done; but such a course, I believe, cannot yield a very excellent result.

Red-lead paints have not quite the same degree of firmness as a good oxide of iron paint, which will withstand a great amount of rough usage when once it is perfectly dry, and this tough and elastic coating yielded by genuine oxide of iron paints has much to do with their undoubted popularity for outdoor work; the color also is far more pleasing to the eye than the crude, harsh tone possessed by red-lead paints. Zinc oxide appears to have a very high protective value as a pigment for use on iron, and stands better in this respect than white lead; also, zinc white paint, when pure, has a good body and covering power, and has the great advantage of being non-poisonous to the workers,

In a somewhat similar, but less severe, series of trials made in 1897 I got a

## BETTER RESULT WITH GRAPHITE PAINT

than in these experiments. A pure graphite paint was used, and the result showed more corrosion than with pure zinc oxide paint, but less corrosion than with pure oxide of iron paint; red-lead paints in these experiments also gave the best results, and still show no rust after two years' immersion. Graphite paint, however, has much to recommend it—good covering power and non-poisonous character; it has been highly spoken of in a paper written by Prof. Spennrath, director of the Technical School of Aix la-Chapelle.

It is interesting to note the effect produced by the inert pigments, barytes and paris white. A paint made with barytes and oil alone (which, of course, is only introduced as an experiment, and is not suitable for actual work), stands remarkably high in the list, and is, in fact, about midway between the best and worst of the paints in protective value, and it shows the barytes is something more than a mere adulterant, as many people have supposed. A pigment of high protective power, such as zinc oxide, is shown by my experiments to be somewhat depreciated by the introduction of barytes; but, on the other hand, pigments such as Chinese blue are to be immensely improved by its presence. I believe the best treatment for iron structures is to give them one or two coats of genuine red-lead paint, freshly ground, and I would follow this up with at least two coats of either a genuine oxide of iron paint, or, in some cases, of zinc white paint made from pure zinc oxide and genuine linseed oil.

## KILPATRICK AT THE CIRCUS.

Charles G. Kilpatrick, the one-legged cyclist, is filling an engagement with the Forepaugh-Sells circus during their four weeks' stay at Madison Square Garden, New York City. His thrilling ride down a flight of steps, reaching from the Garden roof to the ground, is the sensational feature of the show, and attracts the wonder and admiration of the thousands of people who witness the dangerous feat.

The Iver Johnson's Arms & Cycle Works, whose wheel he rides, have an attractive advertisement in the programme and the daily paper, calling attention to the fact that Kilpatrick uses their wheel in all his exhibitions, and that he rode an Iver Johnson in his wonderful ride down the west steps of the Capitol building in Washington, D.C., some years ago, a ride unequalled for daring and one causing wonder at the escape from injury by the rider.

The strain on a bicycle in the riding Kilpatrick is doing at the Gardens is tremendous, and the fact that the daring rider has continued using this make of wheel for years without accident of any kind speaks volumes for its good construction.

\* Abstracted from the Journal of the Society of Chemical Industry.



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can be easily applied to the walls and ceilings of your room. And in the time to come, if you wish to change the tint you can apply it right over the old tint—coat over coat. It is absolutely sanitary, it will not rub off or scale from any hard surface. It cannot decay on the wall. (Never sold in bulk.) The best painters use it, but you can apply it yourself if necessary—a little care, cold water and an ordinary brush will do it. Ask any paint dealer to show you card of 16 beautiful tints (and white). It

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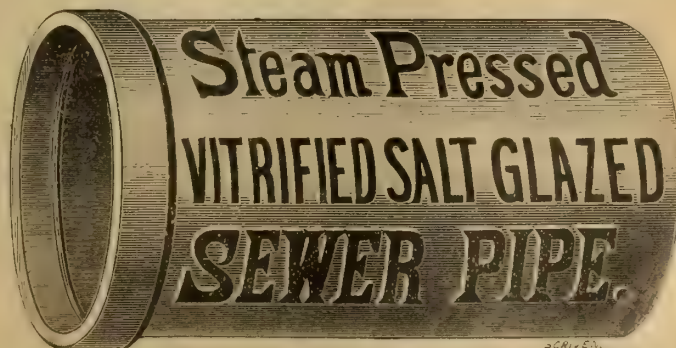
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# HEATING AND PLUMBING

## LARGE BUILDING PROJECTED.

**A**NOTHER large insurance building will soon be erected in Place d'Armes Square, Montreal. The new building is to be one of the finest structures in the commercial metropolis. The presence of General Manager Dove, of the Liverpool and London and Globe, in the city, the other day, gave rise to the report that a move would soon be made towards replacing the company's time-honored offices at the corner of Place d'Armes and St. James street by a building of extensive dimensions, and thoroughly modern in design; one, in fact, that would be quite at home amongst all those magnificently massive piles that already loom up over one of the most historic sections of the city of Montreal.

This rumor has been confirmed, and in probably less than a year's time, the new Liverpool and London and Globe will be well underway. There had been some discussion as to whether two or three additional storeys would be placed upon the present building, or if an entirely new structure should be built. The latter idea has, however, prevailed, and when Mr. Dove left Montreal a splendid new office building had been decided upon, the details being left to the directors and management in this city.

Mr. Maxwell will be the architect of the new Liverpool and London and Globe, and some initial plans have already been prepared. The lot measures 72 feet by 52 feet, and the height will be eight storeys, or probably a little higher than the Canada Life. Nothing will be spared to make the structure a credit to the city and to the great corporation it will represent. It is not probable that a beginning will be made before next spring, yet it is understood that a leading bank has already agreed to occupy the lower floor of the new edifice.

## TORONTO BUILDING PERMITS.

Building permits have been issued in Toronto to G. W. Lankin, for a residence on the corner of Hallam and Westmoreland streets, to cost \$2,400; to Andrew Reddock, for a cottage on Sackville street near Carlton, to cost \$1,500; to the Macpherson estate for a residence on Crescent road near Yonge street, to cost \$4,000; to W. R. Johnston & Co., for a warehouse at the corner of York and Front streets, to cost \$40,000; to Robertson Bros., for a factory at 103 and 105 Queen street east, to cost

\$6,000; to G. A. Reid, for a dwelling at the corner of Indian road and Radford avenue, to cost \$2,000; to Caleb Evans, for a dwelling, on Markham street, near Harbord street, to cost \$8,000; to J. W. McMichael, for a two-storey and attic residence 35 Howland avenue, to cost \$2,800; to Isaac W. W. Plewes, for a residence at 350 and 352 Brunswick avenue, to cost \$6,500; to P. J. Mulqueen, for a dwelling and stable at the corner of Berkeley street and Wilton avenue, to cost \$2,700; to A. P. Burritt, for a residence on Maple avenue, near Glen road, to cost \$6,000

## A SPEEDY GAS WATER HEATER.

The accompanying illustration of the Oxford Instantaneous Gas Water Heater shows a device which is considered by its makers, The Gurney Foundry Co., Limited, Toronto, to be one of the greatest triumphs



A Speedy Water-Heater.

in water-heaters that their works have ever produced. The illustration shows the heater attached near the boiler, but, if desired, it can be placed at some distance from it, so could be easily placed in the cellar under the kitchen. The best connection, though, is the one shown.

The advantages of speed and economy are both claimed for this heater. It will heat sufficient water for a bath in a remarkably short time, and will consume less gas than is used in lighting an ordinary room.

The height of the heater, which is very handsome in appearance, is 28 inches; the diameter, 4½ inches; the list price, \$12. Discounts will be furnished upon application by The Gurney Foundry Co., Limited.

## PLUMBING AND HEATING NOTES.

**T**ENDERS have been received for erecting a Roman Catholic church at Woodslee, Ont. N. P. Powell, Stratford, is the architect.

The Plessisville, Que., Electric Co., has been incorporated.

Sevigny & French have registered partnership as plumbers in Montreal.

The Methodists of Moorfield, Ont. will erect a \$5,000 church this summer.

The Sunderland, Ont., Electric Power Co., Limited, has been incorporated.

Partnership has been registered by The Canadian Sewer Pipe Co., Montreal.

The Cape Breton Electric Tramway Co., Limited, are applying for incorporation.

A. C. Thompson & Co., expect to start building a new block in Sydney, N.S., in a few days.

Kitchen & Shea, plumbers, etc., Fredericton, N.B., have dissolved. H. G. Kitchen continues.

Plans are being prepared for a Presbyterian church to be erected near Whitney Pier, Cape Breton, N.S.

Contracts are being let for the construction of a large number of buildings in Nelson, B.C., this year.

The Sayer Electric Co., Montreal, have dissolved, and Mrs. E. W. Sayer has registered as proprietress.

The bailiff has taken possession of the business of J. O. Parker & Co., dealers in plumbers' supplies, Toronto.

James Woods & Co., dealers in lumbermen's supplies, Ottawa, intend erecting a \$10,000 warehouse on Queen street, Ottawa, this summer.

Architect C. Knechtel, Berlin, Ont., is preparing plans for an up-to-date business office for Shurley & Dietrich, saw manufacturers, Galt, Ont.

It is proposed to enlarge the Winnipeg city meat market by adding new stalls and by putting on another storey, to be fitted out as a public hall.

W. & W. Stewart, architects, have taken out a permit for a new brick dwelling on Main street, between Sanford and Sherman avenues, Hamilton, to cost \$1,650.

## PLUMBING AND HEATING CONTRACTS.

Garth & Co., Craig street, Montreal, have been awarded the contract for plumbing and heating in the new factory in course of construction for The Montreal Toilet Supply Co., on Guy street.

Two important contracts have just been secured by Jas. Ballantyne, St. Antoine street, Montreal. One is the plumbing and heating work in the new factory now going up for The Goodyear Shoe Sewing Machine Co., on Nazareth street, and the other is the low-pressure steam-heating work in the new Slater shoe factory, on Latour street.



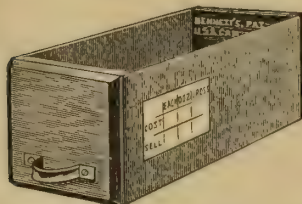


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Toronto, March 15, 19.0.

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Yours truly, W. C. McFARLAND.

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**MONTREAL'S PLUMBING LAWS.**

**A** REPRESENTATIVE meeting of proprietors of the city of Montreal convened under the presidency of Placide Brunet, in the Monument Nationale last evening. The president opened the meeting by reading the following petition to the members of the hygiene and statistics committee, which was signed by over 1,000 landholders in this city:

"We have learned with regret that, at a recent session of your committee, an attempt was made to prohibit the use of vitrified clay sewer pipes. We, as proprietors, trust that this arbitrary measure will not be entertained by your committee, and that section 134 of the proposed by-law will remain as at present constituted, in so far as the use of vitrified clay pipes are concerned. We are further of the opinion that vitrified clay sewer pipes are fully as suitable, from a sanitary point of view, as iron, and we trust that your committee will see the justice of having it optional as to the kind of pipes to be used."

The meeting was attended by about 40 members, who all expressed themselves satisfied with the sentiments contained in the petition. It was then unanimously resolved that the president and secretary, C. C. Lapiere, and those present at the meeting be appointed a committee to interview the hygiene committee on the matter in the city hall at 4 o'clock this afternoon. The following resolution, which was carried by a unanimous vote, will also be presented:

"At a meeting of the proprietors, real estate owners and others interested, held in the Monument Nationale on March 29, it was resolved that the hygiene committee of the corporation of Montreal be petitioned not to make any changes in the existing by-law regulations regulating the material to be used for drainage purposes in building construction, and that the option which now is permitted be continued, to use either iron pipes or vitrified salt-glazed pipes for outside and inside drainage, under the restrictions and government of the drainage inspectors of the corporation of Montreal, as the drainage by-laws of such corporation do now provide."

Among the number who signed the petition were: F. X. St. Charles, M. J. A. Prendergast, J. Thomas Molson, W. L. Maltby, B. Campbell, J. P. O'Leary, Thomas Gilday, J. Quinlan, James Morrison, W. Skaife, Nolan de Lisle, and many others.

**WHERE THE PROFIT GOES.**

The man who purchases an article for \$1 and sells it for 10c. advance may delude himself in the belief that he made 10 per cent. on the transaction, but such is not the

case. Rent, taxes, insurance, interest on investment, wear and tear, traveling, book-keeping, stationery and other miscellaneous expenses must be deducted from that 10c. We know quite a number of men doing a small business on the 10 per cent. basis who wonder why they are always hard up. These are the men who fail without knowing just why.—Hardware Hints.

**IRON SHIPBUILDING IN CANADA.**

**J.** J. STEWART, of The Halifax Herald, who is in Montreal this week on his way to Ottawa, has an important project in hand. During an interview, the newspaperman communicated some very important news from the capital of the "Bluenose" Province, and, if the hopes of its promoters are realized, one of the heaviest plants in America will be established in the near future somewhere in Halifax harbor. Mr. Samuel Brookfield, a well-known builder, is interesting a number of Canadian and American capitalists with a view to establish an iron shipbuilding industry in Nova Scotia, and those who appear to know whereof they speak, believe the enterprise will be successful, and that in a very few years Sydney will be sending steel to Halifax to enter into the construction of ocean steamships, or, in other words, old Chebucto will become the Clyde of the Dominion of Canada. It is stated that the capitalists behind The Dominion Iron and Steel Co., whose great works are already beginning to loom up beside Sydney harbor, have been approached with a view to interest them in the new Halifax enterprise, and that they look upon the idea as most feasible, and one that would not only provide a good market for the products that will be turned out at Sydney, but be of signal benefit to the Province and the Dominion. It is said, in fact, that the Whitney syndicate have expressed sympathy to such an extent that they are ready to take a large financial interest in the concern that is destined to do the same for central Nova Scotia as The Dominion Steel Co. has already done for Cape Breton and the other eastern counties.

Experts have gone so far as to say that Halifax, above all other points on the Atlantic coast, is the one adapted to an iron shipbuilding plant. It is a great port of call, and steamship men and others who would purchase steamers are constantly coming to that city; hence the pretty general belief that when this great corporation is formed the selection of a location will fall upon the harbor of Halifax.

Of course, a great deal of capital will be required, and Mr. Stewart states that those at the head of the movement are of the belief that a fully equipped plant will require a

capital of not less than \$20,000,000. This is a big sum of money for Canadians to raise, but the avidity with which the best men of the two countries snapped up The Dominion Iron and Steel Company's allotment, is in it itself sufficiently encouraging to the enterprising men who have the preliminary matters so well in hand. There is plenty of money and to spare in the Canadian banks, and it is supposed that the whole \$20,000,000 can be underwritten by two or three of these institutions, without any more difficulty than was their handling of the Cape Breton concern only a few months ago.

Mr. Stewart also discussed the labor problem in connection with the proposed iron shipbuilding industry of Nova Scotia, and he states that very little apprehension is entertained on that score. Of course, skilled workmen would have, in the first place, to be brought from the United States, Great Britain and other countries where iron steamers have been building in the past, but Nova Scotian mechanics, he adds, are a bright lot of men, and could, no doubt, be trained in a comparatively short time to do the work which at first would have to be confided to strangers.

**MANNERS WHICH WIN TRADE.**

A pleasant, cordial, attentive, but still unobtrusive manner makes and holds trade, says an exchange. No matter what the transaction—be it a postage-stamp sale or the loan of a directory—it does not take any more time to be amiable than to be crusty. Be careful and not be too pleasant—too familiar; that is not good—it leads to lack of respect.

Be especially reverent in your treatment of the customer of slender purse. A multi-millionaire requires only one-tenth the respect due to the man or woman who is bound by the law of necessity to buy within a fixed limit. A readiness to show goods within that limit and a tactful avoidance of anything to wound or make forced economy conspicuous, meets with instant appreciation, while attempts to force the sale of goods "just a trifle" above the price named by them is resented—and remembered.

**TO SELL HARVESTING MACHINERY.**

The Smith & Fergusson Co., Limited, hardware merchants, Regina, N.W.T., have taken the agency for the McCormick harvesting machinery, and have decided to put in a full line of farm implements, carriages, wagons, etc. This will not in any way interfere with their hardware business, which will be pushed even more vigorously than ever.



# "QUICK MEAL" SUMMER STOVES

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The Wickless, Blue-Flame Oil has everywhere given supreme satisfaction—it's a special favorite—now ready in all sizes and styles.

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Send for our catalogues. They cover the entire field of summer stoves, providing for any possible need.

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We have only one price, and sell only to the trade.

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## CARBON MAKING.

NOTWITHSTANDING the enormous amount of carbon that is consumed for brushes and in arc lamps, very few know, says The Electrical Review, how this indispensable product, which has such marked physical properties, is manufactured.


The raw material is Pennsylvania petroleum coke, which is made from the crude oil product of that State. This is delivered at the factory in lumps, and the first operation is its reduction in a crushing machine to about pea size. From the crusher the granular coke is elevated by a conveyor to bins, whence it flows into calcining retorts or furnaces. The crushed coke is maintained in these furnaces at an exceedingly high temperature, for a time long enough to thoroughly volatilize and destroy any hydrocarbon or volatile matter that might have remained in the coke. From these calcining furnaces the material is taken to a cooling room, where it is allowed thoroughly to cool before going through the next stage, which is grinding. The grinding mills reduce the coke to the finest possible powder, which is then elevated to bolters, where, by passing through bolting cloth of various grades of fineness, all but the most impalpable powder is extracted and returned to the grinding-room. The fine carbon dust is then stored in large bins awaiting subsequent processes of manufacture.

The mixture of this dust with the binding material is accomplished in mixing kettles, where the different ingredients are put together and thoroughly mixed and heated so that they come out in a plastic condition. This plastic mass is then pressed in hydraulic presses, the round rods intended for electric lighting, and rectangular rods to be sawed up into brush carbon, being pressed through a die, forcing out a rod of the material, which, on account of the high pressure employed, is very uniform in texture as well as smooth and accurate in dimensions. The pressing machine forces out a strip of this material, which is received on a tray and afterwards cut up into short lengths for brushes. The trays are about five feet long, and this is the usual length of the rod of plastic material that is forced out at one operation.

After having been cut to the required lengths, the little bricks of semi-plastic material are then baked in furnaces and subjected to an exceedingly high temperature for seven days. When the furnace is cooled and the carbons are taken out, they pass through various mechanical processes for the removal of sand, etc., which adheres to them, grinding to insure accuracy of size and shape, and copper plating where this is necessary.

## TINPLATES.

Calumet Brand, Coke.  
Allandale Brand, Charcoal.

Victor  Brand, Best Charcoal.  
(Papered.)

## CANADA PLATES.

Allandale Brand, Half Polished.

Victor  Brand, all Polished.

## TERNE PLATES.

Victor  Brand, Charcoal.

## GALVANIZED CANADA PLATES.

Victor  Brand, Best Quality.

## GALVANIZED SHEETS.

(Patent Flattened)

Best Best Poplar Brand, Superior Quality.

Victor  Brand, Best Quality.

## SHEET IRON. SHEET LEAD. SHEET ZINC.

## WINDOW GLASS. OAKUM.

Rylance & Sons, all Qualities.

## LINSEED OIL.

Brand S.B.S., Pure Raw.

" " Pale Boiled.

" " Double Boiled.

## CASTOR OIL.

Commercial Quality, Equal to Pure.

## PORTLAND CEMENT.

All Qualities.

## FIREBRICKS. FIRECLAY.

SPECIAL PRICES FOR IMPORT.

J. Watterson & Co.  
MONTREAL.



**ALEXANDER GIBB**

Manufacturers' Agent and Metal Broker  
22 St. John Street, Montreal.

Representing British and American manufacturers of  
Tinplates, Tinned Sheets, Terne Plates, Canada Plates, Gal-  
vanized Sheets, Imitation Russia Sheets, Black Sheets—Iron  
and Steel—Hoops and Bands, Proved Coil Chain, Brass and  
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.

**VanTuyt & Fairbank**

Petrolia, Ont.

Headquarters for...

Oil and Artesian Well  
Pumps, Casing, Tubing  
Fittings, Drilling  
Tools, Cables, etc.

**R. C. LEVESCONTE**

Barrister, Solicitor, Notary, Etc.

THE MCKINNON BUILDING  
Cor. Jordan and Melinda Streets

... TORONTO

Telephone 689.  
Cable "LeVesconte" Toronto.

**E. T. WRIGHT & CO.,**

Mfrs., Hamilton, Ont.

Retinned Dairy Pails.



Milk Can Trimmings.

**"JARDINE"****TIRE UPSETTERS  
WILL UPSET TIRES**

Some machines sold as Upsetter will not.  
Perhaps you make as much money on the  
sale of a useless Upsetter as on a good  
one, but your customer does not. He  
don't want a machine because it is called  
an Upsetter; he wants a machine to upset  
tires. Sell him one of ours.

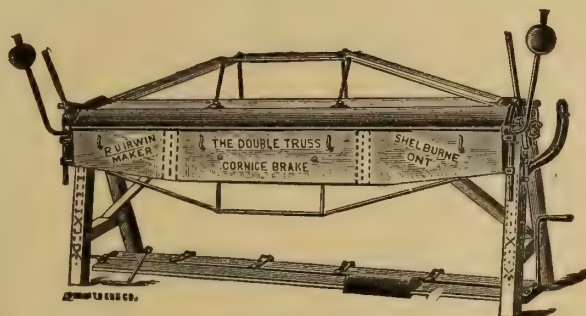
IT PAYS TO SELL THE BEST TOOLS

**A. B. JARDINE & CO.**  
**HESPELER, ONT.**

**TINNERS' & ROOFERS' SUPPLIES**  
PIPE, GUTTER, HANGERS, HOOKS, STRAPS, EARS, ELBOWS,  
REGISTERS, ROOFING, ETC.  
Large Stock, Great Variety, Prompt Shipments. Write for Catalogue and Prices  
**BERGER BROS. CO.,**  
231 and 237 Arch Street, - PHILADELPHIA.

**Hart Bros. & Lazier**  
STONEWARE  
ROCKINGHAM.  
CHEMICAL WARE.  
DRAIN TILES.  
WATER FILTERS.  
FIRE BRICKS.  
FIRE CLAY.  
Bellefonte, Ont.

Illustrated Catalogue and Prices Furnished.



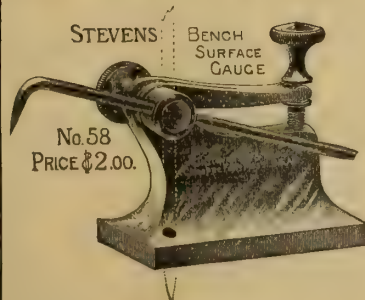
This eight-foot Brake bends 22-gauge iron  
and lighter, straight and true.

**Price, \$50**

Very handy header attachment, \$10 extra  
if required.

Send for circulars and testimonials to

**The Double Truss Cornice  
Brake Co. SHELBURNE, ONT.**

**STEVENS ...FINE TOOLS**

We make a perfect line  
of

**CALIPERS and DIVIDERS**

Also such tools as Surface Gauges, Tool  
Makers' Clamps, Center Punches, etc.

Write for our New Catalogue containing a description of our Tools.  
It is also a valuable hand-book of information for mechanics and people  
interested in such lines.

**J. Stevens Arms & Tool Co.**

P.O. Box 216, Chicopee Falls, Mass, U.S.A.

Carried by our representatives at Toronto and Montreal.

**HUTCHISON, SHURLY & DERRETT**

**DOVERCOURT  
TWINE MILLS.**

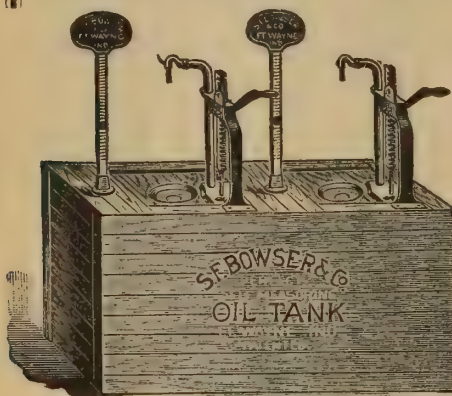
**1078 BLOOR STREET WEST  
TORONTO.**

Having equipped our Factory with entirely new machinery, we are prepared  
to furnish the best made goods in the market at closest prices and make  
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,  
Cotton and Russian Hemp Plough Lines, plain and colored.  
Cotton and Linen Fish Lines, laid and braided.  
Netted Hammocks, white and colored, Tennis and Fly Nets.  
Skipping Ropes, Jute, Hemp and Flax Twines.



# TWO IN ONE



We are not propounding a riddle. We only desire to call your attention to the

## BOWSER

SELF-MEASURING

## DOUBLE OIL TANK.

It is not one tank with a partition, but is two complete tanks, with double walls between, cased in one case for convenience

### FIRST FLOOR TANK.

and economy of space. It enables the merchant to carry two grades of oil, or oil and gasoline, in about the same space occupied by an oil barrel.

### TWO COMPLETE OIL TANKS

of Galvanized Steel, cased in a single handsomely finished grained cabinet.

### TWO COMPLETE PUMPS

Black Enameled or Nickel Finished, equipped with Dial Discharge Registers, Anti-Drip Nozzles and the

### NEW STEEL BALL VALVES

throughout. The best and handsomest oil outfits ever offered to the trade. Cellar outfits of the same style and of any desired capacity. Safe, economical and handy. Labor, time and money saving. Send us your address. A postal card will do.

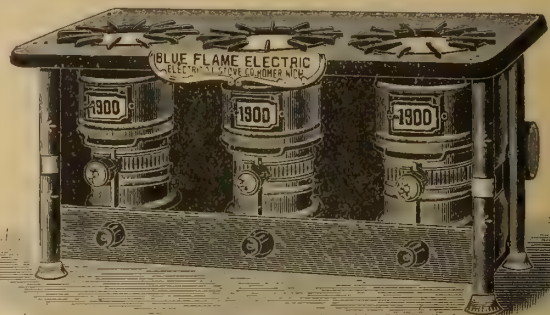
**S. F. BOWSER & CO.,** P.O. Box 564  
TORONTO, ONT.  
Factory: Fort Wayne, Ind.

BLUE FLAME ELECTRIC OIL

# COOK STOVE

Just the Summer Cook Stove every family needs.

NO SMOKE, NO SMELL,  
CHEAP, DURABLE, HANDSOME.



Every Stove Dealer should have some of these Stoves.

**WE GUARANTEE** every Stove to do perfect work.

WRITE FOR PRICES.

**The Rochester Lamp Co.,** of Canada  
24 Front St. West, TORONTO.

"BRASSIC"

**Hat & Coat** **HOOKS.**  
2 Doz. No. 102

TRADE MARK

SAVE MONEY BY BUYING

## Gunn's Patent Brassic Goods



Equal to solid brass in every particular. Cost less money—look and wear as well. Sales increasing all the time.

**THE GUNN CASTOR CO., Limited**  
**KNOX HENRY,**  
Canadian Agent, 220½ Board of Trade MONTREAL.

Established 1860.

Incorporated 1895.

Favorites for Future Business  
—ARE OUR—

## Standard Wickless Oil Stoves

Perfect in Construction.  
Rapid in Action.  
Simple in Operation.  
Exquisite in Finish.

Makes cooking quicker, cheaper and better.

Write for Catalogue and Discounts.

**The Thos. Davidson Mfg. Co., Limited,**  
MONTREAL.





## CANADA IRON FURNACE CO.,

Manufacturers of Limited

## CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que.  
Lac a lac Tortue.Three Rivers.  
Grand Piles.

Geo. E. Drummond,

Managing-Director and Treasurer

## WARNOCK'S TOOLS

have been Canada's Standard for 55 years---  
since 1844. Every article bearing our name  
is fully guaranteed. Always specify  
"Warnock's."

James Warnock &amp; Co., - Galt, Ont.

## CURRENT MARKET QUOTATIONS

April 6, 1900.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

## METALS.

## Tin.

Lamb and Flag—  
56 and 28 lb. ingots, per lb. 0 37 0 38  
straits ..... 0 37 0 38

## Tinplates.

Charcoal Plates—Bright.  
M.L.S., equal to Bradley. Per box \$7 00  
I.C., usual sizes ..... 8 50  
I.X., " ..... 10 00  
I.X.X., " ..... 10 00

Famous—  
I.C., ..... 6 50  
I.X., ..... 8 00  
I.X.X., ..... 9 00

Raven & Vulture Grades—  
I.C., usual sizes ..... 5 25  
I.X., " ..... 6 25  
I.X.X., " ..... 7 25  
I.X.X.X., " ..... 8 25  
D.C., 12x17 ..... 4 75  
D.X., ..... 5 50  
D.X.X., ..... 7 50

Coke Plates—Bright.  
Bessemer Steel—  
I.C., usual sizes ..... 4 60  
I.C., special sizes, base ..... 4 85  
20x28 ..... 9 50

Dean or J. G. Grade—  
I.C., 20x28, 112 sheets ..... 8 50  
I.X., Terme Tin ..... 10 50

Charcoal Tin Boiler Plates.  
Cookley Grade—  
X X, 14x56, 50 sheet bxs } Per lb. 0 07 0 07 1/2  
14x60 " }  
14x65, " }

Tinned Sheets.  
72x30 up to 24 gauge. 0 08 0 08 1/2  
26 " 0 08 1/2 0 09  
28 " 0 09 0 09 1/2

## Iron and Steel.

Common Bar, per 100 lbs. 2 45 2 55  
Refined " 2 85 2 95  
Horse Shoe Iron " 2 70 2 80

Hoop steel, 1 1/2 to 3 in. base,  
extras for smaller sizes ..... 3 25  
Swedish " 4 00 4 25

Sleigh Shoe Steel " base ..... 2 85  
Tire Steel " ..... 2 85  
Machinery " 3 25 3 35

Cast Steel, per lb. 0 10 0 14  
Ore Calk Steel " 0 10 0 14  
Thos. Firth & Sons' Cast Steel  
Russian Sheet, per lb. 0 12 0 14  
Tank Plates, 1-5 and thicker. 3 00 3 25  
Boiler Rivets ..... 4 50 5 00

## Boiler Tubes.

1 1/2 inch ..... 0 13 0 14  
2 " 0 15 0 16  
3 " 0 18 0 19  
3 " 0 19 0 20

## Steel Boiler Plate.

1/2 inch ..... 3 25  
3-16 inch ..... 3 40  
3/8 inch and thicker ..... 3 25

## Black Sheets.

18 gauge ..... 3 20

20 gauge ..... 3 20  
22 to 24 " ..... 3 30  
26 " ..... 3 40  
28 " ..... 3 60

## Canada Plates.

All dull, 52 sheets ..... 3 35 3 50  
Half polished ..... 3 45 3 60  
All bright ..... 3 85 4 00

## Iron Pipe.

Wrought pipe, per 100 feet, 1/4 to 3/4 inch  
\$3 61; 1/2 inch, \$4 00; 3/4 inch, \$4 20; 1 inch,  
\$4 40; 1 1/4 inch, \$4 85; 1 1/2 inch, \$5 25; 2 inch,  
\$5 90; 2 1/2 to 6 inch, discount 35 p.c.

Galvanized, 1/2 inch, \$6 00; 3/4 inch, \$7 75;  
1 inch, \$10 50; 1 1/4 inch, \$15 50; 1 1/2 inch,  
\$18 75; 2 inch, \$25 50.

## Galvanized Iron.

16 gauge ..... 4 50 4 35  
18 to 24 gauge 4 60 3 80 4 50 4 60  
26 " 4 85 4 10 4 50 4 85  
28 " 5 10 4 35 4 75 5 10

Less than case lots, 15c. per 100 lb. additional  
28 gauge American equals 26 gauge English.

## Chain.

Proof Coil, 3-16 in., per 100 lb. .... 8 50  
" 1/4 " " ..... 6 00  
" 3/8 " " ..... 5 45  
" 7-16 " " ..... 5 15  
" 1/2 " " ..... 5 00  
" 3/4 " " ..... 4 75

Halter, kennel and post chains, 40 and 50 p.c.  
Cow ties ..... 40 p.c.  
Stall fixtures ..... 35 p.c.  
Trace chain ..... 25 and 5 p.c.  
Jack chain, iron, single and double, dis-  
count 35 p.c.  
Jack chain, brass, single and double, dis-  
count 46 p.c.

## Copper.

Ingot  
English B. S., ton lots ..... 0 19 0 20  
Lake Superior ..... 0 23 1/2 0 25  
Bolt or Bar.  
Cut lengths, round, 1/2 to 3/4 in.  
round and square  
1 to 2 inches ..... 0 23 1/2 0 25

Sheet,  
Untinned, 14 oz., and light, 16  
oz., 14x48 and 14x60 ..... 0 23 0 23 1/2  
Untinned, 14 oz., and light, 16  
oz., irregular sizes ..... 0 23 0 23 1/2

NOTE.—Extra for tinning, 2 cents per  
pound, and tinning and half planishing 3  
cents per pound.

Tinned copper sheets ..... 0 26  
Planished ..... 0 32

Braziers. (In sheets.)  
1x6 ft. 25 to 30 lbs. ea., per lb. .... 0 25 1/2  
35 to 45 " ..... 0 24 1/2  
50-lb. and above, " ..... 0 23 1/2

Boiler and T. K. Pitts.  
Plain Tinned, per lb ..... 0 28  
Spun, per lb ..... 0 32

## Brass.

Roll and Sheet, 14 to 30 gauge, 15 percent.  
Sheets, hard-rolled, 2x4 ..... 0 24 0 25  
Tubing, base, per lb. .... 0 24 0 25

## Zinc Spelter

Foreign, per lb ..... 0 07 0 07 1/2  
Domestic " ..... 0 07 0 07 1/2

## Zinc Sheet.

5 cwt. casks ..... 0 07 1/2  
Part casks ..... 0 07 1/2

## Lead.

Imported Pig, per lb ..... 0 05  
Bar, 1 lb. .... 0 06  
Sheets, 2 1/2 lbs. sq. ft., by roll. .... 0 05 1/2

Sheets, 3 to 6 lbs., per sq. ft.,  
by roll ..... 0 05 1/2

NOTE.—Cut sheets 1/2 cent per lb., extra  
Pipe, by the roll, usual weights per yard, lists  
at 7 cents per lb. and 15 per cent. discount  
f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe  
8-ft. lengths, lists at 7 1/2 cents.

## Shot.

Ordinary, drop, \$5.25 per 100 lb.; chilled  
\$5.50 per 100 lb. F.O.B. Toronto; terms 3  
per cent. cash, freights equalized on Montreal

## Soil Pipe and Fittings.

Discount, 50 per cent. on medium and extra  
heavy, and 45 per cent. on light.

## Solder.

Per lb. Per lb.  
Bar half-and-half ..... 0 21 0 22  
Refined ..... 0 20 1/2 0 21  
Wiping ..... 0 20 0 20 1/2

NOTE.—Prices of this graded according to  
quantity. The prices of other qualities of  
solder in the market indicated by private  
brands vary according to composition.

## Antimony.

Cookson's, per lb ..... 0 11 0 11 1/2

## White Lead.

Pure, Assoc. guarantee, ground in oil  
25 lb. irons ..... 6 87 1/2  
No. 1 do ..... 6 50  
No. 2 do ..... 6 12 1/2  
No. 3 do ..... 5 75  
No. 4 do ..... 5 37 1/2  
Munro's Select Flake White ..... 7 12 1/2  
Elephant and Decorators' Pure ..... 6 87 1/2

## Red Lead.

Genuine, 560 lb. casks, per cwt. \$5 50  
Genuine, 100 lb. kegs, per cwt. .... 5 75  
No. 1, 560 lb. casks, per cwt. .... 5 25  
No. 1, 100 lb. kegs, per cwt. .... 5 00

## White Zinc Paint.

Elephant Snow White ..... 0 08 0 09  
Pure White Zinc ..... 0 08 0 09  
No. 1 ..... 0 06 0 07 1/2  
No. 2 ..... 0 05 0 06 1/2

## Dry White Lead.

Pure, casks ..... 5 75  
Pure, kegs ..... 6 25  
No. 1, casks ..... 5 10  
No. 1, kegs ..... 6 00

## Prepared Paints.

In 1/4, 1/2 and 1 gallon tins.)  
Pure, per gallon ..... 1 20  
Second qualities, per gallon ..... 1 00  
Barn (in bbls.) ..... 0 75  
The Sherwin-Williams Paints ..... 1 30  
Canada Paint Co's Pure ..... 1 20  
Sanderson Peasey's Pure ..... 1 20  
Stewart & Wood's Champan Pure ..... 1 10

## Colors in Oil.

(25 lb. tins, Standard Quality.)  
Venetian Red, per lb ..... 0 05  
Chrome Yellow ..... 0 11  
Golden Ochre ..... 0 06  
French " ..... 0 05  
Marine Black ..... 0 09  
Green " ..... 0 09  
Chrome " ..... 0 08  
French Imperial Green ..... 0 19

## Colors, Dry.

Yellow Ochre (J.C.) bbls ..... 1 35  
Yellow Ochre (J.F.L.S.) bbls ..... 2 75  
Yellow Ochre (Royal) ..... 1 10  
Brussels Ochre ..... 2 00  
Venetian Red (best), per cwt. .... 1 80  
English Oxides, per cwt. .... 3 00  
American Oxides, per cwt. .... 1 75  
Canadian Oxides, per cwt. .... 1 75  
Super Magnetic Oxides, 93 p.c. .... 2 00  
Burnt Sienna, pure, per lb. .... 0 10  
Umber, " ..... 0 10  
do Raw ..... 0 09  
Drop Black, pure ..... 0 09  
Chrome Yellow, pure ..... 0 18  
Chrome Greens, pure, per lb. .... 0 12  
Golden Ochre ..... 0 03 1/2

Ultramarine Blue in 28-lb  
boxes, per lb. .... 0 08 0 24

Fire Proof Mineral, per 100 lb. .... 1 00  
Genuine Eng. Litharge, per lb ..... 0 07  
Mortar Color, per 100 lb. .... 1 25  
English Vermillion ..... 0 80  
Pure Indian Red, No. 45, lb. .... 0 08  
Whiting, per 100 lb. .... 0 55

## Sulphate of Copper.

Casks, for spraying, per lb. .... 0 07  
100-lb. lots, do, per lb. .... 0 08

## Putty.

Bladders in bbls. .... 1 90  
Bladders in 100 or 200 lb. kegs or bxs  
Bulk in bbls., per 100 ..... 2 05  
Bulk in less quantities ..... 1 75  
25-lb. tins, 4 in case ..... 2 15  
12 1/2-lb. tins, 8 in case ..... 2 40

## Varnishes.

(In 5-gal. lots.) Per gal.  
Carriage, No. 1 ..... 1 45 1 65  
" body ..... 4 00 4 50  
" rubbing ..... 2 00 2 50  
Gold Size, Japan ..... 1 50 1 70  
Brown Japan ..... 1 20 1 40  
Elastic Oak ..... 1 45 1 65  
Furniture, extra ..... 1 20 1 40  
No. 1 ..... 0 80 1 00

Hard Oil Finish ..... 1 35 1 55  
Light Oil Finish ..... 1 60 1 80  
Demar ..... 1 65 1 85  
Shellac, white ..... 2 20 2 40  
" orange ..... 2 00 2 20  
Furniture Brown Japan ..... 0 80 1 00  
Black Japan ..... 1 20 1 40  
No. 1 ..... 0 80 1 00

The Imperial  
Varnish & Color  
Co's., Limited  
Elastolite Varnish.  
1 gal. can, each,  
\$3 00.

Granatine Floor  
Finish, per gal.,  
\$2.50.

Maple Leaf  
Coach Enamels:  
Size 1, \$1.10;  
Size 2, 60c.; Size  
3, 40c. each.

Linseed Oil.

1 to 4 bbls delivered ..... Raw. Boiled.  
5 to 9 bbls ..... \$0 70 \$0 73  
10 to 19 bbls f.o.b. point ship't ..... 66 62

Montreal, Toronto, Hamilton, Quebec,  
London, Ottawa, Kingston and Guelph,  
2c. less for 1 to 9 bbls.

Turpentine.

Single barrels ..... 0 85  
2 to 4 barrels ..... 0 84  
Freight allowed, Toronto, Hamilton Lon-  
don, Guelph, 2c. less.

Castor Oil.

East India, in cases, per lb. .... 0 09 1/2 0 10  
" small lots ..... 0 10 0 10 1/2

Cod Oil, Etc.

Cod Oil, per gal. .... 0 50 0 55  
Pure Olive ..... 1 20  
" Neatsfoot ..... 90

Glass.

Common ..... 0 83 1/2 0 09  
French Medal ..... 0 14 0 14 1/2  
Cabinet, sheet ..... 0 12 0 13  
White, extra ..... 0 18 0 20  
Gelatin ..... 0 22 0 30  
Strip ..... 0 18 0 20  
Coopers ..... 0 19 0 20  
Huttner ..... 0 18

ONE QUART  
ELASTOLITE  
VARNISH  
FOR  
INTERIOR OR EXTERIOR  
PAINTING  
THE IMPERIAL VARNISH  
& COLOR CO. LIMITED  
TORONTO, CANADA







# Maleham & Yeomans Celebrated Razors

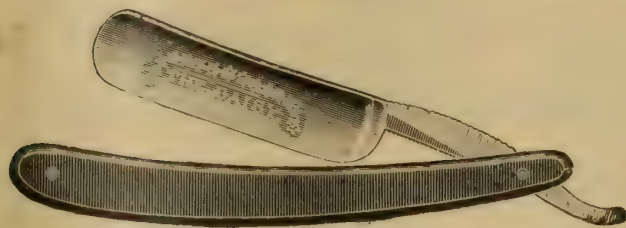
SHEFFIELD.

REGISTERED TRADE MARKS.

WARRANTED  
W. BRADSHAW & SON  
SHEFFIELD

GRANTED 1780.

Quality, Style,  
Finish and Durability  
Combined.



BLACK HORN, FULL HOLLOW GROUND.

Retailers wanting an article either for Barbers or Private Customers, will find this one of the most satisfactory Razors they can offer.

Your wholesaler can supply you with them.

F. H. SCOTT, Canadian Representative, 227 Temple Building, MONTREAL.

|                                                             |           |                                                                          |  |                                                                           |  |                                                                                       |  |
|-------------------------------------------------------------|-----------|--------------------------------------------------------------------------|--|---------------------------------------------------------------------------|--|---------------------------------------------------------------------------------------|--|
| <b>HOOKS.</b>                                               |           | <b>MEAT CUTTERS.</b>                                                     |  | <b>RASPS AND HORSE RASPS.</b>                                             |  | <b>SCYTHES AND SNATHS.</b>                                                            |  |
| Cast Iron.                                                  |           | American, dis. 25 to 30 p.c.                                             |  | New Nicholson horse rasp, discount 60 p.c.                                |  | Canadian, dis. 45 p.c.                                                                |  |
| Bird Cage, per doz.                                         | 0 50 1 10 | German, 15 per cent.                                                     |  | Globe File Co.'s rasps, 60 and 10 to 70 p.c.                              |  | <b>SHEARS</b>                                                                         |  |
| Clothes Line, per doz.                                      | 0 27 0 63 | <b>MILK CAN TRIMMINGS.</b>                                               |  | Heller's Horse rasps, 50 to 50 and 5 p.c.                                 |  | Seymour's, dis. 50 and 10 p.c.                                                        |  |
| Harness, per doz.                                           | 0 72 0 88 | Discount, 25 per cent.                                                   |  | <b>RAZORS.</b>                                                            |  | Heinisch, dis. 50 and 10 p.c.                                                         |  |
| Hat and Coat, per gross.                                    | 1 00 3 00 | <b>NAILS.</b>                                                            |  | Geo. Butler & Co.'s, per doz.                                             |  | Seymour or Heinisch tailor shears, 15 p.c.                                            |  |
| Chandelier, per doz.                                        | 0 50 1 00 | Quotations are:                                                          |  | Baker's                                                                   |  | <b>SHOVELS AND SPADES.</b>                                                            |  |
| Wrought Iron.                                               |           | 2d. and 3d.                                                              |  | Wade & Butcher's                                                          |  | Canadian, dis. 40 and 5 per cent.                                                     |  |
| Wrought Hooks and Staples, Can., dis. 47 1/2 per cent.      |           | 3d.                                                                      |  | Theile & Quack's                                                          |  | <b>SINKS.</b>                                                                         |  |
| Wire.                                                       |           | 4 and 5d.                                                                |  | Elliot's                                                                  |  | Steel and galvanized, discount 45 per cent.                                           |  |
| Hat and Coat, discount 45 per cent.                         |           | 6 and 7d.                                                                |  | <b>REAPING HOOKS.</b>                                                     |  | <b>SNAPS.</b>                                                                         |  |
| Belt, per 1,000.                                            | 0 60 0 70 | 8 and 9d.                                                                |  | Discount, 50 and 10 per cent.                                             |  | Harness, German, dis. 25 p.c.                                                         |  |
| Screw, bright, dis. 55 per cent.                            |           | 10 and 12d.                                                              |  | <b>REGISTERS.</b>                                                         |  | Lock, Andrews' dis. 25 p.c.                                                           |  |
| <b>HORSE NAILS.</b>                                         |           | 16 and 20d.                                                              |  | Carriage, Section, Wagon Box Rivets, etc., 45 p.c.                        |  | <b>SOLDERING IRONS.</b>                                                               |  |
| "O" brand 50 p.c. dis.                                      |           | 30, 40, 50 and 60d. (base).                                              |  | Black M. Rivets, 45 p.c.                                                  |  | 1, 1 1/2 lb., per lb.                                                                 |  |
| "M" brand 50 p.c.                                           |           | Steel Cut Nails 10c. extra.                                              |  | Black and Tinned Rivets, 45 p.c.                                          |  | 2 lb. or over, per lb.                                                                |  |
| Acadian, countersunk head and oval top, 50 and 10 per cent. |           | <b>NAIL PULLERS.</b>                                                     |  | Extras on Iron Rivets in 1-lb. cartons, 1/2c per lb.                      |  | <b>SQUARES.</b>                                                                       |  |
| <b>HORSESHOES.</b>                                          |           | German and American.                                                     |  | Extras on Iron Rivets in 1/2-lb. cartons, 1c. per lb.                     |  | Iron, No 493, per doz.                                                                |  |
| F.O.B. Toronto                                              |           | <b>NAIL SETS.</b>                                                        |  | Copper Rivets & Burrs, 35 p.c. dis., and cartons, 1c. per lb. extra, net. |  | Mo. 494, per doz.                                                                     |  |
| No. 2 No. 1 and larger.                                     |           | Square, round, and octagon, per gross.                                   |  | Extras on Tinned or Coppered Rivets in 1/2-lb. cartons, 1c. per lb.       |  | Steel, dis. 50 and 5 to 50 and 10 p.c., rev. list.                                    |  |
| Iron Shoes.                                                 |           | Diamond                                                                  |  | Burrs, iron or steel, 40 per cent.                                        |  | Try and bevel, dis. 50 to 52 1/2 p.c.                                                 |  |
| Light, medium, and heavy.                                   |           | <b>NETTING.</b>                                                          |  | Terms, 4 mos. or 3 per cent. cash 30 days.                                |  | <b>STAMPED WARE.</b>                                                                  |  |
| Snow shoes.                                                 |           | Poultry, 45 per cent. for McMullen's.                                    |  | <b>RIVET SETS.</b>                                                        |  | Plain, dis. 75 and 12 1/2 p.c. off revised list.                                      |  |
| Steel Shoes.                                                |           | <b>OIL.</b>                                                              |  | Canadian, dis. 35 3/4 per cent.                                           |  | Retinned, dis. 75 p.c. off revised list.                                              |  |
| Light.                                                      |           | Canada refined (Toronto)                                                 |  | <b>ROPE, ETC.</b>                                                         |  | <b>STAPLES.</b>                                                                       |  |
| Featherweight (all sizes).                                  |           | Sarnia Water White                                                       |  | 7-16 in. and larger, per lb.                                              |  | Galvanized                                                                            |  |
| Toe weight steel shoes.                                     |           | Pratt's Astral                                                           |  | 1/2 in.                                                                   |  | Bright                                                                                |  |
| <b>JAPANNED WARE.</b>                                       |           | Sarnia, Prime White                                                      |  | 1/4 and 5-16 in.                                                          |  | <b>STOCKS AND DIES.</b>                                                               |  |
| Discount, 45 and 5 per cent. off list, June, 1899.          |           | American w. w.                                                           |  | Cotton                                                                    |  | American dis. 25 p.c.                                                                 |  |
| <b>ICE PICKS.</b>                                           |           | <b>OILERS.</b>                                                           |  | Russia Deep Sea                                                           |  | <b>STONE.</b>                                                                         |  |
| Star, per doz.                                              | 3 00 3 25 | McClary's Model galvan. oil can, with pump, 5 gal., per doz.             |  | Jute                                                                      |  | Washita                                                                               |  |
| <b>KETTLES.</b>                                             |           | Zinc and tin, dis. 50, 50 and 10.                                        |  | Lath Yarn                                                                 |  | Hindostan                                                                             |  |
| Brass spun, 7 1/2 p.c. dis. off new list.                   |           | Brass                                                                    |  | New Zealand Rope                                                          |  | slip                                                                                  |  |
| Copper, per lb.                                             | 0 30 0 50 | Malleable, dis. 25 per cent.                                             |  | <b>RULES.</b>                                                             |  | Labrador                                                                              |  |
| American, 60 and 10 to 65 and 5 p.c.                        |           | <b>PAILS.</b>                                                            |  | Boxwood, dis. 75 and 10 p.c.                                              |  | Cotton                                                                                |  |
| <b>KEYS.</b>                                                |           | Galvanized pails, discount 45 per cent.                                  |  | Ivory, dis. 37 1/2 to 40 p.c.                                             |  | Russia                                                                                |  |
| Lock, Can., dis., 27 1/2 p.c.                               |           | Galvanized flaring pails, discount 45 per cent.                          |  | <b>SAD IRONS.</b>                                                         |  | Turkey                                                                                |  |
| Cabinet, trunk, and padlock, Am. per gross.                 | 60        | Galvanized washtubs, discount 45 per cent.                               |  | Mrs. Potts, plain, polished                                               |  | Arkansas                                                                              |  |
| <b>KNOBS.</b>                                               |           | Discount 40 per cent. off list, June, 1899.                              |  | nickle-plated.                                                            |  | Water-of-Ayr                                                                          |  |
| Door, japanned and N.P., per doz.                           | 1 50 2 50 | <b>PICKS.</b>                                                            |  | SAND AND EMERY PAPER.                                                     |  | Scythe, per gross                                                                     |  |
| Bronze, Berlin, per doz.                                    | 2 75 3 25 | Per doz.                                                                 |  | Dominion Flint Paper, 47 1/2 per cent.                                    |  | per ton                                                                               |  |
| Bronze Genuine, per doz.                                    | 6 00 9 00 | <b>PICTURE NAILS.</b>                                                    |  | B & A. sand, 40 and 2 1/2 per cent.                                       |  | Grind, per ton                                                                        |  |
| Shutter, porcelain, F. & L.                                 |           | Brass head.                                                              |  | Emery, 40 per cent.                                                       |  | <b>STOVE PIPES.</b>                                                                   |  |
| screw, per gross.                                           | 1 30 4 00 | <b>PLANES.</b>                                                           |  | <b>SAP SPOUTS.</b>                                                        |  | Nestable in crates of 25 lengths.                                                     |  |
| White door knobs—per doz.                                   | 1 30 1 25 | Wood, bench, Canadian dis. 55 per cent.                                  |  | Bronzed iron with hooks, per doz.                                         |  | 6 inch per 100 lengths.                                                               |  |
| <b>HAY KNIVES.</b>                                          |           | American dis. 55.                                                        |  | Hand, Diaston's, dis. 12 1/2 p.c.                                         |  | 7 inch                                                                                |  |
| Discount, 50 and 10 per cent.                               |           | Wood, fancy Canadian or American, 37 1/2 to 40 per cent.                 |  | S. & D., 40 per cent.                                                     |  | <b>Stove Polish.</b>                                                                  |  |
| <b>LANTERNS.</b>                                            |           | Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.                        |  | Crosscut, Diaston's, per ft.                                              |  |  |  |
| Cold Blast, per doz.                                        | 7 50 8 50 | Miscellaneous, dis. 25 to 27 1/2 per cent.                               |  | S. & D., dis. 35 p.c. on Nos. 2 and 3.                                    |  | No. 4—3 dozen in case, net cash                                                       |  |
| No. 3 "Wright's"                                            | 8 50      | Bailey's Victor, 25 per cent.                                            |  | Hack, complete, each.                                                     |  | No. 6—3 dozen in case,                                                                |  |
| Ordinary, with O burner.                                    | 4 25      | <b>PLANE IRONS.</b>                                                      |  | frame only.                                                               |  | <b>STEP LADDERS.</b>                                                                  |  |
| Dashboard, cold blast                                       | 9 50      | English, per doz.                                                        |  | <b>SASH WEIGHTS.</b>                                                      |  | Best grade, from 3 to 10-ft. long, per foot, 1c.                                      |  |
| No. 0.                                                      | 6 00      | <b>PLIERS AND NIPPERS.</b>                                               |  | Sectional, per 100 lbs.                                                   |  | 2nd grade, 3 to 10-ft., per foot, 11c.                                                |  |
| Japanning, 50c. per doz. extra.                             |           | Button's Genuine, per doz pairs, dis. 37 1/2 40 p.c.                     |  | Solid.                                                                    |  | <b>TACKS BRADS, ETC.</b>                                                              |  |
| <b>LEMON SQUEEZERS.</b>                                     |           | German, per doz.                                                         |  | <b>SASH CORD.</b>                                                         |  | Per cent.                                                                             |  |
| Porcelain lined.                                            | 2 20 5 60 | Discount, 20 per cent.                                                   |  | Per lb.                                                                   |  | Strawberry box tacks, bulk                                                            |  |
| Galvanized                                                  | 1 87 3 85 | <b>PULLEYS.</b>                                                          |  | <b>SAW SETS.</b>                                                          |  | Cheese-box tacks, blued                                                               |  |
| King, wood                                                  | 2 75 2 90 | Hothouse, per doz.                                                       |  | Gurney Scales, 45 p.c.                                                    |  | Trunk tacks, black and tinned                                                         |  |
| King, glass                                                 | 4 00 4 50 | Axle                                                                     |  | B. S. & M. Scales, 45 p.c.                                                |  | Carpet tacks, blued and tinned                                                        |  |
| All glass                                                   | 1 20 1 30 | Screw                                                                    |  | Champion, 65 per cent.                                                    |  | (in kegs)                                                                             |  |
| <b>LINES.</b>                                               |           | Awning                                                                   |  | Fairbanks Standard, 35 p.c.                                               |  | Cut tacks, blued, in dozens only                                                      |  |
| Fish, per gross                                             | 1 05 2 50 | <b>PUMPS.</b>                                                            |  | " Dominion, 55 p.c.                                                       |  | 1/4 weights                                                                           |  |
| Shank                                                       | 1 90 7 40 | Canadian cistern                                                         |  | " Richelieu, 55 p.c.                                                      |  | Swedes, cut tacks, blued and tinned                                                   |  |
| <b>LOCKS.</b>                                               |           | Canadian pitcher spout                                                   |  | Chatillon Spring Balances, 10 p.c.                                        |  | In bulk                                                                               |  |
| Russell & Erwin, per doz.                                   | 3 05 3 25 | <b>PUNCHES.</b>                                                          |  | <b>SCREW DRIVERS.</b>                                                     |  | In dozens                                                                             |  |
| Cabinet.                                                    |           | Saddlers, per doz.                                                       |  | Sargent's, per doz.                                                       |  | Swedes, upholsterers' bulk                                                            |  |
| Eagle, dis. 30 p.c.                                         |           | Conductors                                                               |  | " frame only.                                                             |  | brush, blued & tinned, bulk                                                           |  |
| English and Am., per doz.                                   | 50 6 00   | Tinners' solid, per set.                                                 |  | <b>SCREWS.</b>                                                            |  | " gimp, blued (tinned and japanned)                                                   |  |
| Scandinavian.                                               | 1 00 2 40 | " hollow, per inch.                                                      |  | Wood, F. H., iron, and steel, 80 p.c.                                     |  | Zinc tacks                                                                            |  |
| Eagle, dis. 15 to 17 1/2 p.c.                               |           | <b>RANGE BOILERS.</b>                                                    |  | Wood, F. H., dis. 75 p.c.                                                 |  | Leather carpet tacks                                                                  |  |
| <b>MACHINE SCREWS.</b>                                      |           | Galvanized, 30 gallons                                                   |  | " F. H., brass, dis. 75 p.c.                                              |  | Copper tacks                                                                          |  |
| Iron and Brass.                                             |           | " 35                                                                     |  | Wood, F. H., dis. 67 1/2 p.c.                                             |  | Copper nails                                                                          |  |
| Flat head, discount 25 p.c.                                 |           | Copper, 30                                                               |  | " R. H., bronze, dis. 67 1/2 p.c.                                         |  |                                                                                       |  |
| Round head, discount 20 p.c.                                |           | " 35                                                                     |  | " R. H., dis. 62 1/2 p.c.                                                 |  |                                                                                       |  |
| <b>MALLETS.</b>                                             |           | " 40                                                                     |  | Drive Screws, 80 per cent.                                                |  |                                                                                       |  |
| Tinsmiths', per doz.                                        | 1 25 1 50 | Discount off Copper Boilers 10 per cent.                                 |  | Bench, wood, per doz.                                                     |  |                                                                                       |  |
| Carpenters', heavy, per doz.                                | 1 25 3 75 | <b>RAKES.</b>                                                            |  | iron.                                                                     |  |                                                                                       |  |
| Lignum Vitae, per doz.                                      | 3 85 5 00 | Cast steel and malleable Canadian list dis. 50 and 10 p.c. revised list. |  | <b>SCYTHES.</b>                                                           |  |                                                                                       |  |
| Caulking, each.                                             | 60 2 00   | Wood, 25 per cent.                                                       |  | Discount, per doz, net.                                                   |  |                                                                                       |  |
| <b>MATTOCKS.</b>                                            |           |                                                                          |  | 9 00 15 00                                                                |  |                                                                                       |  |
| Canadian, per doz.                                          | 8 50 1 00 |                                                                          |  |                                                                           |  |                                                                                       |  |







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**The Roberts Advertising Agency,**  
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**FOR SALE.**

### A NEW MARLIN RIFLE

Never been used. Just the Rifle for practice. Price \$30. Will take \$20.

19 Board of Trade, Montreal

**If you Want to Learn Anything About Advertising,**  
 If you are a business man and get or want to get business by any kind of advertising, and want to know how to advertise and make money; or if you are an employee and expect to go into business for yourself; or if you want to get into a new and profitable profession—we furnish the foundation the accumulated knowledge on the subject. Investigation costs you nothing. Invaluable information will be sent Free. Address Advertising World, Publicity Club, Columbus, O.

**"BUILD TO-DAY THEN, STRONG AND SUKE WITH A FIRM AND AMPLE BASE."**  
 —Longfellow.

**DO YOU?**  
 WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD.  
 TORONTO will bring you tenders from the best contractors

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Their addresses, buyers' names, ratings and references, how they pay, what they deal in, etc. No man can afford to clutter up his mind with the details of his business which could easily be preserved in a permanent form, which you can obtain by using one of Archbald's special outfits.

**\$2.25**

Shipped on approval. If not satisfactory, return it at my expense.

New 1900 Catalogue for the Asking.

**The Canadian Typewriter Exchange**  
 45 Adelaide St. East, Toronto.

## DIAMOND EXTENSION STOVE BACK

Patented, July 11th, 1893.

Canadian Patent, June 14th, 1894.

They are easily adjusted and fitted to a stove by any one.

Please your customers by supplying them immediately with what they want.



Sold by Jobbers of . . .

**Hardware Tinware and Stoves.**

Manufactured by **THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.**

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ESTABLISHED 1849.

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Offices throughout the civilized world.

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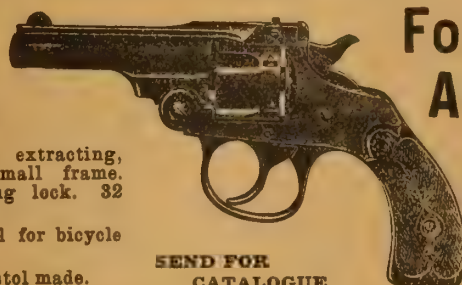
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### PERFECTION AUTOMATIC REVOLVER.

**NEW** Automatic shell extracting, double action, small frame. Weighs 12 oz. Rebounding lock. 32 caliber. 5 shot.

Made with shorter barrel for bicycle use.

The most perfect small pistol made.



### Forehand Arms Co.

Manufacturers of the

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Worcester, Mass.

SEND FOR CATALOGUE.

## "AMERICAN" HALTERS

are fitted with

### ONEIDA LOCK RINGS

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which combine the advantages of the ordinary STATIONARY and SLIP rings while avoiding the disadvantages of both



Ring easily **ADJUSTED** until Toggle is in place, then absolutely **STATIONARY.**

For sale by all Jobbers; manufactured only by

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NIAGARA FALLS, ONT.



Est. 1883

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## Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals

Awarded  
By **JURORS** at  
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**Special Prize**

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## HAVE YOU TRIED IT?

"PYRAMID" BRAND



BLUESTONE

## HIGH PRESSURE PACKING

FOR STEAM  
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand  
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Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

**THE GUTTA PERCHA AND RUBBER MFG. CO.**

OF TORONTO, LIMITED.

**61-63 FRONT ST. WEST, TORONTO.**

# EXTENDED INSURANCE.

One of the many liberal features embodied in the  
**UNCONDITIONAL ACCUMULATIVE POLICY**  
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is the provision for Extended Insurance. After three full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

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There's the working to be considered.  
Imperfect material means imperfect  
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**"BEST BEST POPULAR" BRAND**  
**GALVANIZED FLAT SHEETS**

Always turn out well, smooth,  
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**"BLACKWALL" BRAND**

**BLACKWALL GALVANIZED IRON CO.**  
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Langwell's Babbitt. Montreal.

CANADIAN

# HARDWARE

AND METAL  
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO APRIL 14, 1900.

NO. 15



## Magnolia Metal

Best Anti-Friction Metal for  
all Machinery Bearings.

GENUINE MAGNOLIA METAL is made up  
in bars, of which this is a

FAC-SIMILE.



The name and trade  
mark appear on each box  
and bar, and besides this  
the words "Manufactured  
in United States" and  
"Patented June 3, 1890"  
are stamped on the under  
side of each bar.

Magnolia Metal is still selling at the same price it has always sold at—no advance.

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LONDON OFFICE—40 Queen Victoria St.  
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Dearborn Street.

CANADIAN OFFICE—524 Board of Trade  
Building, Montreal.

Owners and Sole Manufacturers,  
266 and 267 New York  
West St.,  
CLEVELAND OFFICE—15 South Water Street.



CANADA

## "Queen's Head" Galvanized Iron

can always be had  
promptly, either from works  
direct or from stocks carried

by us in the country for the benefit of our  
customers.

### JOHN LYSAGHT, LIMITED,

BRISTOL, ENG.,

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LIGHT  
YET  
STRONG



There is nothing unwieldy or bulky about The Safford Radiators for Steam or Hot-Water Heating. Bulkiness doesn't always mean strength. The "Safford" is light yet very strong, because all of the desirable attributes of a perfect radiator are united in one, in the "Safford."

It is the original invention in pipe-threaded screw connections which prevents even the possibility of a leak. No rods, bolts, packing or red lead are used. The heat circulates freely in one minute after it is turned on, because there are no obstructions in the pipes.

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are made in  
twenty-five different styles (plain or ornamental), to fit circles, curves, angles, yet in no single case is strength sacrificed for lightness, but they are light! They may be likened to a well-trained athlete—the perfection of strength with superfluous flesh removed. He wins like the "Safford" by the perfection of his condition. The "Safford" is "light yet strong."

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The Dominion Radiator Company  
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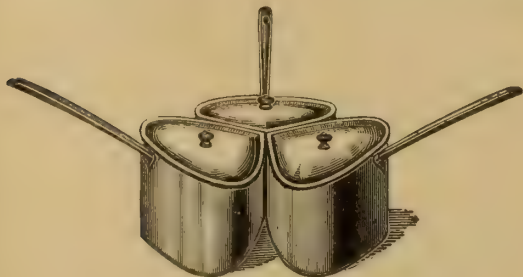
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ESTABLISHED 1860.

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Made in . . . .

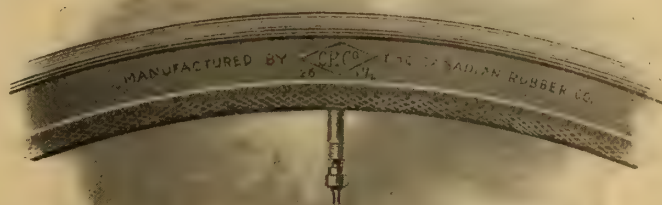
"Crescent" Steel Agateware and  
Pieced Tinware.

We excel in the variety of our house-furnishing lines and  
novelties. If it's a good thing, we have it.

THE

**Thos. Davidson Mfg. Co.**  
MONTREAL. . . . Limited.

THE  
CANADIAN RUBBER  
COMPANY MONTREAL  
TIRE.



Unexcelled as a Cemented Double Tube Tire.

For sale wholesale by  
THE AMERICAN TIRE CO., Toronto and Montreal.  
RICE LEWIS & SON, Toronto.

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1, 2, 3, 4, 6, 8, 10, 12, 14 Qts.



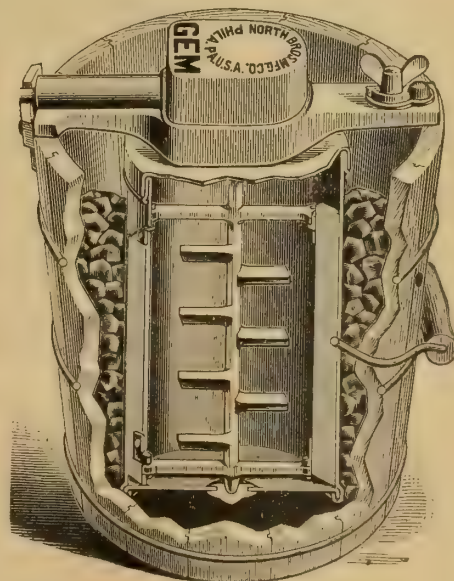
... WITH ...  
**New  
Automatic  
Twin Scrapers**

that insure positive and  
continuous scraping of  
frozen cream from side  
of can.

They also have:

**WHITE CEDAR PAILS** with  
Electric-Welded Wire Hoops,  
guaranteed not to break or fall off.

**DRAWN-STEEL BOT-  
TOM CANS**, guaranteed not  
to break or fall out. Strongest  
and most durable Pails and Cans.  
Made and used only in Freezers  
made by



Interior View.

Showing new Automatic Twin Scrapers,  
and with the Dasher or beater which has  
been a favorite for many years.

The Electric-Welded Wire Hoop Cedar  
Pails and Drawn-Steel Bottom Can are also  
shown.

THE Gem is the only double-action Freezer of reputa-  
tion made to-day. Why? Because all imitations  
of it have failed, and the Gem is the only one that  
has stood the test of practical use. The Gem has been  
the model to other makers for all that was best in an ice  
cream freezer, and has been imitated (without success)  
more than any other freezer made in the last twelve years.

**NORTH BROS. MFG. CO.,**

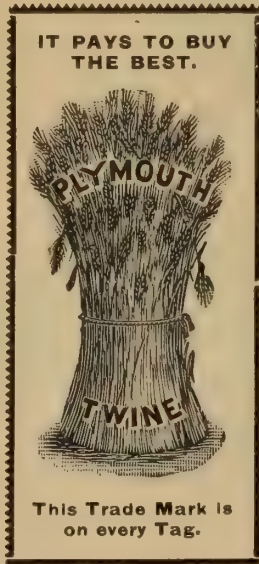
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CATALOGUES mailed free  
on application.

Sold by leading Jobbers Everywhere.



Prudent dealers will not be persuaded into purchasing the unreliable Binder Twine which some manufacturers wish to sell for the sake of the additional profit derived therefrom.



Crudely made from low-grade fibres—such twine contains but a fraction of the length, quality, strength and uniform evenness of the carefully constructed Plymouth Brands.

Prudent People Prefer "Plymouth."

DISTRIBUTERS:

**PLYMOUTH BINDER TWINE AGENCY,**

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LONDON AND LIVERPOOL, ENGLAND.

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General Importers and Exporters and Metal Merchants

30 Front Street West,

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We carry in stock a full line of the following goods:

Antimony.

Brass—Sheets, Soft and Hard.  
Rods and Tubes.

Canada Plates.

Copper—Bar and Ingot.  
Pitts.

Rods and Tubes.

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Eave Trough—Also Spikes and Cond. Hooks.

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Russia, Genuine and Imitation.

Iron Pipe—Black and Galvanized.

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Lead Pipe.

Solder—Half and Half and Standard.

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Tin Plates—Charcoal and Coke.

Tin—Bar.

Ingot, "L. & F." and Straits.

Wire—Bright Iron and Coppered Iron.

Zinc—Sheets and Block.

ENQUIRIES SOLICITED.

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# GEO. D. WOOD & CO., Iron Merchants

Importers of British and Foreign

## HARDWARE.

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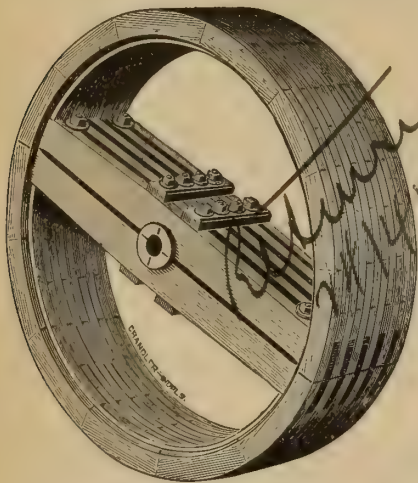
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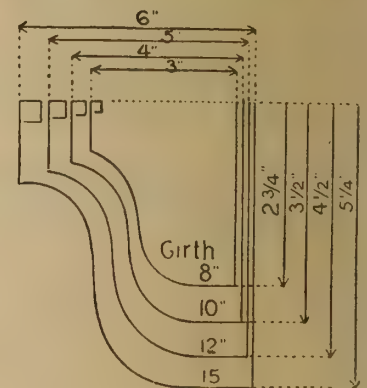
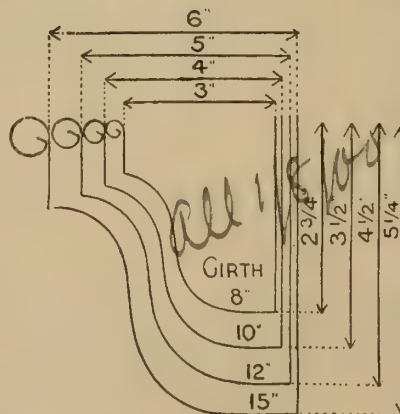
It is carefully made up by skilled workmen and every length will be found perfect.

We make all styles: O.G. Round and Square Bead and Half-Round, in

**8 AND 10-FOOT  
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Conductor-Pipe Elbows and Shoes, Hooks and Gutter Spikes.

Everything a tinner needs we can supply. Are you ready for the Spring trade in this line?



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**WHEN WRITING ADVERTISERS  
PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER**

**CHEAP ELECTRICAL POWER.**

A GOOD deal of attention has been attracted lately to the possibilities of generating electricity by water power at long distances. It is now being proposed to bring power all the way from Shawenegan Falls to Montreal, a distance of 80 miles; and furnish electrical power in the city at less cost than that at which it can be generated on the spot. The Shawenegan Water and Power Co. are preparing to transmit electrical power to Montreal, and their advertisement says this power will be available for driving factories, lighting, and all the purposes for which electrical energy may be used. As the power at Shawenegan is practically unlimited, it is said to be the purpose of the company to bring to Montreal

large units of power which will be sold at low prices. Contracts are now being sold for power to be delivered early in 1901.

This scheme is by no means a new one, though it has never been experimented upon on such a large scale hitherto. It is the case that Shawenegan can generate power which cannot be produced elsewhere, probably, on this continent. Nevertheless, the proposition must be regarded as somewhat in the nature of an experiment.

The changes which will be consequent on its success will be many and great. If power can really be produced in Montreal at such low prices as to more than compete with local companies, things will be revolutionized. There seems no good reason why such a scheme should not be successful. The idea is to bring the power in tremendous insulated cables by way of Bout de L'Isle.

If power on ordinary electric car lines and such can be transmitted for distances ranging up to 10 or 12 miles on wires which are not insulated, but are open to all the deterrent effects of the atmosphere, why should it not be quite feasible to bring power for almost any distance when the conditions are so improved? The Niagara Power Co., as is well known, supplies Buffalo at a distance of some 30 miles with power, and when this much has been achieved, it is easy to believe that the Shawenegan company's proposition can be fulfilled. Large factories of various kinds are going up at that place. There is talk of cotton mills, carbide factories, paper mills, etc., which take thousands and thousands of horse-power.

It is to be feared that we in Canada are

too slow in taking advantage of our opportunities. The New England States have become famous as cotton manufacturing localities, because of the enormous amount of water-power which enables them to produce so cheaply. The Fall river, on which many of their mills are placed, offers facilities such as few places can offer. American capitalists, being aware of the possibilities in this line, have been looking to Canada, and the shareholders in this Shawenegan company are largely from the other side of the line. Further developments will be watched with interest, as, in the event of cheap electrical power being thus introduced, very vast changes will be effected among manufacturers and throughout the trade in general.

**GAS STOVES FOR SUMMER USE.**

The stove manufacturers and jobbers are beginning to experience the spring rush of orders for gas stoves. They find this spring, as they did last, that their orders are coming from a wider circle of customers than ever before.

Many towns in Ontario and several in British Columbia have, during the past year, installed gas works. In other towns the price of gas has been materially reduced. These factors have united to greatly increase the use of gas stoves.

Hardware merchants in towns and cities where gas is to be had should encourage the use of gas stoves, for there is no question but that they are much preferable for kitchen use on a hot summer day to either coal or wood, and, if the gas is not wasted, they will prove the most economical of the three.



## PREFERENTIAL TARIFFS AND MANUFACTURERS.

**A**BOUT two weeks ago, the Canadian Manufacturers' Association sent out circulars to different manufacturers in Canada asking for certain information in regard to their experience with and their opinion in regard to the preferential tariff on British goods. There were nine questions in all, one of which dealt with the question of reciprocity with the United States. The following are some of the questions:

How has the 25 per cent. preference affected your business?

\* How do you think the proposed increase to 33½ per cent. will affect your business?

Do you find that, in your line of business, foreign goods come into Canada, getting the benefit of the preference intended for British goods only?

How would you view any proposition to extend the preferential tariff to the United States?

About 200 replies have been received, and, on Tuesday last, the executive committee of the association met to consider the same.

Most of the reports, it appears, were favorable to the 25 per cent. preference, but there was not the same unanimity in regard to the 33½ per cent. preference, it being the opinion of quite a few that it should only have been accorded on some concession being forthcoming from Great Britain.

As to the question regarding foreign goods getting into the country under the preferential tariff, several reported in the affirmative.

The replies re extension of the preferential tariff to the United States were almost unanimously in the negative, only a very few of the manufacturers replying being in favor of it.

This is quite significant, in view of the statement in the House of Commons the other day to the effect that negotiations with the United States for reciprocity were likely to be reopened.

Scarcely any branch of industry is more interested in preferential tariffs than the manufacturers. And none certainly are better qualified to analyze their effects.

The Canadian Manufacturers' Association is wise, therefore, in taking the steps it has to gather information upon the subject, for the data thus gathered should be of value to the Government, as well as to the associa-

tion, when preferential tariffs are under discussion.

The executive committee will shortly draw up a resolution giving the views of the association upon the subjects dealt with in the questions at issue.

### A MONOPOLISTIC EVIL.

**T**HERE was a time, and not long since, either, when certain religious sects held that the highway to Heaven ran through their particular Church. All other highways led to Hades.

In Manitoba and the Northwest Territories the farmer finds that there is no other highway to the market for his grain except through the elevators, which monopolists have set up at the instigation and with the cooperation of the Canadian Pacific Railway Co.

This is no mere hearsay. It is not the mere charge of a newspaper or newspapers. It is what the Grain Commission, appointed by the Dominion Government, has found to be a fact.

This Commission found that wherever a standard elevator of 25,000 bushels capacity had been erected the railway would accept no grain for shipment except it was put through the elevator in question. It would not take it through the flat elevator or direct from the farmer's wagon.

Putting the grain through the standard elevator means, of course, additional cost to the farmer in marketing it. The Commission reports that the cost entailed last year was 1c. per bushel. And then there has not only been the loss entailed in elevating the grain, but there have been losses, in many instances, from robbery pure and simple, by the shipper being credited with less grain than he shipped. At least a part of this pilfering was done by employes of the elevator, but if the shipper had not been compelled to put his grain through the elevator there would have been no robbery.

"We consider," say the Commissioners in their report, "that, to remove this trouble, the law should require railways to furnish cars to farmers for the shipping of their own grain, and should allow the establishment at shipping points, if required, of flat warehouses, under proper regulations,

by means of which a farmer who cannot conveniently load on cars direct can, for a comparatively small sum, obtain for a limited number of days the use of a bin of the capacity of a carload."

Every cent which is unnecessarily added to the cost of marketing a bushel of grain is an obstacle to the development of the Canadian Northwest. The report of the Grain Commission proves beyond all peradventure that the present elevator monopoly of Manitoba and the Northwest, aided and abetted by the Canadian Pacific Railway, adds to the cost of marketing grain, and, indirectly, to the development of the country.

It is to be hoped the law suggested by the Commissioners will be provided, and that without delay.

### ELECTRICAL POWER FROM NIAGARA TO TORONTO.

**T**HE transmission of electrical power from Niagara Falls has long been mooted; its realization within a short time now seems probable.

This realization has for its basis an agreement which was arrived at by the directors of The Ontario Power Co. and the Commissioners of Niagara Falls Park, at a conference in Toronto on Wednesday.

The power company is to take water from the Welland river near its junction with the Niagara river. This water is to be carried by an open canal to the bluff and the park a short distance north of the Macklem house.

The first developing point is to be situated there, where the company expect to manufacture 30,000 horse-power. When the development of still greater power is undertaken the canal is to be continued on through the park to a point opposite the Falls, where the water, which has already developed 30,000 horse-power, will redevelop 100,000 horse-power.

The works the company intend to construct will cost in the neighborhood of \$2,000,000, and the company will produce as soon as possible 30,000 to 60,000 horse-power.

By using what is known as the Burlington Bay cut-off, Toronto will be brought within about 75 miles of the power-house. The question of laying a cable through Lake Ontario is also under consideration, and if it proves feasible, it will bring that city within 40 miles of the power-house.



## AN ATTACK ON A BOARD OF TRADE.

THE Toronto Board of Trade came in for some criticism from Saturday Night in its last issue. The excellent address which Mr. F. H. Clergue, manager of the pulp industry at Sault Ste. Marie, was what inspired the editor in his attack.

The address has, doubtless, been a source of inspiration to a great many. If it has not, it should be. Certainly no more real inspiring address has been delivered in any part of Canada for many a long day.

But the editor of Saturday Night got an inspiration somewhat different from that obtained by most people: It led him to arraign the board of trade as well as praise the lecturer.

"The board of trade is called a board of trade largely because it has so little to do with trade."

"The corporate outfit has been more or less of a failure in everything it has tried."

"If a man wants to be defeated for mayor or alderman all he has to do is to become the candidate of the board of trade."

"But who (the members) as a board of trade, couldn't successfully engineer a scow across the bay to the Island."

These are a few sample sentences from the article in question, and, like nearly everything the editor of Saturday Night writes, are decidedly readable, but being readable does not make them apropos.

The Toronto Board of Trade, in the years gone by, has been guilty of sins of omission as well as sins of commission, and particularly those of the former type. But it does not follow that, once a sinner, always a sinner.

By their fruits ye shall know them. And certainly the fruits which the Toronto Board of Trade have borne during the past year or two is an evidence that the passiveness so pronounced a few years ago has given place to energy of a vigorous type.

The board has been active in the movement for extending the jurisdiction of the Division Courts; it succeeded in securing the modification of the discriminating freight rates against Toronto, and now it is leading in the movement to remove the iniquitous "owners' risk" clause, recently imposed by the Canadian Freight Association; it

has also been an active participant in the movement for the proposed Pacific cable service; the Toronto Georgian Bay railway scheme it has certainly made and kept a live issue; technical education, it has, for a year or more, been taking a lively interest in, and the pamphlet which it has published on the subject is a valuable contribution thereto; the placing of the Toronto harbor in a proper condition is a matter which is receiving its especial attention at the moment. But why further enumerate? It is clear that the editor of Saturday Night's sarcasm, "the board of trade is called a board of trade largely because it has so little to do with trade," was entirely gratuitous, and that the charge that "the corporate outfit has been more or less a failure in everything it has tried" was untrue.

Then, it must be remembered, Mr. Clergue was brought to Toronto by the board of trade; and the very fact that it did so has resulted in the dissemination of the information regarding the pulp industry, which has attracted so much attention.

As to whether the editor of Saturday Night is correct in his conclusions to the effect that those whom the board of trade favors for mayoralty honors are certain to meet defeat, that is a question he is able to write upon from experience. He was there himself. But, Mr. Sheppard should remember that the best men, by no means, always win, and that great principles and great questions usually only prevail after many years of persistent agitation. Mr. Sheppard was, some 20 years ago, the leader in a movement for Canadian independence. He doubtless then thought it a right principle and he possibly thinks so still. But the realization of that principle seems at least as far off as it was a score of years ago.

Then, as to the board of trade not being able to "successfully engineer a scow across the bay to the Island," let Mr. Sheppard provide the scow, invite the members on board, and if President Kemp or Secretary Wills cannot "engineer the scow across the bay," the members of the marine section of the board will certainly be able to do so. But what has the "engineering of a scow across the bay" got to do with engineering a board of trade, anyhow?

We fear that the editor of Saturday Night has got a beam in his eye.

## "CWT." AS APPLIED TO 100 LB. IN CANADA.

HALIFAX, N.S., subscriber writes: "Will you please advise us, if, so far as you know, the term 'hundredweight' or its contraction, 'cwt.,' is used in quotations or price lists, or in any way, when it is intended to mean 100 lb.?"

As far as we can learn, the word "hundredweight" or its contraction, "cwt.," is not used regularly in quotations or price lists by Canadian business houses or manufacturers.

The word "hundredweight" or its contracted sign, "cwt.," as everyone knows, is used regularly in Great Britain, and means 112 lb. In Canada, however, the words "one hundred pounds" or the figures "100 lb." are almost exclusively used.

It is not, however, illegal to use the word "hundredweight" when meaning 100 lb. as paragraph 2, section 14, chap. 104, of the Revised Statutes shows. The paragraph reads: "One hundred standard pounds shall be a cental or hundredweight, and 20 centals or two thousand pounds shall be a ton."

One of the most recent and complete dictionaries issued gives this definition of the word "hundredweight": "A weight commonly reckoned in the United States, and for many articles in England, at 100 lb. avoirdupois, but commonly in England, and formerly in the United States, at 112 lb. There is also an older hundredweight, called the long hundredweight, of 120 lb. or six score lb."

Webster defines a hundredweight "as a denomination of weight, usually denoted by 'cwt.,' containing 112 lb. avoirdupois, according to the legal standard in England and the United States, but often in practice, and sometimes by law, it is 100 lb. avoirdupois, and the corresponding ton of 2,000 lb. is called the short ton."

In Canada it is perfectly legal to use the word "hundredweight," or its contraction "cwt." when meaning 100 lb. avoirdupois. Owing, however, to the possibility of confusion with the English 112 lb., people in Canada usually prefer to spell in full or put in figures the words "hundred pounds." But, when the contraction "cwt." is so well understood in Canada as representing one hundred pounds in Canada, we do not see why it should not be generally adopted in this country.



**AS TO SIGHT DRAFTS.**

**T**HE average business man is possibly too apt to overlook the effect of little things. It may be that he permits the draft made by a creditor for a matured account to go back unpaid, for lack of funds, carelessly giving the bank as a reason, "Amount not correct," or "Not due." Again, he orders it returned because of a petty claim against his creditor, or, perhaps more frequently, gives that as a reason for non-payment when there is another cause.

Most business houses send a notice of a draft to follow by first rendering a statement of account, showing details, the maturity of various bills being emphasized, and asking that a remittance be made, or the draft honored. Some houses notify their customers in other ways, and, as a rule, ample time is given for a reply to reach them, so that a payment or a claim can be duly considered before the draft goes forward.

Under these conditions, it certainly is wrong to permit a creditor's draft to be returned, for he has shown you the courtesy that is due from one business man to another, and, naturally, expects similar treatment at your hands.

However, if one has been careless and not prepared for the draft which would have been withheld, upon proper and sufficient excuse being given, it is better to give frankly the true reason, or to make some arrangement to protect the draft, whether correct or not, trusting your creditor to make good your claim. He, having trusted you with his goods, is justified in expecting you will rely upon him to correct some trivial difference.

It should be borne in mind that the handling of a matured account by a creditor is attended with expense; consequently, you put him to unnecessary expense when you permit his draft to go into the bank's hands, only to be refused. Nor is this all; his books show plainly whether you are in the habit of honoring a draft or not, and your credit is affected accordingly.

It rests with you, whatever you do, to be entirely frank with a creditor, and, if you refuse payment for lack of funds in hand today, say so. Your creditor appreciates and trusts frankness. If for other cause, tell it, and follow promptly the draft's return with a letter of explanation, and, if possible, show your disposition to "tote fair" by remitting (not by cheque, which will throw extra expense on him, but a bank draft or a money order) for such amount as you can spare.

The merchant who looks after these little details in a conscientious manner is sure to win friends, and to receive concessions and

generous treatment to a degree which the man who is careless about them cannot hope for. The value of credit was never greater than to-day. It is at a premium, and your holdings of this commodity will fall below par if little things are ignored.—Arthur H. Foote.

**DIFFERENT PRICES FOR DIFFERENT CUSTOMERS.**

Our Japanese contemporary, *The Kobe Chronicle*, draws attention to the practice of Japanese shopkeepers of charging Europeans heavier prices than natives. On one occasion a European went into a shop with a Japanese to buy a stove. His friend asked the price, and the woman in the shop said it was five yen. Next day the European called to purchase the stove, and found the shopkeeper at home. "How much?" said the European. "Six yen," was the reply. Then it was explained that a woman in charge on the previous day had said the stove was five yen, whereupon the Japanese shopkeeper offered it at the same price. On another occasion this gentleman and a Japanese friend sallied forth to buy a clock. The friend was asked to go first into a Japanese store and price the article required, which he did, being told it was Y.1.50. Then the European went in, and being told the price, took out his purse to pay, whereupon the shopkeeper asked if the clock was for a foreigner. Being answered in the affirmative, he said the price in that case would be Y.1.53. Remonstrance was useless. To a Japanese the price was Y.1.50 and to a foreigner Y.1.53—and Y.1.53 had to be paid before the European could obtain the clock. Presumably the idea is that the foreign devils can afford to pay more therefore ought to do so. But this is recognised in countries other than Japan, we fear.—Commercial Intelligence, London.

**KEEPING AT IT.**

In the opinion of a magazine writer the man who aims to sell to people whom he cannot reach personally is the man whose advertising must be the most carefully planned and the most thoroughly executed. He must have a perfect system of following up inquiries. He must never let a man forget him after that man has once shown an interest in his proposition. Orders rarely come with the introduction. They are the result of frequent visits. The more frequent the visit the more likelihood of the reception of an order. It works the same way in advertising as it works in selling through salesmen. A very good advertisement may catch at once; same way with a salesman; but more often the frequent visit of an advertisement, a little different each time, like the persistent salesman, gains the permanent trade.

**SHOULD BE READ THOROUGHLY.**

One of the speakers at a recent convention of hardware dealers in the United States made an emphatic declaration in favor of the benefit to be derived from the trade journals: "Another thing I want to urge on our membership, and that is system in using and reading our trade journals. A few minutes systematically given every day to their study and quietly absorbing their suggestions will be of the greatest value to retail dealers. Every dealer should take at least two of these journals. They are the best friends we have, and we can help ourselves in no way more than by taking them and studying them."

This, remarks *Stoves and Hardware Reporter*, is a truth about which there is no gainsaying. The great trouble with most business men is that they do not give sufficient time to reading their class papers, or when they take the time they do not read systematically. The market reports are especially valuable, and should be given as much care in their perusal as is devoted to an examination of the items in a bill of goods. A trade journal is merely a medium for the expression of ideas gathered from different sources and presented in concrete form, together with the news relating to its especial field, and is valuable to the reader in exact proportion to the care which he exercises in perusing and digesting its contents.

**VALUE OF THE TRADE PAPER.**

Intelligent retail merchants are more and more conceding the value of the trade paper as an adjunct to their business, says *St. Paul Trade Journal*.

Still, there are those who do not think it worth while to subscribe for, or read a trade paper.

This latter class are not the progressive or successful merchants of their locality, but eke out a precarious existence, and if failures in business occur, they will be found in the class who eschew trade papers.

There is not a single issue of an enterprising up-to-date trade paper which does not give the retail merchant information, exceeding in pecuniary value, ten times the cost of a year's subscription.

# WIRE NAILS TACKS WIRE

Prompt Shipments

**The ONTARIO TACK CO.**  
Limited  
HAMILTON, ONT.



## SELLING HARDWARE TO HOTELS.

THE average hardware dealer can increase his income considerably by making an effort to get the trade of the boarding house and hotel keeper. It is not a trade so easily obtained, but when once gained it yields a profit that will more than reimburse every effort expended.

Boarding house and hotel keepers can use from the hardware dealer articles in the line of cutlery, plated-ware, tinware, woodenware, the many things that make up the housefurnishing line, electrical and general hardware, stoves and ranges and paints and oils, and what not.

To obtain this trade you must make a business of it,

## SOLICIT IT FREQUENTLY

and regularly, and keep on soliciting it and visiting it regularly. If you gain the trade after a dozen calls you will be nothing out. But by that is not meant that it necessarily will take so long a time. You are apt to "get there" at the first call, or the second, or maybe at the third; it will all depend upon you, your goods, the variety of them and the prices, as well as the reputation you bear for reliability and honesty, and the promptness and correctness of the service.

The easiest way to "get in" with the trade is by systematic correspondence, followed up by a first-class salesman understanding the goods he is to sell and the requirements of the boarding house and hotel people.

## THE SALESMAN

must be a business man through and through, must know what to say and what not to say, and know when to say what he ought to say. A salesman of vast and varied experience is best fitted for this work. The best salesman isn't any too good for getting orders out of the average boarding house or hotel keeper, therefore send the best salesman it is possible for you to send. And don't let him come with empty hands. Give him expense money, to make himself congenial, to make himself liked. The

## MONEY SO EXPENDED

by the right type of a salesman is but a trivial percentage compared with the returns it will bring, even though the sum total will run up well into dollars in the course of time. But then I believe that money so paid out is well expended, and about as good a kind of advertising as it is possible to secure—for the purpose.

The salesman should be fitted out with the things necessary to assist him in his endeavors. He ought to carry a sample-case, showing the cutlery staples most likely wanted by the trade he is visiting, and of such other goods as can be conveniently

shown and carried in a sample-case. Of all the rest of the goods he is endeavoring to sell he should carry with him illustrations that are exact reproductions of the articles handled.

The salesman ought to be

## SUPPLIED WITH CATALOGUES

illustrating and describing the goods he has for sale, so that in the event of no sale, or of only a small sale, he can leave a copy, which, according to the impression the salesman made, will receive more or less attention until his next call, and in some cases it may even lead the boarding house or hotel keeper to send in an order direct for things found in the catalogue, and for which there is need before the salesman is expected to call again.

Not only can a profitable business be built up in the hardware dealer's town among hotel and boarding house keepers, but also in the immediate suburbs. And it often pays to "take in" a few towns at not too great a distance.—Hardware Dealers' Magazine.

Andrew McNish was elected secretary and James Bissell, George Dudley, and Alex. Landon salesmen of the Willow cheese factory, near Brockville, Ont., for the season of 1900.

## Are You Satisfied

to let the other fellow build a reputation for high quality in paint while you sell the low-grade goods?

If **THE SHERWIN-WILLIAMS PAINT** is not represented in your locality now it will be some day, and the man who takes hold will be the one to make his reputation.

S.-W.P. quality and S.-W.P. business principles are appreciated by the paint buying public. No article you could sell would do better advertising for your store.

Quality maintained always at the highest level, conscientious paint making and paint marketing beget confidence in which you can share if you make S.-W.P. a leader.

Write for our booklet, "The Sherwin-Williams Paints: What they are and how they're sold." It will pay you.



**THE SHERWIN-WILLIAMS CO.**  
PAINT AND VARNISH MAKERS.

CLEVELAND. BOSTON.  
CHICAGO. TORONTO.  
NEW YORK. SAN FRANCISCO.  
MONTREAL. KANSAS CITY.

## BRUSH DISPLAY CASES.

A GOOD start has been made for April, and the retail trade would do well to keep pace with the spring weather and display lines suitable for the season's trade, as a store or window cannot be made too attractive when everything else is so brightening up and cheerful looking. A good many dealers make a great show of paints and colors, but the brushes, which should be in the front row are usually out of sight.

The want of suitable cases or fixtures for displaying brushes before the public eye has to some extent caused this neglect, but Boeckh Bros. & Company, the well-known brush manufacturers, having had their attention called to the matter, are now making a most useful showcase for the above purpose, which is fitted with trays nicely lined and divisioned off to fit different sizes of brushes, which allows customers to see the goods and select what they require to better advantage.

Another good feature about the trays is, they can be adjusted to various angles or removed if necessary.

By keeping brushes prominently before the public you will notice a large increase of sales and a better demand for all classes of household brushes.

The cases are very moderate in price, well finished, have good heavy glass and are securely packed for shipping.



### SELF-CONFIDENCE AS A BUSINESS FACTOR.

THE keystone of success is confidence, says The Chameleon. We may build the arch on perfect lines in every other way, but without the confidence of others and our own confidence in ourselves it will fall in spite of all our props and makeshift supports. There is no substitute for confidence and no imitation that can pass for it. Unless we can inspire genuine confidence we cannot succeed.

The confidence that others place in us is bred from that which we place in ourselves. We cannot expect others to rely upon us and trust us unless we are self-reliant. The forces that lie within us are always the most important and it is through them that we mould not only the outward circumstances and conditions, but also the opinion and thought that are to react upon us from others. If we doubt our own ability or falter in time of action we force the rest of the world to accept the same lack of confidence in our powers.

It is this that made Emerson say, "Self-trust is the first secret of success."

The lack of self assurance, self-trust, self-confidence limits our possibilities and so narrows our outlook that we are compelled to advance slowly. It is impossible for the man who hesitates at every step and only ventures forward when he finds the path perfectly familiar, to make any great progress.

The belief that you can do a thing and a confident willingness to try is what wins.

The man who has to be constantly prodded on by encouragement from without, who is not a sufficient judge of his own ability and his own accomplishments to know whether or not he is doing well is handicapped for life. The busy world does not stand around watching our every movement, eager to lead or pull us into success. We must do some pushing on our own account. We must be our own weathervanes and not depend on others to tell us which way the wind is blowing.

A correct estimate of our own powers makes good workmen of us, provided, of course that we have ambition enough to set high standards for ourselves. We are our own taskmasters in such a case and are not apt to be satisfied with small things; we are independent of compliment or praise, and stimulated, rather than discouraged, by censure.

Such sensible self-judgment and self-confidence engender self-respect and destroy vanity and conceit. They establish a man on a plane of industry that is broad, improving and independent. They lead him

to work for success and not for a mere money reward.

Neither to underestimate nor overestimate one's forces, but to judge them aright, always using them wisely with intelligent confidence and seeking to enlarge them, is the nearest

thing to a royal road to success that has ever been found.

The assets of L. A. Ferland, general merchant, St. Jean des Chaillons, Que., are to be sold on April 11.



A Sign of Quality—  
THE I. J. NAMEPLATE.

IVER JOHNSON SAFETY HAMMER AUTOMATIC REVOLVER.

Iver  
Johnson  
Revolvers

are

**Absolutely  
Safe. . .**



*Their Accidental Discharge is Impossible.*

Send for complete catalogue of Guns, Revolvers, etc.

**Iver Johnson's Arms & Cycle Works**

**FITCHBURG, MASS.**

BRANCHES—New York, Boston, Worcester.

## Gilbertson's Galvanized Sheets

PATENT

**COMET**  
BRAND

FLATTENED

are suitable for all kinds of Galvanized work demanding uniform quality; being made of superior Siemens Steel, they will double seam either way of grain, are smooth, soft, and well galvanized, every sheet being carefully selected; weight and count of sheets per case fully equal to the best known brands imported, and cost less.

GILBERTSON'S are the only galvanizers who not only roll all their Steel Sheets, but manufacture all their own Steel in their own Steel Works, thus enabling them to put a soft and regular quality of steel into their sheets, which is impossible for galvanizers who buy their steel in the open market.

**GILBERTSON'S CORRUGATED GALVANIZED SHEETS**—all sizes.

### "GILBERTSON'S" SIEMENS-MARTIN TINPLATES

are soft, extra well coated, noted for deep stamping qualities, and for canners of fruits, meats, and fish have no equals. Cost no more than brands not nearly as well coated, or of equal quality.

BRANDS: "Gilbertson's," "Parsons," "Pontardawe,"  
"Lincoln," "Comet," "Regina," "Gwyned."

**GILBERTSON'S TERNEPLATES.** "Regina" brand.

**IMITATION RUSSIA SHEETS**—will not crack or scale. Pickled, cold rolled and close annealed.

**SIEMENS-MARTIN STEEL SHEETS**, close annealed, close annealed and cold rolled (flat and free from buckles), also pickled.

**BLACK CEILING PLATES.** "Comet" brand. Pickled, cold rolled and close annealed.

**BLACK TAPPER PLATES.** Pickled and close annealed.

Supplies carried by all wholesale jobbers. In ordering please mention brands.

**ALEXANDER GIBB,**

Agent

22 St. John Street, MONTREAL.

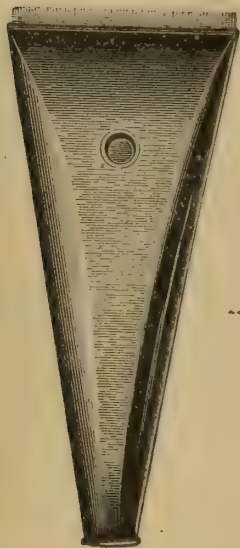


# H. S. HOWLAND, SONS & CO.

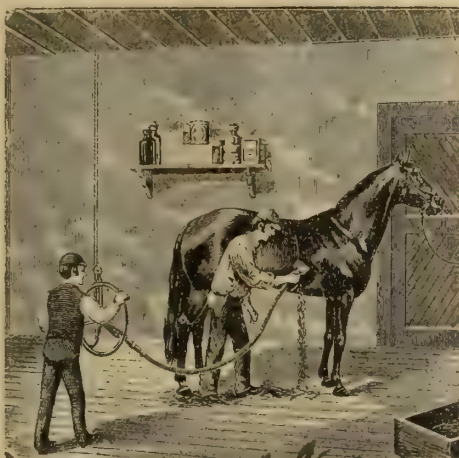
WHOLESALE  
ONLY.

37-39 Front Street West, **Toronto.**

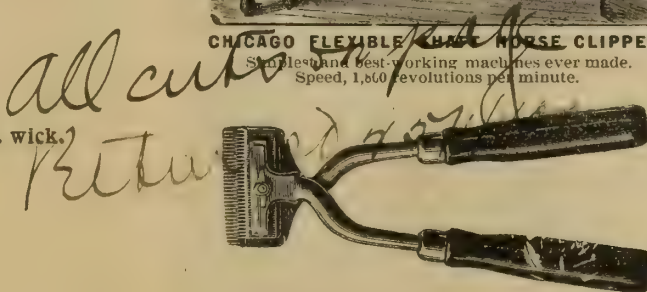
ONLY  
WHOLESALE.



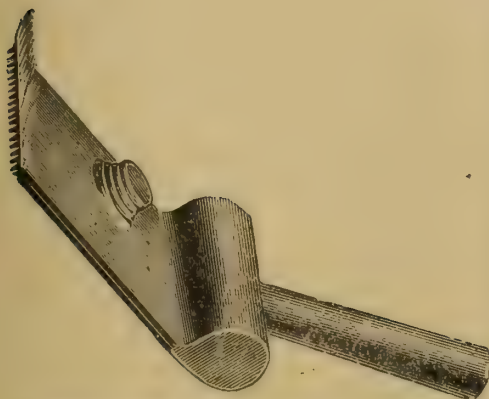
Horse Singers—No. 156, 5-in. wick.



CHICAGO FLEXIBLE HORSE CLIPPERS.  
Simplest and best working machines ever made.  
Speed, 1,800 revolutions per minute.



BOKER'S "BALL BEARING."  
BOKER'S "PERFECTION."  
BOKER'S "KEEN CUT."

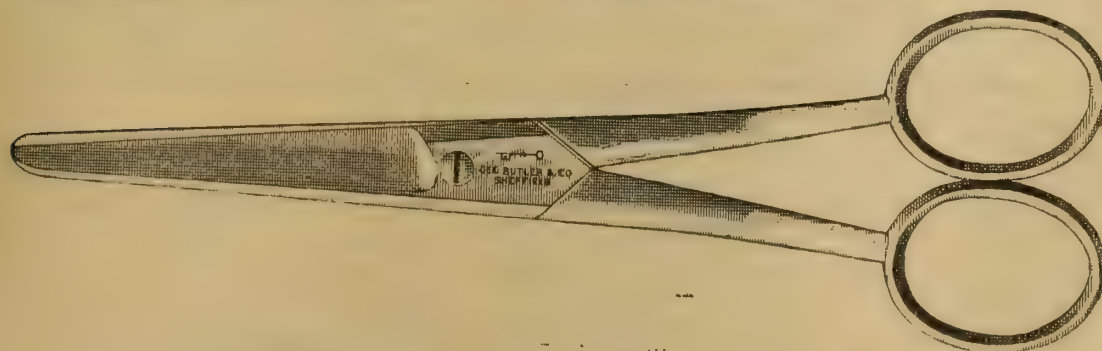


Horse Singers—"Eclipse," 4-in. wick.



"NEWMARKET."

THE BEST CLIPPERS ON THE MARKET.



BUTLER'S CATTLE MARKING SCISSORS  
also BUTLER'S FARRIERS' SHEARS.



Horse Singers  
No. 150, 5-in. wick.



Horse Singers  
No. 162, 5-in. wick.

**H. S. HOWLAND, SONS & CO., Toronto.**

LETTER ORDERS  
FILLED PROMPTLY.

Graham Wire and Cut Nails are the Best.

CLOSE  
PRICES.



### THE SELECTION OF STOCK.

THE first point to be determined by the merchant who has just entered business is the character of the goods demanded in the neighborhood of his location, says Stoves and Hardware Reporter. Goods that appeal to the trade in large towns or cities may occasionally find a market in smaller places, but this is not a safe guide, by any means, and often leads into error. Mining sections, as a further illustration, do not require the same class of goods as where farming is the principal source of trade. These distinctions, however, apply only to the class or kind of goods to be bought by the retailer. The question of taste is decidedly varied in this

certainly to be given as much consideration as is that of one who is just going into it.

The question of quantity is in all cases a difficult one to answer, excepting by the general statement that there are very few instances where the dealer should go beyond his immediate resources. Buying goods with an expectation of paying for them from proceeds of sales, is both unsafe and unwise, as many a venturesome dealer has learned to his cost. By far the better way is to buy in such quantities only as are justified by the available capital, with a proper allowance for expense and contingencies, and then to replenish the stock as the sales are made. In this case, as in all others, experience is the best teacher, and no certain rule

a load over the ice and snow roads of the forests, and it has this winter succeeded in making a sled that goes. It is a locomotive on runners, and the power of entire engine is applied to two drums, one at each end of the sled.—American Exchange.

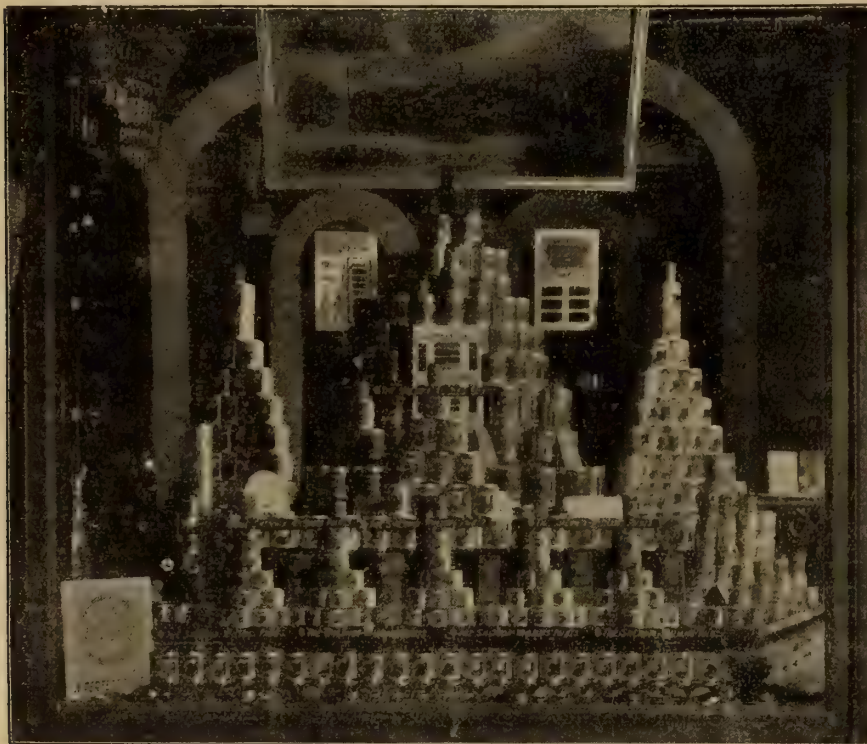
### NICKEL STEEL RAILS.

REFERENCE was made lately in these columns to the laying of nickel steel rails on the Horse Shoe curve of the Pennsylvania Railroad, and of the longer life expected of them in that position of severe service. The following letter on the subject from Wm. H. Brown, chief engineer of the Pennsylvania Railroad, is printed by The Railroad Gazette:

"On June 26, 1899, we placed an order with the Carnegie Steel Co. for 300 tons of steel rails to contain 3 per cent. nickel. The material was made by the Bessemer process and rolled in the American Society pattern 100-lb. section the last week in July, 1899; but the nickel content caused 'red shortness' to such an extent that the rolling resulted in only 220 tons of No. 1 and 57 tons of No. 2 rails, and we had to throw out 19 tons of the latter because of 'piping.' The average analysis was as follows:

"Carbon, 0.504 per cent.; phosphorus, 0.094 per cent.; manganese, 1 per cent., and nickel, 3.22 per cent. Under the straightening presses the rails showed great rigidity; twice the force ordinarily used being required to accomplish the cold straightening, and often the rail would spring back to its former position after being struck, showing no effect of the blow. In drilling the hardness was even more marked; in some cases five twist drills of ordinary tool steel being used up in drilling one hole. After experimenting with different materials for drills, it was found the best results were obtained by using Mushet steel without lubrication. These rails are laid on the west track on the Horse Shoe curve, but they have not been in service long enough to enable us to say much about the wearing qualities."

Our contemporary comments as follows: "The experiment is interesting and important. Nickel steel rails have long seemed to be among the possibilities of the future, although we have supposed that they would be too costly to be used except in quite special cases; but the experiment is worth trying. At Chicago the other day, Mr. Cushing, of the Pennsylvania Lines, spoke of the nickel steel rails in use on the Cleveland and Pittsburg Division. He says that after two years' service they show hardly any wear, and that they are standing up better than any other rails."



The above cut shows a window display made up entirely of paints. It is reproduced from The Chameleon. The display is described as the maiden effort of a Scranton, Pa. firm, and probably every reader of *HARDWARE AND METAL* will decide that the effort is a pretty good one.

rather cosmopolitan country, and its settlement depends entirely upon the individual.

When a new dealer is in doubt regarding the assortment of goods he shall select, he can adopt no better plan than to take the selling house into his confidence and to rely upon their judgment. As they desire to continue him as a customer, it is to their own interest to give him the right kind of information and advice, and they may be relied upon to do so even apart from considerations of their own interest. They will either be acquainted in a more or less specific way with the retailer's trade territory, and their own experience in the business is

can be given, but there are certain well-defined principles which may be applied with accuracy in all cases, and among these is the point that purchases should be controlled by the ability to pay for them. Cash or dependable credit is the most certain guide to safety and success.

### THE AUTOMOBILE ON RUNNERS.

A new use for the automobile has arisen in the vast Minnesota forests that supply this country with white pine. One of the large lumber companies has been experimenting the past two years with a design for a sled that should propel itself and haul



## What Are the Best Horse Nails?

### I.

They must be made of the best material to start with; we use the best obtainable quality of Swedish Charcoal Steel Nail Rods for our "C" brand. We know of nothing better as a material that is made or used by any other maker in the world.

### II.

They must be made of the best proportions, strength where it is needed most; correct taper and bevel to drive easily and correctly, and points hardened to permit of entering the hardest hoofs without bending. All these features are combined in the "C" brand nails.

### III.

They must clinch perfectly, and stand the greatest amount of hard usage to which they are constantly subjected. The "C" brand does all these things.

### IV.

The first cost of horse nails should be judged by the amount of work you can get out of them. If a box of our "C" nails gives you every nail perfect and ready for immediate use, and is fully guaranteed as such to every purchaser, while a lower-priced nail has a certain percentage of crooked, badly-made nails in the box, and in use are subject to heads flying off, necessitating more frequent "removes" of shoes—which is the cheaper and safer for you to use?

The "C" brand has been made by us and sold in Canada for 35 years. You are getting the benefit of all that long experience in buying and using our "C" brand. We solicit your orders through the trade.

Canada Horse Nail  
Company,

MONTREAL.

## HARRINGTON & RICHARDSON ARMS CO.

WORCESTER, MASS., U. S. A.

Makers of  High Grade **REVOLVERS**

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and Hardware Stores almost everywhere.

#### MANUFACTURERS

Babbitt Metals . . .  
Tinnern' and Plumbers' Solder  
Ingot Brass, etc.

#### IMPORTERS AND DEALERS

Pig Tin, Pig Lead  
Ingot Copper . . .  
Antimony, etc.

**SYRACUSE SMELTING WORKS.** Factories: MONTREAL, and SYRACUSE, N.Y.

## The "DAISY" Barrel Churn

SPECIAL FEATURES FOR SEASON OF 1900.



Angle Steel Stand, with extra patented centre brace.

Patented Double Levers or Bow.

Wheels on the feet.

Hardened and Polished Steel Ball-Bearings.

Patent cover and drip tube.

**SIZES—Nos. 0, 1, 2, 3, 4 and 5.**

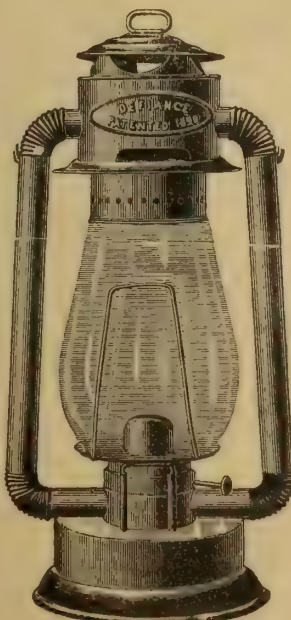
The Barrels are made of the best imported White Oak Staves, and will last many years.

Manufactured only by

**The WORTMAN & WARD  
MFG. CO., Limited**

Head Office:  
LONDON, ONT.

Eastern Branch:  
60 McGill St.,  
MONTREAL



## Defiance Cold Blast Lantern



With Patent Fluted Plate, by which the air is admitted so as to come in contact with the Globe, so tending to keep it cool.

**SOLD BY LEADING JOBBERS.**

Manufactured by

**W. W. CHOWN & CO.,**

Belleville,

Ontario.



# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

MONTREAL, April 13, 1900.  
HARDWARE.

**T**HE only change of importance that resulted from the quarterly meeting of the makers last week was a new discount on tacks. Barbed wire is firmer but there is little to report in its case and the movement in plain wire also is of smaller volume than it was. Wire nails are still moving on old orders, and there is also a fair trade in cut nails. Horseshoes and horsenails are without alteration, and the same can be said of screws, bolts and nuts, rivets, etc.

**SMOOTH WIRE**—A movement on account of old orders continues, and prices are steady at \$3.45 per 100 lb. base.

**GALVANIZED WIRE**—Some lots are still going forward. We quote: Nos. 6, 7 and 8 gauge, \$4.37½; No. 9, \$3.47½; No. 10, \$4.52½; No. 11, \$4.57½; No. 12, \$3.62½; No. 13, \$3.72½; No. 14, \$5.12½; No. 15, \$5.42½; and No. 16, \$5.62½.

**FINE STEEL WIRE**—A small business is noted, with discounts 12½ per cent.

**BRASS AND COPPER WIRE**—Without change. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

**FENCE STAPLES**—Trading moderate and prices unchanged—\$3.75 for bright and \$4.35 for galvanized.

**WIRE NAILS**—There are a fair lot of shipments still moving out. Prices are unaltered at \$3.45 for jobbing and \$3.35 for carlots f.o.b. Montreal.

**CUT NAILS**—A moderate trade is noted, and prices are steady at \$2.85 for small and \$2.75 for carlots f.o.b. Montreal.

**HORSE NAILS**—Quiet, with discounts 50 per cent. on Standard and 50 and 10 on Acadian.

**HORSESHOES**—There is little activity to report in this line. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow shoes, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; X L steel shoes all sizes, 1 to 5, No. 2 and larger, \$4.20; No. 1 and smaller, \$4.45; feather-weight, all sizes, \$5.45; toe weight

steel shoes, all sizes, \$6.55 f.o.b. Montreal.

**SCREWS**—Trade is of seasonable volume. Discounts are: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

**BOLTS**—There is a fair business in these. Discounts are as follows: Tire bolts, 60 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 52½ per cent.; nuts, square, 3½c. per lb. off; nuts, hexagon, 4c. off; tire bolts, 60 per cent.; stove bolts, 60 and 10; plough bolts, 50 per cent.

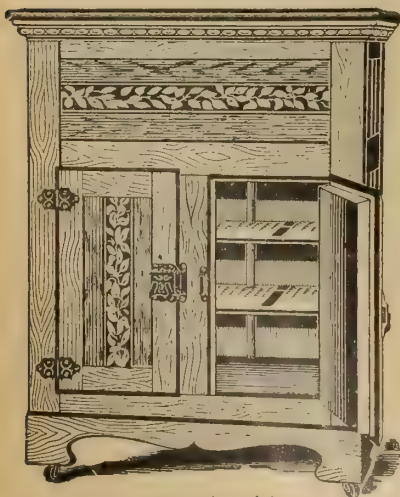
**RIVETS**—Without any change. We quote as follows: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 45 per cent. off; swedes iron burrs, 40 per cent. off; copper rivets, 35 per cent.;

WE RECOMMEND

THE . . .

## Model Refrigerator.

MADE IN SIX SIZES.



**For Cleanliness,  
Coldness and  
Sweetness.**

It embodies all the best features necessary for the most perfect results, viz:

**Removable Sectional Ice Box.**

**CERITE LINING**, a non-heat conductor.

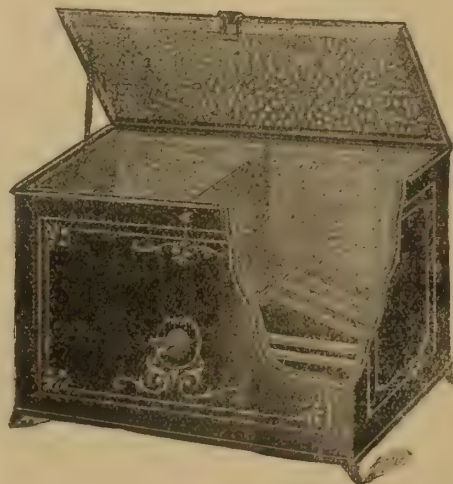
**BEST ARRANGED ZINC LININGS.**

**No Glued Joints to Loosen with Dampness.**

**Solid Bronze Locks and Handles. Golden Oak Finish.**

## Japanned Ice Box.

3 SIZES.



Made of **HEAVY GALVANIZED SHEET IRON**, with double walls.

**Large Provision Chamber** and suitable Ice Compartment.

**NICKEL-PLATED LEVER TAP** for drawing water off ice.

**SECTIONAL SHELVES** allow of larger articles being placed in box.

**Moderate in Price. Unequalled in Utility.**

**Just the thing for Small Families or Campers.**

# THE McCLARY MFG. CO.

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER

Our Large Resources allow us to **GUARANTEE PROMPT SHIPMENT.**



There's neither magic nor  
any occasion for magic in  
galvanized iron—Apollo is  
workable—magic enough.

Apollo Iron and Steel Company  
26 St Sulpice Street  
Montreal

**Cements** { **PORTLAND  
ROMAN  
KEENE'S**

**Bricks . .** { **FIRE  
BUILDING  
PAVING**

**Sand . . .** { **SILICA FIRE  
MOULDING  
BUILDING**

**F. HYDE & CO.**

37 Wellington street, MONTREAL

**English Castor Oil**

GUARANTEED PURE.

Pharmaceutical, Tasteless, Cold Drawn  
First Pressure  
Second Pressure

In cases of 2 tins and in barrels. Stocked  
by all Hardware, Oil and Color men.

**The Hull Oil Manufacturing Co.**  
LIMITED

**B. & S.H. THOMPSON & CO.**

Agents for Canada - MONTREAL

**PORTLAND CEMENTS  
FIREBRICKS  
FIRECLAY  
LIVERPOOL SALT  
LAND PLASTER  
PLASTER OF PARIS  
WHITING**

Straight or mixed cars.

**J. WATTERSON & CO.**  
MONTREAL.

coppered iron rivets and burrs, in 5-lb.  
carton boxes, 45 per cent. off.

**CORDAGE**—There is a fair trade in rope,  
with Manila 16c. base, sisal 11½c., and  
lath yarn 10¼c. base.

**HARVEST TOOLS**—Forward orders are  
noted.

**SPADES AND SHOVELS**—Discounts un-  
changed at 40 and 5 per cent. with a fair  
business noted.

**CUTLERY**—There is a good spring trade  
in this line.

**SPORTING GOODS**—Guns and ammuni-  
tion are moving well. Shot is firm at  
\$3.75 per 100 lb.

**FIREBRICKS**—Firmly held here at \$19 to  
\$24 per 1,000 as to brand.

**CEMENT**—Strong in tone in sympathy  
with foreign markets. We quote: Ger-  
man, \$2.60 to \$2.80; English, \$2.45 to \$2.60;  
Belgian, \$2.10 to \$2.40 per bbl., ex store.

#### METALS.

There is a good spring movement in these  
since the opening of the month.

**PIG IRON**—This material is very firm on  
spot, and sales of No. 1 Scotch have been  
made at \$28, but to arrive, for spring and  
summer delivery, figures range all the way  
from \$25.50 to \$27.

**BAR IRON**—There has been no further  
change in bar iron, which is quoted at  
\$2.40 to \$2.45 per 100 lb. as to quantity.

**BLACK SHEETS**—Firm. We quote: 8  
to 15, \$3.10; 18 to 20, \$2.90; 22 and 24,  
\$2.95; 26, \$3.10, and 28, \$3.15.

**GALVANIZED IRON**—There has been a fair  
business in this line. We quote: No.  
28 Queen's Head, \$4.75 to \$5.00, and No.  
26, \$4.50 to \$4.75; Comet, No. 28, \$4.45  
to \$4.70, and No. 26, \$4.15 to \$4.45.

**INGOT COPPER**—This metal is steady  
here at 18c.

**INGOT TIN**—The changes in value outside  
have not affected the spot price for this  
metal, which ranges from 35 to 36c.

**LEAD**—Steady and unchanged, at \$4.60  
to \$4.70.

**LEAD PIPE**—In good demand and steady.  
We quote: 7c. for ordinary and 7½c. for  
composition waste, with 15 per cent. off.

**IRON PIPE**—Unchanged. We quote: ¼,  
\$3.40; ½ to ¾, \$3.60; ¾, \$4; 1, \$6;  
1¼, \$7.60; 1½, \$9.75, and 2-in., \$13.35.

**TIN PLATES**—There is a fair movement in  
a jobbing way, and prices are unchanged at  
\$4.50 for coke and \$4.75 for charcoal.

**CANADA PLATE**—Quiet and steady. We  
quote: 52's, \$3.25; 60's, \$3.35; 75's,  
\$3.45; full polished, \$3.50, and galvanized,  
\$4.85.

**TERNE PLATE**—Unchanged at \$8.75.

**SWEDISH IRON**—Has advanced 25c.,  
being stiff at \$4.25.

**COIL CHAIN**—In more inquiry. We  
quote: No. 6, 12½c.; No. 5, 11c.; No. 4,

## "Dominion Crown" HORSESHOE IRON.

Always the standard for high-  
class work.

IMPORT ONLY.

**A. C. LESLIE & CO.**  
MONTREAL



IRON AND  
BRASS

# Pumps

Force, Lift and Cistern  
Hand and Power.

For all duties. We can  
supply your wants with  
—quality the best and  
prices right. Catalogues  
and full information for a  
request.

**THE R. McDOUGALL CO., Limited**  
Manufacturers, Galt, Canada

**ADAM HOPE & CO.**

30 JOHN STREET N.

Hamilton, Ont.

**PIG TIN**  
"Lamb and Flag"

**INGOT COPPER  
PIG LEAD  
ZINC SPELTER  
ANTIMONY**

All orders promptly  
shipped from stock.

**NOVA SCOTIA STEEL CO.**

Limited

NEW GLASGOW, N.S.

Manufacturers of

# Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel



NOW that the season for varnishing is near at hand, it is good policy to have on hand a stock of varnish you have confidence in and can safely recommend.

## ELASTILITE VARNISH

*Will Fill This Want  
to Perfection.*

You can recommend it for either interior or exterior use and rest perfectly assured that it will give complete satisfaction.



Manufactured only by

**The Imperial Varnish and Color Co., Limited**  
TORONTO, ONTARIO, CANADA.

10 1/2 c.; No. 3, 10c.; 1/4-inch, 8 1/2 c.; 5-16, \$6.00; 3/8, \$5.40; 7-16, \$5.15; 1/2, \$5.00; 9-16, \$4.85; 5/8, \$4.80; 3/4, \$4.75; 7/8, \$4.75, and 1 inch, \$4.75.

**SHEET ZINC**—Trade fair, and prices steady at 7 to 7 1/4 c.

**ANTIMONY**—As last quoted, 10 1/2 c.

**SPELTER**—Prices are firmly held.

### GLASS.

There has been no new feature in this market. We quote as follows: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

### PAINTS AND OILS.

There has been a fair degree of activity exhibited in this department of trade, but the only feature out of the ordinary has been the advance of 3c. per gallon in linseed oil to 71c. for raw, and 74c. for boiled. Prices on all other lines are unaltered. We quote:

**WHITE LEAD**—Best brands, Government standard, \$6.75; No. 1, \$6.37 1/2; No. 2, \$6; No. 3, \$5.62 1/2, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

**DRY WHITE LEAD**—\$5.75 in casks; kegs, \$6.

**RED LEAD**—Firm; casks, \$5.10; in kegs, \$5.35.

**WHITE ZINC PAINT**—Pure, dry, 8c.; No. 1, 6 1/2 c.; in oil, pure, 9c.; No. 1, 7 1/2 c.

**PUTTY**—We quote: Bulk, \$1.75; bladders, in bbls., \$1.90; bladders, in cases, \$2.05; in tins, \$2.15 to \$2.40.

**LINSEED OIL**—Raw, 71c.; boiled, 74c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

**TURPENTINE**—Single barrels, 85c.; two to four barrels, 84c.; five barrels and over, open terms, the same terms as linseed oil.

**MIXED PAINTS**—Firm; \$1.20 to \$1.40 per gallon.

**CASTOR OIL**—Firm; 7 1/2 to 8c.

**SEAL OIL**—45 to 47 1/2 c.

**COD OIL**—32 1/2 to 35c.

**PARIS GREEN**—Firmly held at the rise: 1-lb. packets, 19 1/2 c., and drums, 18 1/2 c.

**NAVAL STORES**—Fair demand for all lines, and prices show no change: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4 1/2 to 5 1/2 c. for colored, and 6 to 7 1/2 c. for white; oakum, 5 1/2 to 6 1/2 c., and cotton oakum, 10 to 11c.

### HIDES.

Have been quiet, but steady. We quote as follows: Beef hides, 9, 8 and 7c. per lb. Lambskins and clips, 10c.

# We are Offering

Window Glass, Paints, Oils, Cordage, Builders' Hardware, Wire, Wire Nails, Lawn Mowers, Harvest Tools, Spades and Shovels at closest prices.

**OUR MOTTO:**

**PROMPT SHIPMENT, RIGHT PRICES.**

**JOHN BOWMAN**  
**HARDWARE & COAL CO.,**  
....London, Ont.

each. Sheepskins, \$1 to \$1.10 each, and calfskins, 9 to 11c. per lb.

### PETROLEUM.

There has been no change since last week. We quote as follows: "Acme," 19c.; "Perfection" and "Silver Star," 17 1/2 c.; Canadian refined, 17 1/2 c., and Pratt's Astral, 22 1/2 c.

### COAL.

As last quoted: Stove, \$6; chestnut, \$6; egg, \$5.75; Scotch grate, \$6.25; Scotch steam, \$4.25 to \$4.75; Tower ports steam, \$3.75 to \$4.

### ONTARIO MARKETS.

TORONTO, April 12, 1900.

### HARDWARE.

THE improvement in trade noted during the past week or two still continues, and payments are a little more satisfactory than they were. About the only quotable change in prices to be noted is a reduction of about 5 per cent. in the price of certain lines of tacks, particulars of which are given elsewhere. Business for prompt shipment is brisker than it was. Shipments of orders booked some time ago continue to be freely made, and the trade is looking for good brisk spring business. In the screw trade, an interesting feature is the increase in orders for prompt shipment, showing that



the large orders which were booked before the advance have been taken care of.

**BARBED WIRE**—There is still some business being done in this line for prompt shipment, and orders booked some time ago are still going out. We quote carload lots, f.o.b. Cleveland, at \$3.52½ per 100 lb. and less than carload lots, \$3.77½, Toronto.

**GALVANIZED WIRE**—Business in this line is just moderate, and devoid of any particularly striking figures. We quote: f.o.b. Toronto: Nos. 6, 7, 8 gauge, \$4.40; No. 9, \$3.47½; No. 10, \$4.55; No. 11, \$4.60; No. 12, \$3.62½; No. 13, \$3.77½; No. 14, \$5.15; No. 15, \$5.45; No. 16, \$5.65.

**SMOOTH STEEL WIRE**—Quite a brisk business is being done in oiled and annealed wire, some large shipments going forward during the past week. This is, however, largely to complete orders booked early in the season. In hay-baling wire very little is being done. Base price is unchanged at \$3.45 per 100 lb.

**WIRE NAILS**—Some of the local houses this week received inquiries for wire nails from buyers in the United States, but the price in this market is too high to allow of any business being done. Locally, large quantities of nails are still being delivered on orders booked some time ago, and, if anything, business for prompt shipment is a little brisker than it was a week ago. Prices are firm and unchanged at \$3.40 per 100 lb. f.o.b. Toronto, Hamilton and London for carlots, and \$3.50 for smaller quantities.

**CUT NAILS**—The demand for these appears to be a little better than it has been for some time. The base price is unchanged at \$2.85 Toronto, Hamilton, London and Belleville.

**HORSESHOES**—Trade is quiet, and prices without change, manufacturers not having made any alterations at their recent meeting. We quote f.o.b. Toronto, Hamilton, London and Guelph as follows: No. 2 and larger, light, medium and heavy iron shoes, \$4.05; snow shoes, \$4.30; light steel shoes, \$4.35; featherweight shoes, all sizes, \$5.60. No. 1 and smaller, light, medium and heavy iron shoes, \$4.30 per keg; iron snow shoes, \$4.55; light steel shoes, \$4.60; featherweight steel shoes, all sizes, \$5.60.

**HORSE NAILS**—Trade is also quiet in this line. The discount is 50 per cent. on standard oval head, and 50 and 10 on Acadian.

**SCREWS**—Large quantities of screws are still going forward to fill orders placed earlier in the year, but business shows some improvement for prompt shipment. Prices are steady and unchanged. We quote as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.: round

## YOU'RE CERTAIN OF THE BEST

WHEN YOU ORDER OUR

## CORRUGATED IRON

FOR SIDINGS, ROOFINGS, CEILINGS, ETC.

It is always reliable—made from best English and Apollo Sheets—absolutely free from scale, pin holes, or other defects.

Each sheet is accurately squared, and the corrugations pressed one at a time, not rolled—the result being an exact fit without waste.

You'll find it well worth while to send us your specifications.

Any size or gauge desired—galvanized or painted—straight or curved.

**METALLIC ROOFING CO., Limited** KING and DUFFERIN STREETS, **Toronto.**

head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

**BOLTS AND NUTS**—Business keeps good in both stove and tire bolts with prices steady and unchanged at quotations. We quote as follows: Norway bolts, full, square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 62½ per cent.; nuts, square, 3½c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

**RIVETS AND BURRS**—A nice steady trade is being done in this line. We quote as follows: Carriage section, wagon box, rivets, etc. 45 per cent.; black M rivets, 45 per cent.; iron burrs, 40 per cent.; copper rivets, 35 per cent.; bifurcated, with box, 1.25; coppered iron rivets and burrs, in 5-lb. carton boxes, 30c. per lb.

**CHURNS**—These are still in active demand. Discount 58 per cent. on revolving churns from factory and 56 per cent. from stock in Montreal.

**WRINGERS AND WASHERS**—An active demand is still to be noted in regard to both wringers and washing machines at unchanged prices.

**ICE CREAM FREEZERS AND REFRIGERATORS**—It is not usually until May that many deliveries are made in either of these lines. At present, however, large shipments are being made on account of the fact that dealers throughout the country are pressing for delivery, stating they desire to

get their stocks into shape for the early spring trade.

**OIL AND GAS STOVES**—Some large deliveries of gas stoves have been made during the past week, but very few oil stoves have so far gone forward.

**ENAMELED WARE**—The demand for enameled ware has improved during the past week and there is now quite a nice sorting-up trade being done.

**TINWARE**—A good business is still being done in tinware. Although the business is chiefly in dairy supplies, the demand is not confined to this particular line, as a little of everything in tinware is going out.

**ROPE**—As vesselmen are busily fitting out, quite a good demand is being experienced for manila rope. The base price is unchanged at last week's advance, being 16c. per lb. Sisal is unchanged at 12c. per lb.

**HARVEST TOOLS**—These are going out quite freely, and although stocks are getting low they appear to be still well assorted. Prices on staple lines are well maintained. Discount, 50 and 10 to 50, 10 and 5 per cent.

**SPADES AND SHOVELS**—Jobbers' stocks in this line are also getting well reduced, although they are still in a fairly well assorted condition. Discount, 40 and 5 per cent.

**CUTLERY**—The demand for cutlery is not as it was, and very little business has been done during the past week.

**SPORTING GOODS**—An improvement, in a sorting way, is to be noted in sporting goods, while prices are steady and unchanged.

**POULTRY NETTING**—Business keeps fairly



good in this line at the unchanged discount of 40 per cent.

**GREEN WIRE CLOTH**—Business keeps good in green wire cloth, and the price is firm at \$2 per 100 square feet.

**SCREEN DOORS AND WINDOWS**—Very large shipments of these have gone forward during the past week.

**CEMENT**—An excellent spring trade is doing. In addition to an unusual activity in building and paving operations, some large contracts have been placed for such works as the elevators at Port Colborne and Montreal. Manufacturers of the best Canadian cement report difficulty in filling orders. We quote nominally in barrel lots: Canadian Portland, \$2.80 to \$3.00; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

**SPRING HINGES**—A decidedly brisk demand has been experienced for these, and deliveries have been free during the past week.

#### METALS.

The metal market appears to be in a good, healthy condition, and the tendency of prices generally is firm. The only change we have to note locally in prices is interne plates and ingot copper.

**PIG IRON**—The market is steady, and we still quote as follows: No. 1 Hamilton, \$24 to \$25 per ton at the furnace; No. 1 Tonawanda, \$25.40 in bond, Toronto, and No. 2, \$24.40; No. 1 Southern, \$24 in bond, Toronto.

**BAR IRON**—Although the Montreal mills have advanced their prices, the mills in the west are still quoting as before, consequently our quotations are unchanged at \$2.45 to \$2.50 base, Toronto.

**PIG TIN**—Trade has been fairly active during the past week, although the orders have, individually, been small, as a rule. There is still somewhat of a scarcity in stocks of local jobbers. The price is unchanged at 37 to 38c. The outside markets are, as a rule, firm at the moment.

**TIN PLATES**—Trade in this line has been only moderate during the past week in the way of shipments from stock. A few import orders have been booked. Quotations are unchanged.

**TINNED SHEETS**—Trade is more active in this line, although the demand, generally speaking, is not large, as at least some of the wholesale houses induced their customers sometime ago to purchase heavily.

**TERNE PLATES**—The feature in this line is an advance of \$1 in price, I C being quoted at \$9.50, and I X at \$11.50.

**CANADA PLATES**—A few shipments have been made from stock during the past week, some inquiries have also been received for

prices for import, and a few transactions have taken place on this account. We quote as follows: All dull, \$3.35 to \$3.50; half polished, \$3.45 to \$3.60; all bright, \$3.85 to \$4.

**BLACK SHEETS**—The demand is largely confined to small lots. The base price is unchanged at \$3.60.

**GALVANIZED IRON**—Trade has improved during the past week, the demand being better for large as well as for small lots. The business just now appears to be about equally divided between English and American sheets. Case lots are still quoted at \$5.10 for English, and \$4.75 for American, with an additional 15c. per 100 lb. for less than case lots.

**COPPER**—The feature in this line is an advance of ½c. per lb. in ingot copper, which is now quoted at 19½ to 20½c. per lb. Sheet copper is unchanged at 23 to 23½c. per lb. There is a good demand for sheet copper, but in ingot copper business is only being done in a small way.

**BRASS**—A fairly good trade is being done in brass, without any change in prices.

**SPELTER**—The demand is moderate for small lots and prices are unchanged at 7 to 7½c. per lb.

**ZINC SHEETS**—The demand for both large and small lots has been good during the past week, and prices are as before, at 7½c. per lb. for cask lots, and 7¼c. per lb. for part cask.

**LEAD**—The demand for this line is quiet at present, with prices unchanged at 5 to 5½c. per lb.

**SOLDER**—The demand during the past week has been active, with prices steady and unchanged. We quote: Half-and-half, 21 to 22c. per lb.; refined, 20 to 21c., and wiping, 20 to 20½c.

**LEAD PIPE**—Business is perhaps picking up a little for lead pipe, and prices are steady and unchanged. We quote: Ordinary pipe, 7c., and waste, 7½c. per lb. Discount, 15 per cent.

**IRON PIPE**—The demand keeps good for iron pipe, with quotations firm and unchanged. We quote as follows: Black pipe, ¼ to ¾ inch, \$3.60; ½ inch, \$3.70; ¾ inch, \$4.20; 1 inch, \$5.90; 1¼ inch, \$7.85; 1½ inch, \$9.75; 2 inch, \$13; 2½ inch, discount off to 6 in the list 45 per cent. Galvanized pipe is quoted as follows: ½ inch, \$6; ¾ inch, \$7.75; 1 inch, \$10.50; 1¼ inch, \$15.50; 1½ inch, \$18.25; 2 inch, \$25.50.

**RANGE BOILERS**—The demand is fairly good in this line, but prices remain low. We quote as follows: Standard, tested to 200 lb., guaranteed for 2 years, 30 gals., \$6.75; 35 gal., \$7.75; 40 gal., \$9. Standard, extra heavy, tested 250 lb., guaranteed for 5

## OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery.  
6d. and 1s. Canisters.

# 'WELLINGTON' KNIFE POLISH

## JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.  
**Wellington Mills, London, England.**

Agent:

**JOHN FORMAN, 644 Craig Street  
MONTREAL**



**COVERT MFG. CO.**  
West Troy, N.Y.  
**DERBY SNAP.**  
With Plated Rust Proof and Guarded Spring.  
**"THE LATEST AND BEST."**  
For Sale by all Jobbers at Manufacturers' Prices.



**PRIEST'S CLIPPERS**  
Largest Variety, Toilet, Hand, Electric Power  
**ARE THE BEST.**  
Highest Quality Grooming and Sheep-Shearing Machines.  
**WE MAKE THEM.**  
SEND FOR CATALOGUE TO  
American Shearer Mfg. Co., Nashua, N.H., USA

**The Best Door Closer is  
NEWMAN'S INVINCIBLE FLOOR SPRING**

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. **MADE ONLY BY**  
**W. NEWMAN & SONS,**  
Hospital St., Birmingham.

**SEND** for specimen copy of Phillips' Monthly Machinery Register, containing over 5,000 entries of new and second-hand machinery of every description. The oldest established and most successful medium in the world. Established 25 years for the purpose of introducing those who have machinery for sale, to those who wish to buy, has a circulation of about 50,000 copies per annum, all over the world, and is used for continual reference by a large number of firms. It is consequently a most valuable advertising medium for all engineers and manufacturers. Subscription, 6s. per annum, price per copy, 6d. Sole Proprietor, CHAS. D. PHILLIPS, M.I.M.E., Newport, Mon., England. Telegraphic address: "Machinery, Newport, Mon."

Do you handle the ...



**Aylmer Spray Pumps?**

**IF NOT,  
Why not do so?**

THE AYLMER is universally acknowledged by the fruit-growing community to be the best Pump in the market to-day, and during the past two years has taken first place at every contest wherever shown, taking the Jubilee award at Toronto Industrial Exhibition, also first place at St. Petersburg, Russia at Manchester, Eng., and at Ottawa, Ont.

THE AYLMER is to-day the most powerful, easiest-working and most durable Pump in the market. If our travellers have not called on you write us for terms. Liberal discounts to the trade. **EVERY PUMP WARRANTED.**  
**AYLMER IRON WORKS.**



years, 30 gal., \$8.40; 35 gal., \$9.25; 40 gal., \$10.60.

**ANTIMONY**—Business in this line is quiet, with price unchanged at 11 to 11½c. per lb. for Cookson's.

**HOOPS**—Trade in this is active at present for both large and small lots, and stocks are in fair condition. The base price is quoted at \$3.25.

#### PAINTS AND OILS.

Jobbers are still busy filling spring orders. No repeat orders have yet been received, but it is expected that a couple of weeks of favorable weather would start them coming briskly. Prices keep firm. Linseed oil shows an advance of 2c. The English market shows a tendency to advance rather than to decline as was anticipated. The reason assigned for this change is that the supplies of seed for grinding have been much smaller than was expected. The stiffness here, however, has more to do with local conditions than the feeling in foreign markets. It is possible that if the early English boats to Montreal do not bring a liberal supply of oil, that a scarcity may be noted here. Prices, therefore, are likely to remain high here until the shortage is relieved by supplies from Great Britain. When these arrive a decline of a few cents is likely. White lead is easy at an unchanged basis. Turpentine has fluctuated considerably in the South, but prices keep steady here. We quote:

**WHITE LEAD**—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½; No. 3, \$5.75; No. 4, \$5; dry white lead in casks, \$5.75.

**RED LEAD**—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

**LITHARGE AND ORANGE MINERAL**—Litharge, 6 to 6½c.; orange mineral, 8 to 8½c.

**WHITE ZINC**—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

**PARIS WHITE**—90c.

**WHITING**—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

**GUM SHELLAC**—In cases, 22½c.; in less than cases, 25c.

**PUTTY**—Bladders, in bbls., \$1.90; bladders, in 100 lb. kegs, \$2.05; bulk, in bbls., \$1.75; bulk, in less quantities, \$1.90.

**PLASTER PARIS**—New Brunswick, \$1.90 per barrel.

**PARIS GREEN**—Petroleum, bbls., 18c.; arsenic, kegs, 18¼c.; drums, 50 and 100 lb. 18¾c.; drums, 25 lb., 19¼c.; tins, 1 lb., 20¾c.; tins, ½ lb. 22¾c.; packages, 1 lb., 19¾c.; packages, ½ lb., 21¾c.

**PUMICE STONE**—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

**LIQUID PAINTS**—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

**SEAL OIL**—54c. per gallon, and yellow seal at 45c.

**CASTOR OIL**—East India, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

**LINSEED OIL**—Raw, 1 to 4 barrels, 70c.; boiled, 73c.; 5 to 9 barrels, raw, 69c.; boiled, 72c.; 10 to 19 barrels, raw, 66c.;

84,000 Daily Production.  
5 Factories. 5 Brands.

## NICHOLSON FILES

For sale all  
over the World.



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.  
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

## BRITISH PLATE GLASS COMPANY, Limited.

Established 1778

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass.** Also of a durable, highly-polished material called "**MARBLETTÉ**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No. 68 St. Helens.

boiled, 69c. To outside points, 2c. more is charged.

**TURPENTINE**—Single barrels, 83c.; two to four barrels, 82c., freight allowed; in less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged. To outside points 2c. more.

#### GLASS.

There is a fair movement from stock. A few scattered import orders are still coming in, though the bulk of this business is done. We quote first break as follows: Star, in 50-foot boxes, \$2.20, and 100-foot boxes, \$4.20; double diamond under 25 united inches, \$6.25, Toronto. Hamilton and London; terms 4 months or 3 per cent., 30 days.

#### COAL.

Pea and nut sizes are still scarce. Little is doing however, so the shortage does not seriously effect trade. Prices are likely to remain unchanged for some time. We quote anthracite at Buffalo and bridges immediate delivery: Nut, \$5 per gross ton, or \$4.46 per net ton; egg and stove, \$4.75 per gross ton, or \$4.24 per net ton; grate, \$4.50 per gross ton, or \$4.01 per net ton.

#### MARKET NOTES.

Terne plates are quoted \$1 higher.

Ingot copper is ½c. per lb. dearer.

Linseed oil has advanced 2c. per gallon.

A slight reduction has been made in the price of certain lines of tacks.

#### A CIRCULAR FROM BELGIUM.

The following circular, recently issued by the manufacturers of arms, of Liege, Belgium, is interesting because of the style of its English as well as because of the significance it bears re the tendency of prices in arms:

Considering the considerable and persisting advance of the prices of the combustibles and all raw products, advance which rises for certain of these products up to 100 per cent.;

Being that without reducing sensibly the quality of the arms, which they have furnished precedently, they are materially in the impossibility to maintain the prices quoted till now;

The manufacturers of arms of Liege, united in a general meeting, February 18, 1900, decided that all prices anteriorly quoted are to be advanced immediately and notably, and to bring this order of the day to the notice of the customers.

#### MR. POPE IS SECRETARY.

Mr. J. H. K. Pope has been appointed secretary of The McClary Manufacturing Co., in succession to the late Mr. Gunn, who died in October last. Mr. Pope has been in the employ of The McClary Manufacturing Co. for the past 12 years as a member of the office staff.

#### BELLEVILLE, A DELIVERY POINT FOR CUT NAILS.


Belleville has been made a delivery point for cut nails, on account of the establishment there of the works of The Abbott-Mitchell Steel and Iron Co.

"MOST ANY TIRE IS SOME GOOD  
UNTIL SOMETHING HAPPENS TO IT—  
THEN YOU WISH IT WERE A  
**G&J TIRE**  
DETACHABLE"

Suit the clear conscience agent, who can honestly look his customer in the face with assurance that he is offering the highest and newest type of detachable tire—they'll give you no trouble.

**Insist on them.**

American Tire Co., Limited  
Toronto.



Repairs Free.



## TRADE CHAT.

**T**HE town council of St. Louis, Que., has agreed to submit to the voters of the town a by-law granting \$30,000 to the Phoenix Bridge and Iron Co. on condition that the company erect a \$40,000 factory and instal a \$25,000 plant in the town, and pay over \$60,000 per annum in wages.

The Letang Hardware Co., Montreal, has been incorporated.

Carmichael, Ross & Co. have started as bicycle dealers, repairers, etc., at West Lorne, Ont.

McBride & Livingstone have started as dealers in agricultural implements in Rodney, Ont.

The coal dealers of Brantford, Ont., have agreed to ask for cash on delivery for all coal delivered after June 1.

Fire did about \$25,000 damage to the lumber and sawmill of Louis Frechette, St. Ferdinand d'Halifax, Que.

The Manitoba Union Mining Co., Winnipeg, have decided to instal a plant for the manufacture of Portland cement.

Frank Whiteley, blacksmith, Cumnock, Ont., committed suicide on Tuesday last week by taking a dose of strychnine.

Robert Banford, general merchant, Lachute, Que., has removed to Vankleek Hill, Ont., where he has opened a general store.

C. D. Wilson, harness dealer, Mount Albert, Ont., has shipped two large consignments of harness to the Northwest, and is working on a third big order.

J. W. Flavelle has been appointed 2nd vice-president of The Canada Cycle and Motor Co., Limited, in the place of E. R. Thomas, who has resigned because of ill-health.

A can factory is to be established in Ottawa, in which, it is said, a ton of metal per pay will be used for making air and water-tight cans for holding 100 lb. of carbide each.

The Ontario Glass Co., manufacturers of glass fruit jars, etc., Kingsville, Ont., has been reorganized, Mr. Gordon, of The Sydenham Glass Co., Wallaceburg, taking an interest in the company.

R. G. Hervey, president of the Nova Scotia Southern Railway, proposes to build a branch from New Germany to Lockeport, N.S. The line will give railway connection to a good section of country.

It is estimated that there are now 600,000 acres prepared for the 1900 crop in Manitoba more than was ready a year ago. The wheat crop is expected to exceed last year's by 2,500,000 bushels and the oat crop by

600,000 bushels. The late fall is partly accountable for this, as well as the increased number of settlers.

The Central Peat Co., has been incorporated with headquarters in Toronto, and \$50,000 capital. The directors of the company are: J. M. Shuttleworth, D. A. McPherson and E. J. Checkley.

At a recent meeting of the shareholders of the Montreal Rolling Mills Co., it was unanimously decided to increase the capital of the company by \$250,000. This brings the total up to \$750,000, and the new capital will be expended in enlarging the buildings and equipment in order to keep them up to increased requirements.

The Gould, Shapley & Muir Co., Limited, manufacturers, of windmills, pumps, etc., Brantford, Ont., have offered to increase their works to employ twice as many hands as they now have, if Brantford will place a value of \$7,000 and charge \$280 per year on their building, after their present lease expires in 1918. They are now paying a nominal rental and tax of \$4 per year. The manufacture committee of the council has recommended that the offer be accepted.

## THE CANADIAN ARCHITECT'S SPRING NUMBER.

The special spring number which The Canadian Architect and Builder, Toronto and Montreal, have issued is one of the finest numbers of its kind that its publishers have ever issued. The editorial, news and advertising service shows that our energetic contemporary is as fully in touch as ever with the architectural and building trades in all sections of Ontario. A feature of the issue is a number of supplements showing designs and photographs illustrating some of the best specimens of the architect's art and builders' skill in Canadian residences, hotels, and business offices. Two views of the Royal Hotel, Hamilton, are especially good. This volume is a credit to Canadian journalism.

## A USE FOR ADVERTISEMENTS.

We frequently refer to the effective advertising done by merchants throughout Canada by bringing advertisements in **HARDWARE AND METAL** to the attention of their customers. Some of them cut out the advertisements and paste them on the windows or to the showcases, where they attract attention. Mr. W. J. Jeandron, representing Dana & Co., told a representative of **HARDWARE AND METAL** that Kerr & Robertson, who do a nice business in St. John, N.B., have always used the advertisements of "Peerless" and "Zero" ice cream freezers to induce their customers to give them an order for this particular make of freezers. As the advertisements are well written they have proved a great help.

## A GREAT SUCCESS!

For Exposed  
Or Interior  
**Painting**  
The Best Known  
Combination

For  
General Decorating  
Is the

**Canada Paint**  
Company's



For all work, Inside or Out, this brand is the perfection of Paint.

The **WHITE CROSS** brand has been frequently imitated but never equalled.

**PAINTERS** express the greatest satisfaction with the Paint.

In ordering, note the registered  
**TRADE MARK:**

**WHITE CROSS BRAND  
PERMANENT WHITE**

This is a **SNOWY WHITE PAINT** with great covering power—will take as much thinner as **PURE WHITE LEAD** and do as much work. Ground extremely fine in **SPECIAL MILLS**.

Put up in 25-lb. Irons.

Price Ex Montreal, \$6.37½ per 100 lbs.

Price Ex Toronto, \$6.50 per 100 lbs.

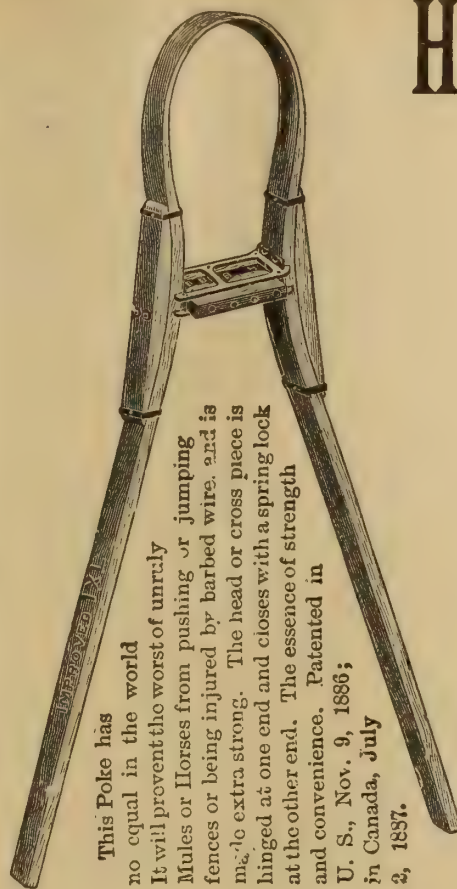
THE

**Canada Paint**

Company, Limited

Montreal and Toronto.



**IRON**{ Galvanized Sheets  
Black Sheets**TINPLATES**{ Coke  
Charcoal  
Best Charcoal**CANADA  
PLATES**{ Half Bright  
Galvanized**OIL**{ Linseed  
Castor**CEMENTS**{ English  
Belgian.TO ARRIVE OR TO IMPORT.  
QUOTATIONS ON APPLICATION.**J. Watterson & Co.**  
MONTREAL.**HORSE POKES.****Improved  
I. X. L.**

ALSO:

**Montreal,  
Climax,  
Dominion,  
Dictator,  
Champion.**Ask your wholesale house for our make,  
or write**Strathroy  
Manufacturing Co.**  
STRATHROY, ONT.**NET LOSS, \$9.00****On Every Wheel Sold Without  
DUNLOP TIRES.****CONFESSIONS OF A DEALER.**

"Last year," said a bicycle dealer, "I thought I was making money by pushing a tire that cost me nearly a dollar a pair less than Dunlop tires. You know a good talker can sell any tire he likes to advise, twice out of every three times. I did. As I say, I thought I was saving money. But it is a case of 'the cat came back.' My customers are coming back this year. They want to exchange their wheels for new ones, and I actually have to allow them the same price for wheels fitted with those cheap tires as I allow for wheels fitted with Dunlops. And for a second-hand wheel fitted with Dunlops I can get \$10 more. I'm out \$9. Of course, I would be a dollar ahead if I did like some dealers do—move my place of business, open up under a new name, and push another cheap tire for a season.

"I'm going to sell Dunlop tires this year on every wheel. They pay best in the long run. There's a broad, liberal guarantee with every pair of 'em."—From Toronto Evening Telegram, March 17th, 1900.



These are the only tools you'll need.

**THE DUNLOP TIRE CO., Limited**MONTREAL  
ST. JOHN

TORONTO

WINNIPEG  
VANCOUVER



## TRADE IN OTHER COUNTRIES THAN OUR OWN.

THE understanding which has existed between prominent manufacturers of bicycle bells in the United States has been terminated, and the market is now an open one, with a good deal of irregularity in prices.

The demand for structural material in the United States, owing to the opening of the building season, continues to be one of the brightest features in the market, and while none of the mills in this district have received notably large orders in the past week, a sufficient number of small orders was booked to keep the mills in operation for some time, says Iron Trade Review.

### IRREGULARITY IN REGISTERS.

There is a good deal of irregularity in the market for registers, ventilators, etc. The condition is indicated in the fact that while the regular association price for black japanned registers to the small trade is discount 30 per cent., prominent jobbing houses are selling them at discount 50 per cent., and some manufacturers are making a slightly lower figure. There are indications that prices on combination goods are not in all cases strictly maintained.—Iron Age.

### A MATTER OF ARGUMENT.

The iron market to-day is largely a matter of argument and opinion concerning what is in store for the trade, and events are secondary. Indeed, it is the absence of events that has given first place to the manufacture and expression of sentiment. The talking campaign for lower prices has been energetic in a way; but it is recognized that while talk may influence the policy of buyer and seller for a time, the factors really determining prices are deeper and stronger. One element of improvement has appeared in the past week, in the partial clearing up of the labor situation. The resumption of work by the machinists at Chicago is on a basis which should guarantee continued operation, the matters to be arbitrated being such that their settlement is not likely to jeopardize peace.—Iron Trade Review, Cleveland, O.

### HARDWARE TRADE IN THE UNITED STATES.

Indications generally point to something of an increase in the volume of business, especially with the jobbers. The coming of spring has a stimulating effect on trade, but the advance of the season has not been such as to awaken a marked activity as yet. Manufacturers are still feeling the effect of the large sales of last year, many of their customers having sufficient goods on hand for their present requirements. In a good

many lines, manufacturers are glad of an opportunity to accumulate something of a stock, while they are careful to avoid an undue accumulation of goods, and are, therefore, reducing somewhat their output. This policy is evidently one the effect of which will tend to give stability to the market. The question as to the maintenance of existing prices is attracting much attention, and the iron market is closely watched, with a view to determining what its tone is, and the course which it is likely to take. Manufacturers' prices for hardware are, in nearly all lines, well maintained, but there is a good deal of cutting on the part of the jobbers. Advices from different parts of the country indicate that the increased cost of building is limiting enterprise in this direction.—Iron Age.

### METAL MARKETS FOR A MONTH.

S. W. Royse & Co., Manchester, Eng., in their report of the metal market for March say: "In our report of a month ago upon the pig iron market, we mentioned the existence of a distinctly hopeful feeling as to the near future, and this has been fully justified by the course of events during the current month. There has been a continuously strong demand, and prices have steadily advanced to the extent of about 5s. per ton for Scotch iron and about 6s. per ton for Cleveland. This is largely due to extremely heavy requirements for export. During the last few days very large sales have been made, and there are still eager buyers at full prices, but the difficulty is to get offers of iron, makers being so heavily committed. The manufactured iron trade in the Midlands is very active, makers being extremely busy, and prices very firm. Copper has advanced about £3 during this month, and is steady, but is quoted much lower for forward delivery. Tin has fluctuated considerably, and closes about £11 lower. Spelter has fallen about 15s. and is easy. Lead is practically unchanged, and is steady."

### NEW YORK METAL MARKET.

PIG TIN—Buying was on strictly hand-to-mouth order, but the market showed fairly strong undertone for spot and near-future delivery. Speculative buying is tame, however, despite the probability of higher cost in the near future. Sales were made at 30½ to 30¾c. for spot and near-future delivery, and 1c. less would have been accepted in some quarters for May or other near-future delivery.

COPPER—The market remains very firm, under the influence of good buying on both export and home trade account. Lake

Superior in is not openly offered at less than 17½c., and most producers have placed their figures at 17½c. On casting stock, the lowest quotation is 16½ to 17c. with offerings moderate, and electrolytic is 16¾c. upwards.

PIG LEAD—The market remains very steady, with only ordinary business, but seemingly enough to keep matters in good shape and hold prices steady.

SPELTER—Only fair business is passing here, but considerable business is going on in the Western market, and prices are held firmly on the basis of 4.75 to 4.80c. for prime Western delivered here or at common point. The London cable to the Exchange quoted £22 3s. 9d. for good merchant brands.

ANTIMONY—Except in a small way, there is little doing in regulus, and prices remain steady at 9¾ to 11c., as to brand and quantity.

TINPLATE—There is no really new feature in the market. Business is of ordinary character and prices remain steady.

IRON AND STEEL—Pig iron is somewhat irregular in price, but without quotable change, and selling quite as well as usual at this season of the year. Steel rails, track supplies, and structural material remain steady in price and moderately active.—New York Journal of Commerce, April 11.

### A CHANGE IN THE TACK LIST.

The only change made in prices by the manufacturers at their recent meeting was in certain description of tacks, the discount on which is higher. The lines affected by the change and the new discounts are as follows:

|                                              | New discounts.<br>Per cent. | Old discounts.<br>Per cent. |
|----------------------------------------------|-----------------------------|-----------------------------|
| Cheese box tacks, blued.                     | 80, 12½ and 5               | 80 and 12½                  |
| Carpet tacks, blued and tinned.              | 75, 10 and 5                | 75 and 10                   |
| Cut tacks, blued, in doz. only.              | 70, 10 and 5                | 70 and 10                   |
| Swedes cut tacks, blued and tinned, in bulk. | 80 and 5                    | 80                          |
| Swedes cut tacks, blued and tinned, in doz.  | 70, 10 and 5                | 70 and 10                   |
| Swedes upholsterers', in bulk.               | 80, 12½ and 5               | 80 and 12½                  |
| Swedes gimp, blued, tinned and japanned.     | 70, 10 and 5                | 70 and 10                   |

### PERSONAL MENTION.

Mr. McNaughton, of Lamplough & McNaughton, Montreal, has just returned from a trip through the West, and reports business first-class in every section.

### A FULL LINE OF NEW SAMPLES.

Knox Henry, the Canadian agent of The Gunn Castor Co., Limited, has just received a full line of new samples of these goods. Prices and particulars in regard to all lines will be promptly mailed to any member of the trade on application.



CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY.  
MONTREAL.

## LUBRICATING OIL

27 to 28 Gravity. Delivered in  
barrels F.O.B. Cars here at 20c.  
per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont

## KNOX HENRY

Heavy Hardware and Metal Broker  
Room 220 1/2 Board of Trade, MONTREAL.

**SPECIALTIES** - C Brand Horse Nails - Canada  
Horse Nail Co.

**BOLTS** - Tire and Stove Rivets of all kinds - Chal-  
craft Screw Co.

**BRASS GOODS** - Gunn Castor Co., Limited, Bir-  
mingham, Eng.



Pullman Sash Balance Co.

Makers of the

"Pullman"  
Hardware  
Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

## BUSINESS NEWS

of any kind that is of value to business men  
supplied by our Bureau. We can give you  
market quotations from any town in Can-  
ada, reports from the city markets, stock  
quotations, etc. You can get commercial  
news from any Canadian paper through us.

Write us, giving us particulars of what  
you want and where you want it from, and  
we will quote you prices by return.

"Clippings from any Canadian paper on  
any subject."

CANADIAN PRESS CLIPPING BUREAU,

505 Board of Trade Bldg., MONTREAL, QUE.

Telephone Main 1255.

6 Front St. West, Toronto. Telephone 2148.

## Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

## Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable  
Castings, Boiler Tubes, Engine Cylinders, Hy-  
draulic and other Machinery where great strength  
is required; Strong, High Silicon Iron, for Foundry  
Purposes.

## CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word  
each insertion; cash in advance. Letters, figures,  
and abbreviations each count as one word in estimat-  
ing cost.

## SITUATION VACANT.

WANTED—A FIRST-CLASS HARDWARE-  
man. Married man preferred. References  
required. Apply, stating salary, experience, etc.,  
to W. C. Crawford, Tilbury, Ont. (15)

The Department of Railways and Canals  
has announced that the Welland canal will  
be opened on April 20, the St. Lawrence on  
April 25, and the Lachine canal on May 1.

## IN BUYING

## LINSEED OIL

it is always well to get the purest and  
best—something you can recommend and  
guarantee to your customers.

Stewart Bros. & Spencer's

is the best. Name on every barrel.  
Special quotations for import.

J. WATTERSON & CO.

MONTREAL, Agents for Canada.

## Hardwood CHARCOAL

in Bulk or Sacks.

## WOOD ALCOHOL

equalling Methylated Spirits as a solvent.

Manufactured only by ...

THE STANDARD CHEMICAL CO., Limited

Factories { Fenelon Falls.  
Deseronto.

Gooderham Building, TORONTO

75 YEARS.

ESTABLISHED 1825.

75 YEARS.

## CELEBRATED HEINISCH SHEARS.

Tailors' Shears,  
Trimmers, Scissors,  
Tinnners' Snips, etc.

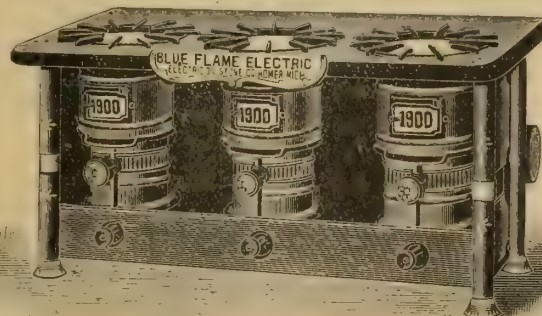


ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 90 Chambers St  
NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.



THE BEST SUMMER COOK STOVE MADE.

## Our Blue Flame Electric Oil Stove.

Cabinet Form, Aluminum Bronze Finish.  
An exceedingly powerful Blue Flame.  
No Smoke, Dust or Dirt.  
Three sizes. Every Stove Guaranteed.

THE ROCHESTER LAMP CO., of Canada.

24 Front Street West, TORONTO.



# HEATING AND PLUMBING

## THE EFFECT OF VELOCITY OF CIRCULATION.

BY J. H. KINEALY.

IT is usual to assume that the amount of heat emitted per hour per square foot of surface of a hot-water radiator depends only upon the difference between the average temperature of the water in the radiator and the temperature of the air in the room, and is not affected by a change in the temperatures of the entering and leaving water so long as the average temperature is not changed. That is, it is usual to assume that for a temperature in the room of 70 deg. and an average temperature of the water in the radiator of 170 deg., the amount of heat emitted per square foot per hour is independent of whether the water enters the radiator at 175 deg. and leaves it at 165 deg., or enters at 180 deg. and leaves at 160 deg.

It is safe to assume that most hot-water radiators hold about 1 pint of water per square foot of heating surface; and since, as the old couplet says, "a pint's a pound, the world around," we may conclude that most radiators hold about 1 lb. of water per square foot of heating surface. Now, if we assume that we have a radiator which, for an average temperature of the water in it of 170 deg., emits 170 heat units per hour per square foot of surface, it is evident that, when the water falls 10 deg. in passing through the radiator, 17 lb., equal to 170-10, of water pass through the radiator per square foot of heating surface per hour. While, if the water falls 20 deg. in passing through the radiator, it is evident that only 8.5 lb., equal to 170-20, of water pass through the radiator per square foot of heating surface per hour. In other words, when the water enters the radiator at 175 deg. and leaves it at 165 deg., losing 10 deg., the circulation through the radiator is just twice as rapid as when the water enters at 180 deg. and leaves at 160 deg., losing 20 deg.

The assumption, therefore, that the heat emitted by a radiator per square foot of surface per hour depends only upon the difference between the average temperature of the water in the radiator and the temperature of the air in the room means that we assume that the transfer of heat from the water through the radiator to the air is independent of the rapidity of the circulation of the water through the radiator. And this last assumption is not correct, for we know as a result of both experience and laboratory experiments that the more rapid the passage of any warm fluid, air or water,

over a cooling surface, the greater is the transfer of heat from the warm fluid to the cooling surface.

Experiments of late years have shown that to increase the velocity of hot water through a tube immersed in cool water results in a very marked increase in the amount of heat transferred from the hot water to the cool water. But, unfortunately, we have not enough experiments upon hot-water radiators to say how much the amount of heat emitted by a radiator per square foot of surface per hour is affected by the velocity of the water passing through it. We know that we are wrong in the assumption which we make every day in regard to the heat emission from hot-water radiators, but how far wrong we are we do not know.

The circulation of the water through a radiator of a given system depends upon the difference between the average temperatures of the water in the supply and return pipes, and this difference is largely due to the cooling of the water in the radiator. A small loss of temperature in the radiator means a quick circulation through the radiator, but a small difference between the average temperatures of the water in the supply and return pipes to make the water circulate from the boiler through the pipes and the radiator back to the boiler. And a large loss of temperature in passing through the radiator means a sluggish circulation in the radiator itself, but a large difference between the average temperatures of the water in the supply and return pipes to bring about the circulation of the water from the boiler through the pipes and the radiator back to the boiler.

It is probable that we may conclude that a small loss of temperature in a radiator must necessitate the use of large pipes, and results in efficient heating surface for the system; while a large loss of temperature allows the use of smaller pipes and results in a less efficiency of the heating surface.

The less efficient the heating surface of a system is the greater must be the number of square feet of heating surface to supply a given amount of heat. And hence, if the conclusion above be correct, it means that when designing a hot-water heating system we must provide larger pipes for a small loss of temperature of the water in the radiator, than for a large loss, but we need not supply quite as much radiating surface for the small loss as for the larger loss. But, until further data are secured we

are unable to say how much the efficiency of the heating surface is affected by an increase or decrease of the loss of temperature of the water while passing through the radiator.

The effect of the circulation of the water in the radiator of a hot-water system is a subject which merits more attention than it has been, or is now, receiving, and it is to be hoped that investigations will be made which will throw more light upon the subject. Such an investigation would be in line with the progress which is being made in our knowledge of heating and ventilation, and the facts which would be obtained would undoubtedly be of value.—Metal Worker.

## PLUMBING AND HEATING CONTRACTS.

The Bennett & Wright Co., Limited, Toronto, have contracts for plumbing and heating in residences for W. A. Martin, Park road, and for the Macpherson estate, Rosedale, and Miss Franklin, Spadina avenue.

The Keith & Fitzsimons Co., Limited, Toronto, have the contract for extensive alterations to the plumbing in the Queen's Hotel, Toronto.

Purdy, Mansell & Co., Toronto, have the contract for plumbing and heating a large residence for Geo. A. Griffin, Guelph.

G. & E. Blake, St. John, N.B., whose tender for the plumbing, etc., in the Alexandra school, St. John, was accepted, have withdrawn, as they had made a miscalculation in estimating. The contract has been given to Peter Campbell & Co., the next lowest tenderers. The price is \$2,680.

## INSURANCE AND GASOLINE LAMPS.

Hereafter, all users of gasoline vapor lamps in Toronto will have to pay extra insurance for the privilege. At the meeting of the Toronto Board of Fire Underwriters, held the other day, it was agreed to charge 25 per cent. per annum extra on all places where one or two lamps were used, and 10 per cent. extra per lamp for all over two.

In addition to this, the assured must warrant that no artificial lights be permitted in the room when the reservoir is being filled; that the reservoir shall not exceed one quart capacity; that no gasoline except that contained in the reservoir shall be kept within the building, and not more than five gallons in a tight and entirely closed metal





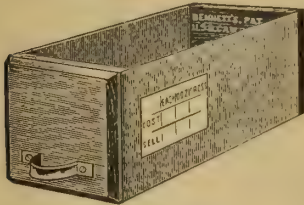
TRADE MARK  
**JMT**  
**VALVES**

The best—  
For all uses.  
Of all dealers.

THE  
**JAS. MORRISON**  
**BRASS MFG. CO.**  
LIMITED,  
Toronto.

*McLaskill, Dougall & Co*  
*Time Varnish & Japan*  
*Manufacturers.*  
*Montreal*  
*Price Lists on application*

ONLY ONE OPINION ABOUT



## BENNETT'S SHELF BOX.

Toronto, March 15, 1900.

To J. S. Bennett, Toronto.

Dear Sir,—Having installed in my store 312 of your patent shelf boxes, I must say that I am more than pleased at not only the utility of the boxes, but at the striking appearance they give the store generally. I feel that they are a boon to the trade and should be in every up-to-date store.

Yours truly, W. C. McFARLAND.

Boxes made to fit your present shelving. Full particulars from

**J. S. BENNETT, 20 Sheridan Ave., Toronto**

## LEADER CHURNS

are supplied with Angle Steel or Wood Frames, as may be desired. All have Bicycle Ball Bearings of a superior kind—four different styles—with double levers or cranks. Patent Internal Breakers with all Lever Churns.



Practical tests by experts demonstrate that Internal Breakers bring results, both as to quality and quantity, not otherwise obtainable, and also reduce the time required for the operation almost one-half.

Sold at the same price as other makes.

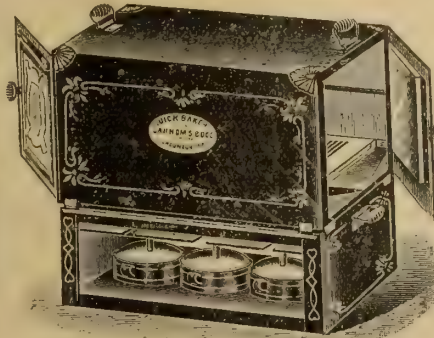
**The Dowsell Manufacturing Co.**  
HAMILTON. Limited

Eastern Agents:

**W. L. Haldimand & Son, Montreal, Que.**

# ECONOMY GASOLINE STOVES — AND — QUICK-BAKER OVENS

are especially well adapted for baking, ironing, etc., in summer, and always give perfect satisfaction.



No Dust. No Dirt.  
No Ashes. No Waste.  
No Discomfort.

10 pounds bread baked  
for 1 cent.

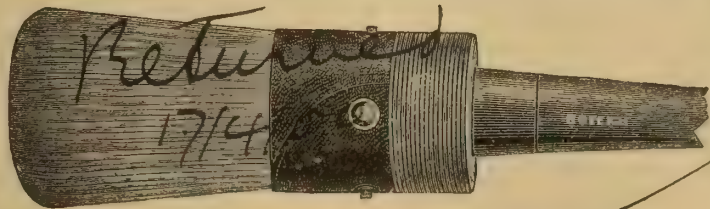
8 dozen biscuits baked  
for 1 cent.

The Quick-Baker oven is adapted for use on gas, gasoline, or coal oil stoves.

THE TRADE CAN MAKE MONEY HANDLING THESE GOODS. WRITE FOR PRICES.

**The Cannon Stove & Oven Co., Limited**  
197 King St., LONDON, ONT.

## SPRING PROFITS



are made in the spring. You lose money if you are not prepared for the demands of this season. A good display of

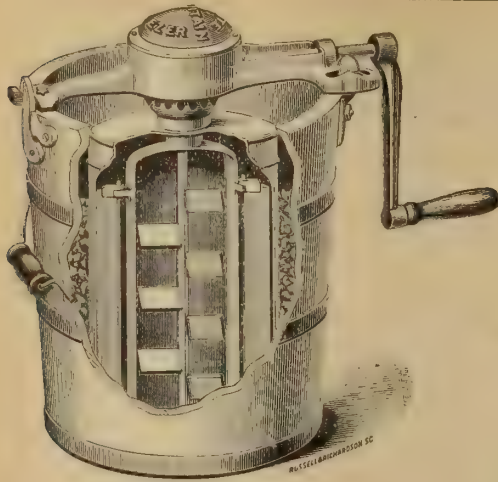
**BOECKH'S** BRIDLED  
PAINT **BRUSHES**

is all that is necessary to increase the sale of your paint brush department. They have the largest sale because they are the best.



80 York St  
TORONTO.





**TRIPLE  
MOTION**

**DUPLEX  
DASHER**

**QUICKEST  
FREEZING**

**BEST  
RESULTS**

## STRONG POINTS

THAT MAKE

# White Mountain Freezers

Superior to any ICE CREAM FREEZER made.

THAT'S WHY WE SELL THEM.

**McCLARY MFG. CO.,**

London, Toronto, Montreal,  
Winnipeg and Vancouver.

**H. S. HOWLAND, SONS & CO.,**

Toronto.

SOLE AGENTS FOR THE DOMINION.

can, free from leaks, on the premises adjacent thereto, and that the lamps shall be hung from a metal support of sufficient mechanical strength and at a distance of at least three feet on all sides from any inflammable or combustible material.

### SOME BUILDING NOTES.

**C**HARLES E. CHURCH, Halifax, Commissioner of Public Works and Mines for Nova Scotia, is asking for tenders for the erection of a science building at Truro, N.S., up to Tuesday May 1.

Preparations are being made for the erection of a hotel at Shallow Lake, Ont.

H. Sanderson has let tenders for a brick terrace on Edmonton street, Winnipeg.

The Christian Workers, MacNab street, Hamilton, intend building a new church this summer.

About \$15,000 will be spent in improving and extending the station at Levis, opposite Quebec, on the St. Lawrence.

The council of Mount Forest, Ont., has passed a resolution asking the G.T.R. to erect a new passenger station at that place.

C. A. Codson, Vancouver, intends erecting a \$5,000 residence on Pendrill street. Contractor Yonge, Victoria, has the work in charge.

A large hotel is being built at the corner of Harold avenue and Bridge street, Kamloops. McDonald & Hitchcock will be the proprietors.

Spring building operations have commenced in Merriton, Ont., and work has been started on new houses for A. Pettigrew and D. McCarthy.

Permits have been issued in Quebec to Ed. Mathieu, for a two-storey house at 96 King street, to cost \$5,000, and to J. B. Boucher, for a house on Bayard street, to cost \$5,000.

The Toronto Separate School Board will erect an eight-roomed brick school on the St. Michael's Cathedral property; a four-roomed school at Toronto Junction; a two-roomed school at Parkdale, and will add

two rooms to the Bolton avenue school. This will cost about \$35,000.

A Fredericton, N.B., despatch states that the Queen's Hotel, Fredericton, has been secured by St. John, N.B., capitalists, who intend to enlarge and improve it to cater to tourist trade.

Leslie R. Fair is preparing plans for a residence for the poor of Cornwallis township, N.S., at Billtown. It is to be fitted with all modern sanitary improvements in heating, ventilation, etc.

Architect T. Hooper, Victoria, is calling for tenders for a brick building on Cormorant street for Wah Yune & Co., and for a 120 x 60 ft. building on the corner of Government and Herald streets, for Jim F. Yuen, Victoria.

Charles Knechtel, architect, Waterloo, Ont., is preparing plans for a large residence for G. B. H. Lang; for a house on Queen street for John Fennells; for a machine shop for Tuerk Bros.; for residences for George Ziegler and Mr. Bielstein, Ahrens street, Waterloo; for Shirley & Dietrich's new office, Galt, Ont., and a dwelling for Alf. Snyder, St. Jacob's, Ont.

### PLUMBING AND HEATING NOTES.

James R. Annett, John J. Main and Joseph Wright have registered partnership under the style of The Canadian Heine Safety Boiler Co.

The Cardinal, Ont., electric light plant was destroyed by fire on Sunday.

Robert Young and John T. Crawford, proprietors of the Wiarton, Ont., electric light works, have dissolved. Robert Young continues.

### TORONTO BUILDING PERMITS.

Building permits have been issued in Toronto to M. A. Vaughan, for a two-storey brick laundry in the rear of 26 Brunswick avenue, to cost \$2,000; to Mrs. E. W. Dyas, for a two-storey residence on Hooper avenue, Centre Island, to cost \$1,300; to Mrs. M. Cornell, for a two-storey residence

at 58 Spruce street, to cost \$1,400; to the C.P.R., for a wood and galvanized iron freight shed near the Union Station, to cost \$14,000; to George C. Watson, for a pair of semi-detached, two-storey brick and stone residences on Dufferin street, near King street, to cost \$5,000; to The Lever Bros., Limited, for a two-storey brick and stone office building on the Don esplanade, to cost \$50,000. Spratt & Rolph are the architects of The Lever Brothers' building.

### CATALOGUES, BOOKLETS, ETC.

CLELAND BROS. & CO.'S CATALOGUE.

Cleland Bros. & Co., Meaford, Ont., have issued their catalogue No. 7, showing, in addition to the wheelbarrows, etc., which this firm has succeeded in making popular on the Canadian market, the large range of washing machines and trucks, which they have lately begun to make. As the range of machines made by this firm is large and includes many particularly good styles, it would be worth while writing for one of their catalogues to the head office in Meaford, or to the selling agents of the house, Alex. Gibb, Montreal, E. H. Bissett, Winnipeg and James Cooper, Vancouver.

### WOOD'S PLANISHED SHEET IRON.

Though the power of illustrations in advertising literature is becoming generally recognized, the booklet which the W. Dewees Wood Co., McKeesport, U.S., have just issued is a revelation in this respect. Any person looking at the illustrations in this work could not fail to be interested in the method of manufacture of the firm's product, to be impressed with the growth of their business, and to read the brief, pithy sketch which shows the reason why their sheet iron has succeeded so remarkably well in getting "the grip" on the market for such material.

The Sieling Furniture Co., of Walkerton, Ont., has shipped several carloads of furniture to Great Britain lately. This company is now doing a large business, and has over 70 hands constantly employed.





Ontario Nut Works, Paris

BROWN &amp; CO.

Manufacturers of

All sizes of Hot Pressed  
Nuts, Square and Hexagon

.. FULL STOCK ..

Salt Glazed Vitrified

Double Strength Culvert Pipe  
a Specialty.

THE CANADIAN SEWER PIPE CO.

TORONTO, ONT.

HAMILTON, ONT.

ST. JOHNS, QUE.

## Helps to Success.

If success is the reward of merit, then Church's Alabastine deserves your confidence, because it sells on its merits as the only sanitary and permanent coating for the walls and ceilings of your rooms. Kalsomines decay on the walls and are unsanitary—wall papers contain poisonous coloring matter and are the refuge of vermin—but Alabastine (never sold in bulk) hardens with age, like the rock from which it is made. It does not rub off or scale—you use it with COLD water. It is one of the "helps to success." But you must be sure to ask for and insist on having

## CHURCH'S ALABASTINE.

For sale by paint dealers everywhere.

Free, to anyone who will mention this paper, a 45-page book, "The Decorator's Aid." It gives valuable information about wall and ceiling decorating.

The Alabastine Co. (Limited), Paris, Ont.

TRADE IN THE NORTHWEST SUPPLIED BY

G. F. Stephens & Co.,  
Vancouver Hardware Co.,Winnipeg, Man.  
Vancouver, B.C.

# DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA

## "MAXWELL FAVORITE CHURN"

**PATENTED FEATURES:** Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive.

## LAWN MOWERS.

High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

## WHEELBARROWS.

In Four different sizes.

If your Wholesale House does not offer you these articles

SEND DIRECT TO US.



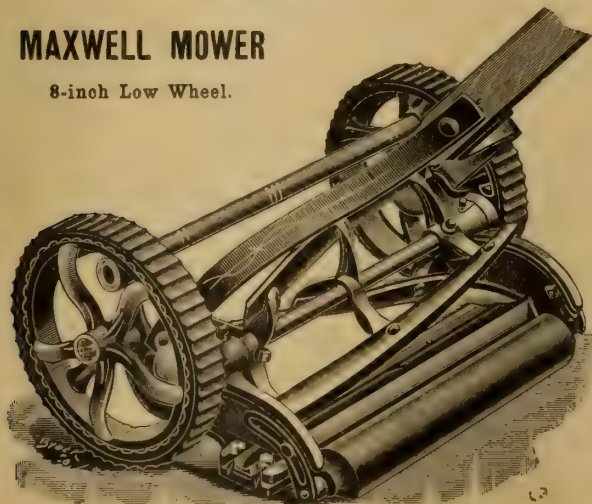
Steel Frame Churn.



Wood Frame Churn.

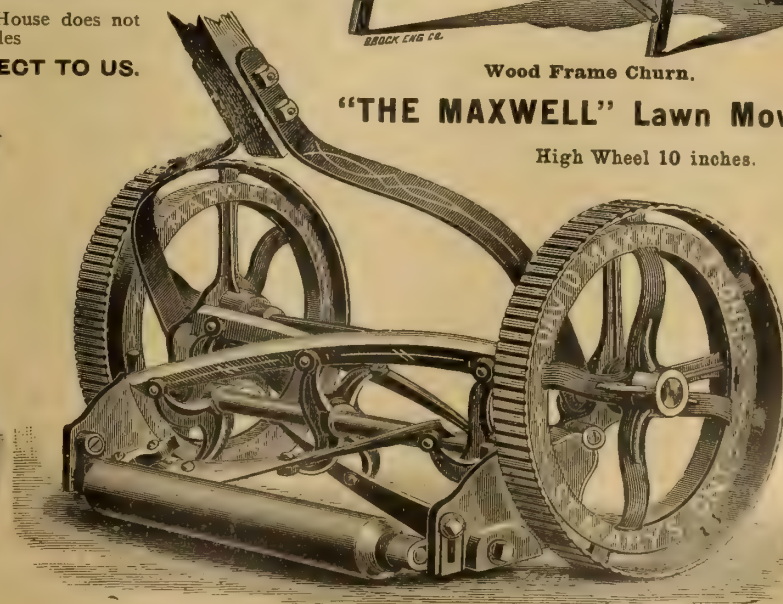
## MAXWELL MOWER

8-inch Low Wheel.



## "THE MAXWELL" Lawn Mower

High Wheel 10 inches.





## THE RELATION OF EXPENSES TO PROFITS.\*

By John Plummer.

I CERTAINLY appreciate the high honor conferred upon me by our worthy president and secretary in asking me to take a part in this meeting.

As stated on the programme, my subject is "The Relation of Expenses to Profits," and possibly no other subject is of such vital importance to us as the consideration of our expenses and profits.

### METHODS CHANGING.

We are compelled to give attention to this subject, because, like other branches of business, the hardware business is changing, and the methods of years ago will not apply to-day, or if applied the result will inevitably be a change of hands in the ownership of the store.

Not long ago a man with average ability and a little money could open a hardware store in almost any village or city in our State, and was sure of a good living. His expenses were not heavy and his customers were not cranky. It was not necessary for him to have his store as well finished as the store of the dry goods merchant. It did not need to be so orderly as the grocery, because most of his customers were men—farmers we may say—who came to buy and not to criticize; men who knew what they wanted, came and got it, paid their money and left. As to the hardwareman himself, his appearance was not much of a consideration, his dress did not worry him.

### A NEW ERA.

But times have changed; customers have changed with the times, and they demand something different. They asked for better stores and better stores came. They asked for a greater variety of goods and a greater variety appeared on our shelves; they asked for more attention when making their purchases and more clerks were seen behind the counters; they demanded of the proprietor more attention to his personal appearance and more new clothes were needed. Clean linen takes the place of the once common hickory. And, my friends, what did all this mean? It meant that a progressive civilization caused a wonderful increase in our expenses, and in addition to the time and money at first required the merchant was compelled to throw in more brain work to keep pace with the growing demand.

There are expense items now that years ago were not dreamed of and some of them I shall mention later.

### IMPORTANCE OF ACCURATE ACCOUNTS.

No man can expect to succeed in business without keeping a careful record of the busi-

ness he does, expenses and profits, and when he does that he is able to see where he can retrench and where he ought to expand; where he is losing and in what particular line he is making a profit.

Hardware is no longer a guess, it has been reduced to a scientific basis, and the man who starts in the business with a clear conception of that has plenty of room for success.

### ANALYZING THE EXPENSE ACCOUNT.

Let us now look at some of the items of expense, and I may say this calculation has been taken from the books of some of our best business men and averaged, so that I have no hesitancy in saying that I think it comes very nearly representing the true expenses of an average hardware store. Three per cent. is added and becomes a part of the cost of the goods. Gross profits on sales, 20 per cent. On the gross profits we must count our expenses. We find that of this 20 per cent. profits it is spent much as follows:

| Per cent. of gross profits paid for— | Per Cent.      |
|--------------------------------------|----------------|
| Help.....                            | 21             |
| Rent.....                            | 9              |
| Fuel.....                            | $\frac{1}{2}$  |
| Light.....                           | $1\frac{1}{2}$ |
| Stationery, etc.....                 | $\frac{1}{2}$  |
| Stamps, telephone and telegraphs.... | 3              |
| Tax and revenue.....                 | $2\frac{1}{2}$ |
| Advertising.....                     | $3\frac{1}{2}$ |
| Insurance.....                       | $\frac{3}{4}$  |
| Incidentals.....                     | $5\frac{1}{4}$ |
| Total.....                           | 48             |

Here we see that almost half of our 20 per cent. gross profits has been paid before we come in for any share ourselves, and the remaining 52 per cent. of 20 per cent. of our sales may be classed as our salaries, interest, and doubtful accounts. Is it possible to cut down this expense list? Over this question I have worried considerably, and I am afraid I must answer in the negative.

And if we are compelled to judge of the future by the past, instead of the expenses being cut down, we must face the inevitable and acknowledge there is more chance for an increase.

### EXPAND THE BUSINESS.

How, then, shall we meet this emergency? One answer I will give this question—namely, widen our trade, that is, make more branches.

A study of this answer will show that it is practical. It is so in other lines of business. The grocer does no longer strictly confine himself to groceries; the drygoodsman has more than mere dry goods on his counter, and shall not the hardwareman profit by their example? Add to your stock different lines, as may suit the community. I find

that I can handle stoves, farming implements and saddlery to good advantage, the expenses being but very little more, while it gives me a greater base to work upon, a greater investment, a larger amount upon which to count my percentage of clear gain, hence larger real profits.

In this way we have an opportunity to increase our sales, to make use of our increased facilities without much additional expense. Hence, whatever profits we have are more clear gain than formerly. Under this method of work we can thus figure to a nicety almost all our expenses and profits.

### A SUPPOSITIOUS CASE.

For instance, let us suppose a man with an investment of \$5,000 in stock carefully chosen should have sales amounting to \$20,000 per year. His gross profits would be \$4,000; his net profits, \$2,000. Allowing the proprietor \$100 per month salary, there is still left \$800, which will stand for his dividends or interest on his money invested. This assumes that the proprietor is a business man—a man who puts not only his physical power into the work, but brains also. A man who gives it his thought and plans just what he must handle to suit his trade—who is careful that no dead stock is allowed to accumulate on his shelves or bad debts on his books.

### THE DEDUCTION.

Now, my hearers, let us moralize a little, and then I am done. Why are we in the hardware business? We are in business for the almighty dollar; we are in it to succeed and not to fail, and yet some of us do fail, and for the simple reason that we do not give sufficient attention to the relation of expenses to profits.

Gentlemen, keep your hand on that place, which I take the liberty of calling the pulse of the business.

Notice its record, and, should your expenses exceed 50 per cent. of your gross profits, something is wrong which must be righted. Let every item be watched; be systematic; be not tempted to launch into wild speculation with the expectation of future great profit; such men may succeed, but where one is successful nine will fail. Study your business; get to understand it; stick to it and it will stick to you.

### KNEW WHAT HE WANTED.

Customer—Good morning! I would like to look at some of your chest protectors.

Hardware Dealer—You're in the wrong store, my friend. You'll find the chest protectors in the gent's furnishing store across the way.

Customer—Excuse me, but a padlock is the best protector for the kind of chest I'm thinking of.—Hardware Dealers' Magazine.

\* Paper read before the Ohio Hardware Association.



The Demand for our  
New Range

THE  
**IMPERIAL OXFORD**

Increases daily. Every one sold causes other sales, so enthusiastic are householders over its improved features.

**ITS EASE OF REGULATION  
ECONOMY IN USING FUEL  
DIFFUSIVE FLUE CONSTRUCTION  
FRONT DRAW-OUT GRATE  
OVEN THERMOMETER  
DRAW-OUT OVEN RACK**

and other conveniences, give it a superiority quickly appreciated.

You're sure of speedy sales when handling the Imperial Oxford.

Better write us for full information and price list.

**The Gurney Foundry Co.,**

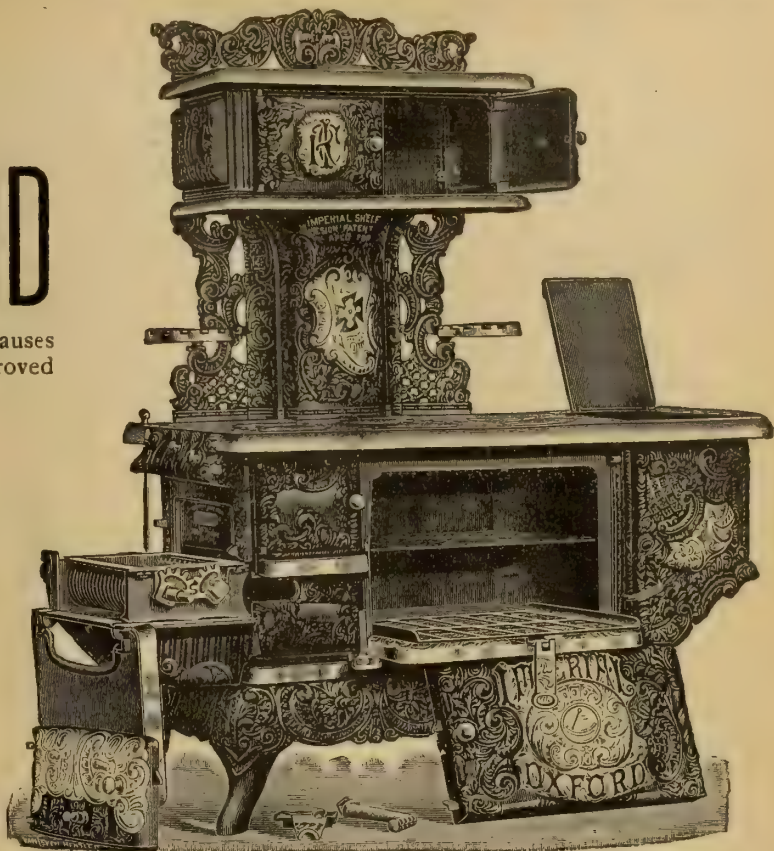
... Limited.

TORONTO

WINNIPEG

VANCOUVER

**The Gurney-Massey Co., Limited, Montreal.**



# THE SPRING TRADE



To secure thoroughly reliable goods send  
your orders for

**Ready-Mixed House and Floor Paints,  
Varnishes, Japans, Coach Colors,  
White Lead, Colored Paints, Enamels,  
Wood Stains, Wall Tints, Putty, etc.**

To **Henderson & Potts,**

**NOVA SCOTIA PAINT AND  
VARNISH WORKS,**

**HALIFAX, and 747 Craig St., MONTREAL.**

Sole Agents for the  
Dominion for

**Brandram's Celebrated White Lead.**



## MANITOBA MARKETS.

WINNIPEG, April 9, 1900.

**T**RADE is very good and prices in all lines of hardware are very firm, but no changes of any kind have occurred during the week. The warm, fine weather has led to a good deal of activity in sporting goods among retail dealers, golf club goods, tennis balls and rackets, baseball and lacrosse goods being all in demand. The golf links are in fine condition, and players have been out every day for the past week.

On Friday morning, the planing mills of Brown & Rutherford, the largest and oldest in the city, were destroyed by fire. The loss is a very serious one, as this firm carried a considerable stock of finely seasoned hardwoods and finished and partly-finished goods, which were all consumed. The firm have for years made a specialty of interior wood finishings, and turned out an exceptionally fine class of work, and many local builders and contractors were depending upon them for the woodwork of buildings in course of construction and under contract. As is so often the case with planing mills, the insurance was far below the value of the material and machinery destroyed. The fire could hardly have happened at a more inconvenient time.

Price list for the week is as follows :

|                                             |         |
|---------------------------------------------|---------|
| Barbed wire, 100 lb.....                    | \$4 00  |
| Plain twist .....                           | 4 00    |
| Staples .....                               | 4 50    |
| Oiled annealed wire.....10                  | 4 12    |
| " .....                                     | 11 4 19 |
| " .....                                     | 12 4 25 |
| " .....                                     | 13 4 40 |
| " .....                                     | 14 4 52 |
| " .....                                     | 15 4 65 |
| Wire nails, 30 to 60 dy, keg.....           | 4 00    |
| " 16 and 20 .....                           | 4 05    |
| " 10 .....                                  | 4 10    |
| " 8 .....                                   | 4 15    |
| " 6 .....                                   | 4 30    |
| " 4 .....                                   | 4 35    |
| " 3 .....                                   | 4 40    |
| Cut nails, 30 to 60 dy. ....                | 3 40    |
| " 20 to 40 .....                            | 3 45    |
| " 10 to 16 .....                            | 3 50    |
| " 8 .....                                   | 3 55    |
| " 6 .....                                   | 3 60    |
| " 4 .....                                   | 3 90    |
| " 3 .....                                   | 4 15    |
| Horsenails, 45 per cent. discount.          |         |
| Horseshoes, iron, No. 0 to No. 1.....       | 4 90    |
| No. 2 and larger .....                      | 4 65    |
| Snow shoes, No. 0 to No. 1.....             | 5 15    |
| No. 2 and larger .....                      | 4 90    |
| Steel, No. 0 to No. 1 .....                 | 5 20    |
| No. 2 and larger .....                      | 4 95    |
| Bar iron, \$3.10 basis.                     |         |
| Swedish iron, \$5 basis.                    |         |
| Tool steel, Black Diamond, 100 lb .....     | 8 50    |
| Jessop .....                                | 13 00   |
| Sheet iron, black, 10 to 20 gauge, 100 lb.. | 3 50    |
| 20 to 26 gauge.....                         | 3 75    |
| 28 gauge.....                               | 4 00    |
| Galvanized American, 16 gauge...            | 4 25    |
| 18 to 22 gauge .....                        | 4 50    |
| 24 gauge.....                               | 4 75    |
| 26 gauge.....                               | 5 00    |
| 28 gauge.....                               | 5 25    |
| Genuine Russian, lb.....                    | 12      |
| Imitation .....                             | 8       |
| Tinned, 24 gauge, 100 lb.....               | 7 55    |
| 26 gauge .....                              | 8 80    |
| 28 gauge .....                              | 8 00    |
| Tinplate, 1C charcoal, 20 x 28, box .....   | 11 00   |
| " IX .....                                  | 13 00   |
| " IXX .....                                 | 15 00   |
| Ingot tin.....                              | 35      |
| Canada plate, 18 x 28 and 18 x 24.....      | 4 00    |

|                                                     |                   |
|-----------------------------------------------------|-------------------|
| Sheet zinc, cask lots, 100 lb.....                  | 9 00              |
| Broken lots.....                                    | 9 50              |
| Pig lead, 100 lb.....                               | 4 50              |
| Wrought pipe, black up to 2 inch.....50 and 10 p.c. |                   |
| Over 2 inch.....                                    | 45 p.c.           |
| Rope, sisal, 7-16 and larger.....                   | 13 50             |
| " 3/4 .....                                         | 14 00             |
| " 1/2 and 5-16 .....                                | 14 50             |
| Manila, 7-16 and larger .....                       | 16 00             |
| " 3/4 .....                                         | 16 50             |
| " 1/2 and 5-16 .....                                | 17 00             |
| Solder .....                                        | 25 1/2            |
| Cotton rope, all sizes, lb. ....                    | 16                |
| Axes, chopping .....                                | \$ 7 00 to 12 00  |
| " double bits.....                                  | 12 00 to 18 00    |
| Screws, flat head, iron, bright.....                | 75 and 10 p.c.    |
| Round .....                                         | 70 p.c.           |
| Flat " brass .....                                  | 70 p.c.           |
| Round " .....                                       | 60 and 5 p.c.     |
| Coach .....                                         | 57 1/2 p.c.       |
| Bolts, carriage 5-16 and smaller.....               | 42 1/2 p.c.       |
| 3/4 and larger .....                                | 37 1/2 p.c.       |
| Machine .....                                       | 45 p.c.           |
| Tire.....                                           | 55 p.c.           |
| Sleigh shoe.....                                    | 65 p.c.           |
| Plough .....                                        | 40 p.c.           |
| Rivets, iron.....                                   | 37 1/2 p.c.       |
| Copper, No. 8, lb.....                              | 33 1/2 p.c.       |
| Spades and shovels.....                             | 40 p.c.           |
| Harvest tools.....                                  | 50, 10 and 5 p.c. |
| Axe handles, turned, s. g. hickory, doz..           | \$2 50            |
| No. 1.....                                          | 1 50              |
| No. 2.....                                          | 1 25              |
| Octagon extra.....                                  | 1 65              |
| No. 1.....                                          | 1 25              |
| Linseed oil, raw, per gal.....                      | 74                |
| " boiled .....                                      | 77                |
| Ammunition, cartridges, Dominion R.F.               | 50 p.c.           |
| Dominion, C.F., pistol.....                         | 30 p.c.           |
| " military.....                                     | 15 p.c.           |
| American R.F.....                                   | 40 p.c.           |
| C.F. pistol.....                                    | 10 p.c.           |
| C.F. military.....                                  | Net.              |
| Loaded shells, Robin Hood, M .....                  | \$20 00           |
| Eley's soft, 12 gauge.....                          | 16 50             |
| chilled, 12 gauge .....                             | 18 00             |
| soft, 10 gauge.....                                 | 21 00             |
| chilled, 10 gauge.....                              | 23 00             |
| American, M.....                                    | 16 25             |
| Shot, Ordinary, per 100 lb.....                     | 6 25              |
| Chilled .....                                       | 6 75              |
| Powder, F.F., keg.....                              | 4 75              |
| F.F.G.....                                          | 5 00              |
| Robin Hood .....                                    | 10 00             |
| Tinware, pressed, retinned.....                     | 75 and 2 1/2 p.c. |
| plain.....                                          | 70 and 15 p.c.    |
| Graniteware, according to quality.....              | 50 p.c.           |
| Turpentine, by barrel.....                          | 87c.              |
| Less than barrel.....                               | 89c.              |

## GLASS CUTTERS' STRIKE IN BELGIUM.

United States Consul Roosevelt writes from Brussels, February 9, 1900 :

"The glass cutters' strike at Charleroi, Belgium, remains stationary. In spite of the desire of a majority of the cutters to resume work, it is more than probable that they will allow themselves to be intimidated by the leaders of the strike. Manufacturers, on the other hand, announce their determination to put out the fires before submitting to the demands of the syndicate. It is anticipated that not less than 16 furnaces in the Charleroi district will be extinguished to-day, which means a reduction of one-half the ordinary production and a clear loss in wages of 850,000 francs (\$164,050) per month. It is interesting to note that once a fire is extinguished, three weeks or a month must elapse before it can be rekindled. The cutters demand 5 per cent. increase in wages, reinstatement of strikers in all the works, and six months' contract, with provision that workmen of advanced age shall not be replaced by apprentices, unless unable to cut the manufactured glass."

## MARKING PACKAGE FREIGHT.

**A**T a meeting of the Salaberry de Valleyfield, Que., Chamber of Commerce, a few days ago, the following resolution, moved by Mr. Soles and seconded by Mr. Normandin, was carried :

"That this chamber, having taken communication of the circular dated March 5, 1900, issued by the Winnipeg Board of Trade, and directed to said chamber, doth endorse the views and conclusions of said board as to the mode which ought to be adopted as regards the marking of package freight shipped through transportation companies ;

"Therefore, be it resolved, that this chamber recognizes the necessity for and recommends to all shippers that package freight should be addressed in full, instead of, as is frequently the case, by numbers or initials, to assure the prompt and safe carriage to its intended destination by the transportation company to whom entrusted."

## AN EXPLOSION IN A HARDWARE STORE.

The hardware establishment of Geo. F. Beverley on Germain street, St. John, N.B., was destroyed by fire and explosion on Friday evening. About \$500 worth of fireworks were in the window at the time. As the proprietor was lighting the gas a drop of burning wax fell from the taper among the crackers. Mr. Beverley escaped through the door. Robt. Ward, a clerk, a few seconds later, was blown through a side window. Just as a couple of streams were turned on the fire 100 lb. of powder exploded. Plate glass windows in the neighborhood were shattered, several of the bystanders were blown off their feet, and a number were badly cut by the falling glass.

## FREIGHT RATES CUT IN B.C.

Orders have come to the local office of the Columbia and Western railway to cut all rates between this city and the various points in the boundary. The cut on general merchandise is equivalent to about 40 per cent. On produce a special rate is given, which gives a further reduction, which generally amounts to about another 25 per cent.

Freight rates to Grand Forks were \$4 per cwt., and are now \$2.50. To Eholt the charge was \$4.50, and it has been put down to \$2.75; to Greenwood the figure was \$4.50, and that has been reduced to \$3.

On market produce, butter, eggs, etc., the special rate makes an average cut of 25 per cent. on the rates as quoted above.—Miner, Rossland.



**ALEXANDER GIBB**

Manufacturers' Agent and Metal Broker  
22 St. John Street, Montreal.

Representing British and American manufacturers of  
Tinplates, Tinned Sheets, Terne Plates, Canada Plates, Gal-  
vanized Sheets, Imitation Russia Sheets, Black Sheets—Iron  
and Steel—Hoops and Bands, Proved Coil Chain, Brass and  
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.



**VanTuyl & Fairbank**

Petrolia, Ont.  
Headquarters for . . .

Oil and Artesian Well  
Pumps, Casing, Tubing  
Fittings, Drilling  
Tools, Cables, etc.

**R. C. LEVESCONTE**

Barrister, Solicitor, Notary, Etc.

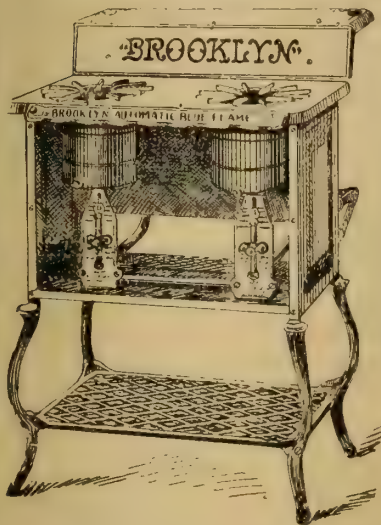
THE McKINNON BUILDING  
Cor. Jordan and Melinda Streets

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Telephone 689.  
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**"THE LEADER."**

Sole Agents,  
**E. T. WRIGHT & CO.,**



HAMILTON, ONT.

**"JARDINE"**

**TIRE UPSETTERS  
WILL UPSET TIRTS**

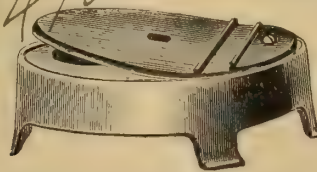
Some machines sold as Upsetter will not.  
Perhaps you make as much money on the  
sale of a useless Upsetter as on a good  
one, but your customer does not. He  
don't want a machine because it is called  
an Upsetter; he wants a machine to upset  
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

**A. B. JARDINE & CO.**  
**HESPELER, ONT.**

**Valves and Plungers.**

Only the very best leather and rubber are used  
in these goods, and all are carefully and evenly  
fitted, making them the best of their kind.



**Berger Bros.  
Co.**

PHILADELPHIA, U.S.A.

TRADE



MARK

**Nobles & Hoare.**

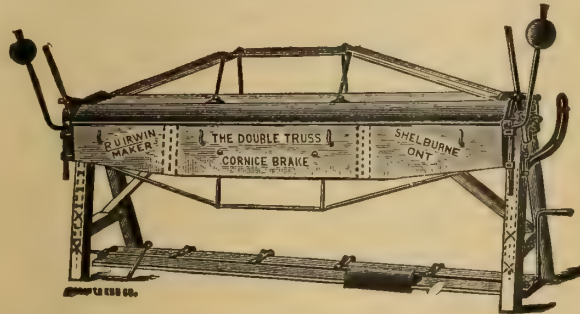
CORNWALL ROAD STAMFORD STREET.

**LONDON, ENG.**

Manufacturers of

**HIGH-CLASS VARNISHES ONLY**

Which can be obtained direct from the works  
or from the principal Color Dealers in Canada.



This eight-foot Brake bends 22-gauge iron  
and lighter, straight and true.

**Price, \$50**

Very handy header attachment, \$10 extra  
if required.

Send for circulars and testimonials to

**The Double Truss Cornice  
Brake Co. SHELBURNE, ONT.**

**STEVENS FINE TOOLS**

We make a perfect line  
of

**CALIPERS and DIVIDERS**

Also such tools as Surface Gauges, Tool Makers'  
Clamps, Center Punches, etc.

Write for our New Catalogue containing a description of our Tools. It is also  
a valuable hand-book of information for mechanics and people interested in  
such lines.

**J. Stevens Arms & Tool Co.**

P.O. Box 216, Chicopee Falls, Mass., U.S.A.

Carried by our representatives at Toronto and Montreal.

**HUTCHISON, SHURLY & DERRETT**

**DOVERCOURT  
TWIN MILLS.**

**1078 BLOOR STREET WEST  
TORONTO.**

Having equipped our Factory with entirely new machinery, we are prepared  
to furnish the best made goods in the market at closest prices and make  
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,  
Cotton and Russian Hemp Plough Lines, plain and colored.  
Cotton and Linen Fish Lines, laid and braided.  
Netted Hammocks, white and colored, Tennis and Fly Nets.  
Skipping Ropes, Jute, Hemp and Flax Twines.



**BUSINESS CHANGES.****DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

**T**HE C. W. Laing Co., general merchants, Bright, Ont., have assigned to C. S. Scott. Their stock is advertised for sale by tender up to April 17.

M. J. Walker, general merchant, Phoenix, B.C., has assigned to Ralph Smith.

E. E. Raymond, harness dealer, Thornbury, Ont., has assigned to A. Grier.

Wm. Russell, general merchant, Arnprior, Ont., is offering 40c. on the dollar, cash.

J. Rosenstein, general merchant, Grand Riviere, Que., is offering 35c. on the dollar, cash.

J. A. Brien, general merchant, Chambly Basin, Que., has assigned to Kent & Turcotte.

Joseph W. Tomlinson, harness dealer, Amherstburg, Ont., has assigned to J. H. C. Leggatt.

James Dodds, general merchant, Norman, Ont., has assigned to Harold Harvey, Rat Portage, Ont.

Dufur & Tremblay, general merchants, St. Jerome, Chicoutimi, Que., have assigned, and a meeting to appoint a curator will be held on April 17.

J. G. Campbell, general merchant, Massey Station, Ont., has assigned to D. M. Brodie, and a meeting of his creditors has been called for April 17.

**PARTNERSHIPS FORMED AND DISSOLVED.**

Dissolution has been registered by E. Rosseau & Co., machinists, Quebec.

Anderson & Smith, general merchants, Wansted, Ont., have dissolved. Mr. Smith continues.

H. Vigeon, Toronto, is in charge of the estate of A. D. Ellis, hardware dealer, Simcoe, Ont.

Miller & Co., bicycle dealers, Vancouver, have dissolved. J. J. Miller continues under unchanged style.

Rollin, Pariseau & Co., paint and hardware dealers, Montreal, have dissolved. A new partnership has been registered by O. Rollin & Co. Montreal.

W. H. Guild, general merchant, etc., Shubenacadie, N.S., and Sydney Lindsay, general merchant, Middle Musquodoboit, N.S., have registered copartnership as general merchants in Shubenacadie. Mr. Lindsay has discontinued his Middle Musquodoboit business.

**SALES MADE AND PENDING.**

John Gray, general merchant, Rankin, Ont., has sold out.

W. H. Churchill, general merchant, Innisville, Ont., has sold out.

David Steven, planing miller, etc., Chesley, Ont., is advertising his business for sale.

The stock of Steen Bros., general mer-

chants, Roland, Man., has been sold by auction.

The stock of L. J. A. Lambert, general merchant, St. Jerome, Que., has been sold.

S. McCormick & Son, general merchants, Lucan, Ont., are advertising their business for sale.

C. R. Decker, Blacksmith and wagon-maker, Chesterfield, Ont., is advertising his business for sale.

The assets of F. E. Tourigny & Co., general merchants, Yamaska, Que., are to be sold on April 18.

The assets, etc., of J. S. Price, general merchant, Bishop's Mills, Ont., are advertised for sale by tender.

The stock of Joseph Merineau, general merchant, St. Timothee, Que., has been sold at 54c. on the dollar.

**CHANGES.**

George Lee has started as general merchant in Toledo, Ont.

A. G. Hannan, harness dealer, Union, Ont., has retired from business.

James McKie, blacksmith, Varna, Ont., has sold out to John Hart.

James Boyle, tinsmith, St. John, N.B., has sold out to Joseph T. Quinn.

Laganieri & Co. have registered as general merchants in St. Alban, Que.

Peter Hymmen, hardware dealer, Berlin, Ont., has sold out to George Potter.

Isaac DeWolfe, harness dealer, Toledo, Ont., has removed to the Northwest.

D. I. Miller, general merchant, Gore Bay, Ont., has sold out to Jackson Bros.

Amable L'Allemand, hardware dealer, Montreal, is starting a departmental store.

J. F. Lince, dealer in agricultural implements, Thedford, Ont., has retired from business.

Arthur Fulton, general merchant, Great Village, N.S., has been succeeded by F. & J. Layton.

Johnson, Tracey & Wright, planing millers, St. Marys, Ont., have been succeeded by Johnson & Co.

Ramstein Bros., dealers in agricultural implements, Rodney, Ont., have sold out to Stewart T. Patterson.

Dryden & Gibson, commission dealers in agricultural implements, Hillsborough, N.B., have removed to Moncton, N.B.

Peter Thibaudeau, general merchant, Rogersville, N.B., is removing to Buc-touche, N.B., where he is starting a hotel.

Wm. Stairs, Son & Morrow, wholesale and retail hardware dealers, Halifax, have been succeeded by The Wm. Stairs, Son & Morrow, Limited.

**FIRES.**

C. W. Wright, Hugh I. McDonald and Alfred Hoyt, general merchants, Kuskanook, B.C., have been burned out; insured.

**A GOOD CORNICE BRAKE.**

**W**HEN Mr. John H. Crocker, of Shelburne, completed his first double truss cornice brake in Shelburne 12 years ago, he doubtless realized that he had hit upon a good thing, but it would have been looked upon as a wild flight of fancy had he foretold the success already achieved by the company of which he is the promoter and manager, and which is composed of himself, Messrs. F. H. Silk and Hugh Falconer, of Shelburne, and J. A. Halsted, of Mount Forest. The company has its American headquarters at 1453-1459 Niagara street, Buffalo, N.Y., having recently moved into a large brick building 60 x 120 feet. Here a large staff of men and an extensive machinery plant are busily engaged in filling the orders that are constantly pouring in. Double truss cornice brakes are now used by tinsmiths and sheet metal workers in all the States of the Union, the Hawaiian Islands, South Africa, and other parts of the world. One of these brakes was used on a large contract in Pretoria, capital of the Transvaal Republic. Five were used in forming the sheet metal work for the largest railway station in the world, recently erected in Boston, Mass.—work which consumed 250 tons of copper and 100 tons of galvanized iron for the heating, ventilating and cornice work—a building costing \$15,000,000. The company doing business in Canada, and with headquarters at Shelburne, is composed of Messrs. Hugh Falconer and F. H. Silk, the brakes being manufactured by Mr. R. U. Irwin, at Horning's Mills.—Shelburne, Ont., Economist, April 5.

**INQUIRIES FOR CANADIAN PRODUCTS.**

The following were among the inquiries relating to Canadian trade recently received at the Canadian Government offices in London:

1. The names of the principal bacon packers in the Dominion are asked for by a firm who are shortly sending out a representative.

2. A firm of distillers wish to appoint agents in Canada, and inquire for the names of substantial houses in the wholesale spirit trade who might be open to represent them.

3. An English firm wishes to know the names of Canadian shippers of spruce boxes, of which 250,000 are wanted. Also of spruce bars, of which about 50 standards per week are required. Prompt reply asked for.

4. An English-continental firm of good standing wishes to represent manufacturers of Canadian wood pulp, as their agents in the United Kingdom and on the continent, especially France.

The names of the firms making the above inquiries can be obtained on application to **HARDWARE AND METAL.**

Joseph Andrews, general merchant, Berwick, N.S., has been burned out; partially insured.



## CANADA IRON FURNACE CO.,

Manufacturers of Limited

## CHARCOAL Pig IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que.  
Lac a lac Tortue.Three Rivers.  
Grand Piles.

Geo. E. Drummond,

Managing-Director and Treasurer

## WARNOCK'S TOOLS

have been Canada's Standard for 55 years--- since 1844. Every article bearing our name is fully guaranteed. Always specify "Warnock's."

James Warnock &amp; Co., - Galt, Ont.

## CURRENT MARKET QUOTATIONS.

April 13, 1900.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

## METALS.

## Tin.

Lamb and Flag—  
56 and 28 lb. ingots, per lb. 0 37 0 38  
traits ..... 0 37 0 38

## Tinplates.

Charcoal Plates—Bright.  
M.L.S., equal to Bradley. Per box  
I.C., usual sizes ..... \$7 00  
I.X. .... 8 50  
I.X.X. .... 10 00

Famous—  
I.O. .... 6 50  
I.X. .... 8 00  
I.X.X. .... 9 00

Raven & Vulture Grades—  
I.O., usual sizes ..... 5 25  
I.X. .... 6 25  
I.X.X. .... 7 25  
I.X.X.X. .... 8 25  
D.U., 12½x17 ..... 4 75  
D.X. .... 5 50  
D.X.X. .... 7 50

Coke Plates—Bright.  
Bessemer Steel—  
I.C., usual sizes ..... 4 60  
I.C., special sizes, base. .... 4 85  
20x28 ..... 9 50

Charcoal Plates—Terne  
Dean or J. G. Grade—  
I.O., 20x28, 112 sheets ..... 9 50  
I.X., Terne Tin ..... 11 50

Charcoal Tin Boiler Plates.  
Cookley Grade—  
X X, 14x56, 50 sheet bxs } Per lb.  
" 14x60, " } 0 07 0 07½  
" 14x65, " }

Tinned Sheets.  
72x30 up to 24 gauge ..... 0 08 0 08½  
" 26 " ..... 0 08½ 0 09  
" 28 " ..... 0 09 0 09½

## Iron and Steel.

Common Bar, per 100 lbs ..... 2 45 2 55  
Reinforced ..... 2 85 2 95  
Horse Shoe Iron ..... 2 70 2 83  
Hoop steel, ½ to 3 in. base,  
extras for smaller sizes ..... 3 25  
Swedish ..... 4 00 4 25  
Sleigh Shoe Steel " base ..... 2 85  
Tire Steel ..... 2 85  
Machinery ..... 3 25  
Cast Steel, per lb ..... 0 10 0 14  
Toe Calk Steel ..... 3 50  
Thos. Firth & Sons' Cast Steel ..... 0 12 0 14  
Russian Sheet, per lb ..... 0 10½ 0 11  
Tank Plates, 1-5 and thicker. 3 00 3 25  
Boiler Rivets ..... 4 50 5 00

## Boiler Tubes.

1½-inch ..... 0 13 0 14  
2 " ..... 0 15 0 16  
2½ " ..... 0 18 0 19  
3 " ..... 0 19 0 20

## Steel Boiler Plate.

¼ inch ..... 3 25  
3-16 inch ..... 3 40  
½ inch and thicker ..... 3 25

## Black Sheets.

18 gauge ..... 3 20

20 gauge ..... 3 20  
22 to 24 " ..... 3 30  
26 " ..... 3 40  
28 " ..... 3 60

## Canada Plates.

All dull, 52 sheets ..... 3 35 3 50  
Half polished ..... 3 45 3 60  
All bright ..... 3 85 4 00

## Iron Pipe.

Wrought pipe, per 100 feet, ¼ to ¾ inch  
\$3 60; ½ inch, \$4 00; ¾ inch, \$4 20; 1 inch,  
\$4 30; 1½ inch, \$4 85; 2 inch, \$5 25; 2½ inch,  
\$5 80; 3 inch, \$6 40; 4 inch, \$7 00; 5 inch,  
\$7 60; 6 inch, \$8 20; 8 inch, \$9 00; 10 inch,  
\$10 00; 12 inch, \$11 00; 14 inch, \$12 00; 16 inch,  
\$13 00; 18 inch, \$14 00; 20 inch, \$15 00; 22 inch,  
\$16 00; 24 inch, \$17 00; 26 inch, \$18 00; 28 inch,  
\$19 00; 30 inch, \$20 00; 32 inch, \$21 00; 34 inch,  
\$22 00; 36 inch, \$23 00; 38 inch, \$24 00; 40 inch,  
\$25 00; 42 inch, \$26 00; 44 inch, \$27 00; 46 inch,  
\$28 00; 48 inch, \$29 00; 50 inch, \$30 00; 52 inch,  
\$31 00; 54 inch, \$32 00; 56 inch, \$33 00; 58 inch,  
\$34 00; 60 inch, \$35 00; 62 inch, \$36 00; 64 inch,  
\$37 00; 66 inch, \$38 00; 68 inch, \$39 00; 70 inch,  
\$40 00; 72 inch, \$41 00; 74 inch, \$42 00; 76 inch,  
\$43 00; 78 inch, \$44 00; 80 inch, \$45 00; 82 inch,  
\$46 00; 84 inch, \$47 00; 86 inch, \$48 00; 88 inch,  
\$49 00; 90 inch, \$50 00; 92 inch, \$51 00; 94 inch,  
\$52 00; 96 inch, \$53 00; 98 inch, \$54 00; 100 inch,  
\$55 00; 102 inch, \$56 00; 104 inch, \$57 00; 106 inch,  
\$58 00; 108 inch, \$59 00; 110 inch, \$60 00; 112 inch,  
\$61 00; 114 inch, \$62 00; 116 inch, \$63 00; 118 inch,  
\$64 00; 120 inch, \$65 00; 122 inch, \$66 00; 124 inch,  
\$67 00; 126 inch, \$68 00; 128 inch, \$69 00; 130 inch,  
\$70 00; 132 inch, \$71 00; 134 inch, \$72 00; 136 inch,  
\$73 00; 138 inch, \$74 00; 140 inch, \$75 00; 142 inch,  
\$76 00; 144 inch, \$77 00; 146 inch, \$78 00; 148 inch,  
\$79 00; 150 inch, \$80 00; 152 inch, \$81 00; 154 inch,  
\$82 00; 156 inch, \$83 00; 158 inch, \$84 00; 160 inch,  
\$85 00; 162 inch, \$86 00; 164 inch, \$87 00; 166 inch,  
\$88 00; 168 inch, \$89 00; 170 inch, \$90 00; 172 inch,  
\$91 00; 174 inch, \$92 00; 176 inch, \$93 00; 178 inch,  
\$94 00; 180 inch, \$95 00; 182 inch, \$96 00; 184 inch,  
\$97 00; 186 inch, \$98 00; 188 inch, \$99 00; 190 inch,  
\$100 00; 192 inch, \$101 00; 194 inch, \$102 00; 196 inch,  
\$103 00; 198 inch, \$104 00; 200 inch, \$105 00; 202 inch,  
\$106 00; 204 inch, \$107 00; 206 inch, \$108 00; 208 inch,  
\$109 00; 210 inch, \$110 00; 212 inch, \$111 00; 214 inch,  
\$112 00; 216 inch, \$113 00; 218 inch, \$114 00; 220 inch,  
\$115 00; 222 inch, \$116 00; 224 inch, \$117 00; 226 inch,  
\$118 00; 228 inch, \$119 00; 230 inch, \$120 00; 232 inch,  
\$121 00; 234 inch, \$122 00; 236 inch, \$123 00; 238 inch,  
\$124 00; 240 inch, \$125 00; 242 inch, \$126 00; 244 inch,  
\$127 00; 246 inch, \$128 00; 248 inch, \$129 00; 250 inch,  
\$130 00; 252 inch, \$131 00; 254 inch, \$132 00; 256 inch,  
\$133 00; 258 inch, \$134 00; 260 inch, \$135 00; 262 inch,  
\$136 00; 264 inch, \$137 00; 266 inch, \$138 00; 268 inch,  
\$139 00; 270 inch, \$140 00; 272 inch, \$141 00; 274 inch,  
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\$178 00; 348 inch, \$179 00; 350 inch, \$180 00; 352 inch,  
\$181 00; 354 inch, \$182 00; 356 inch, \$183 00; 358 inch,  
\$184 00; 360 inch, \$185 00; 362 inch, \$186 00; 364 inch,  
\$187 00; 366 inch, \$188 00; 368 inch, \$189 00; 370 inch,  
\$190 00; 372 inch, \$191 00; 374 inch, \$192 00; 376 inch,  
\$193 00; 378 inch, \$194 00; 380 inch, \$195 00; 382 inch,  
\$196 00; 384 inch, \$197 00; 386 inch, \$198 00; 388 inch,  
\$199 00; 390 inch, \$200 00; 392 inch, \$201 00; 394 inch,  
\$202 00; 396 inch, \$203 00; 398 inch, \$204 00; 400 inch,  
\$205 00; 402 inch, \$206 00; 404 inch, \$207 00; 406 inch,  
\$208 00; 408 inch, \$209 00; 410 inch, \$210 00; 412 inch,  
\$211 00; 414 inch, \$212 00; 416 inch, \$213 00; 418 inch,  
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\$241 00; 474 inch, \$242 00; 476 inch, \$243 00; 478 inch,  
\$244 00; 480 inch, \$245 00; 482 inch, \$246 00; 484 inch,  
\$247 00; 486 inch, \$248 00; 488 inch, \$249 00; 490 inch,  
\$250 00; 492 inch, \$251 00; 494 inch, \$252 00; 496 inch,  
\$253 00; 498 inch, \$254 00; 500 inch, \$255 00; 502 inch,  
\$256 00; 504 inch, \$257 00; 506 inch, \$258 00; 508 inch,  
\$259 00; 510 inch, \$260 00; 512 inch, \$261 00; 514 inch,  
\$262 00; 516 inch, \$263 00; 518 inch, \$264 00; 520 inch,  
\$265 00; 522 inch, \$266 00; 524 inch, \$267 00; 526 inch,  
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\$277 00; 546 inch, \$278 00; 548 inch, \$279 00; 550 inch,  
\$280 00; 552 inch, \$281 00; 554 inch, \$282 00; 556 inch,  
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\$379 00; 750 inch, \$380 00; 752 inch, \$381 00; 754 inch,  
\$382 00; 756 inch, \$383 00; 758 inch, \$384 00; 760 inch,  
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\$394 00; 780 inch, \$395 00; 782 inch, \$396 00; 784 inch,  
\$397 00; 786 inch, \$398 00; 788 inch, \$399 00; 790 inch,  
\$400 00; 792 inch, \$401 00; 794 inch, \$402 00; 796 inch,  
\$403 00; 798 inch, \$404 00; 800 inch, \$405 00; 802 inch,  
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\$460 00; 912 inch, \$461 00; 914 inch, \$462 00; 916 inch,  
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\$478 00; 948 inch, \$479 00; 950 inch, \$480 00; 952 inch,  
\$481 00; 954 inch, \$482 00; 956 inch, \$483 00; 958 inch,  
\$484 00; 960 inch, \$485 00; 962 inch, \$486 00; 964 inch,  
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\$493 00; 978 inch, \$494 00; 980 inch, \$495 00; 982 inch,  
\$496 00; 984 inch, \$497 00; 986 inch, \$498 00; 988 inch,  
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\$508 00; 1008 inch, \$509 00; 1010 inch, \$510 00; 1012 inch,  
\$511 00; 1014 inch, \$512 00; 1016 inch, \$513 00; 1018 inch,  
\$514 00; 1020 inch, \$515 00; 1022 inch, \$516 00; 1024 inch,  
\$517 00; 1026 inch, \$518 00; 1028 inch, \$519 00; 1030 inch,  
\$520 00; 1032 inch, \$521 00; 1034 inch, \$522 00; 1036 inch,  
\$523 00; 1038 inch, \$524 00; 1040 inch, \$525 00; 1042 inch,  
\$526 00; 1044 inch, \$527 00; 1046 inch, \$528 00; 1048 inch,  
\$529 00; 1050 inch, \$530 00; 1052 inch, \$531 00; 1054 inch,  
\$532 00; 1056 inch, \$533 00; 1058 inch, \$534 00; 1060 inch,  
\$535 00; 1062 inch, \$536 00; 1064 inch, \$537 00; 1066 inch,  
\$538 00; 1068 inch, \$539 00; 1070 inch, \$540 00; 1072 inch,  
\$541 00; 1074 inch, \$542 00; 1076 inch, \$543 00; 1078 inch,  
\$544 00; 1080 inch, \$545 00; 1082 inch, \$546 00; 1084 inch,  
\$547 00; 1086 inch, \$548 00; 1088 inch, \$549 00; 1090 inch,  
\$550 00; 1092 inch, \$551 00; 1094 inch, \$552 00; 1096 inch,  
\$553 00; 1098 inch, \$554 00; 1100 inch, \$555 00; 1102 inch,  
\$556 00; 1104 inch, \$557 00; 1106 inch, \$558 00; 1108 inch,  
\$559 00; 1110 inch, \$560 00; 1112 inch, \$561 00; 1114 inch,  
\$562 00; 1116 inch, \$563 00; 1118 inch, \$564 00; 1120 inch,  
\$565 00; 1122 inch, \$566 00; 1124 inch, \$567 00; 1126 inch,  
\$568 00; 1128 inch, \$569 00; 1130 inch, \$570 00; 1132 inch,  
\$571 00; 1134 inch, \$572 00; 1136 inch, \$573 00; 1138 inch,  
\$574 00; 1140 inch, \$575 00; 1142 inch, \$576 00; 1144 inch,  
\$577 00; 1146 inch, \$578 00; 1148 inch, \$579 00; 1150 inch,  
\$580 00; 1152 inch, \$581 00; 1154 inch, \$582 00; 1156 inch,  
\$583 00; 1158 inch, \$584 00; 1160 inch, \$585 00; 1162 inch,  
\$586 00; 1164 inch, \$587 00; 1166 inch, \$588 00; 1168 inch,  
\$589 00; 1170 inch, \$590 00; 1172 inch, \$591 00; 1174 inch,  
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\$598 00; 1188 inch, \$599 00; 1190 inch, \$600 00; 1192 inch,  
\$601 00; 1194 inch, \$602 00; 1196 inch, \$603 00; 1198 inch,  
\$604 00; 1200 inch, \$605 00; 1202 inch, \$606 00; 1204 inch,  
\$607 00; 1206 inch, \$608 00; 1208 inch, \$609 00; 1210 inch,  
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\$613 00; 1218 inch, \$614 00; 1220 inch, \$615 00; 1222 inch,  
\$616 00; 1224 inch, \$617 00; 1226 inch, \$618 00; 1228 inch,  
\$619 00; 1230 inch, \$620 00; 1232 inch, \$621 00; 1234 inch,  
\$622 00; 1236 inch, \$623 00; 1238 inch, \$624 00; 1240 inch,  
\$625 00; 1242 inch, \$626 00; 1244 inch, \$627 00; 1246 inch,  
\$628 00; 1248 inch, \$629 00; 1250 inch, \$630 00; 1252 inch,  
\$631 00; 1254 inch, \$632 00; 1256 inch, \$633 00; 1258 inch,  
\$634 00; 1260 inch, \$635 00; 1262 inch, \$636 00; 1264 inch,  
\$637 00; 1266 inch, \$638 00; 1268 inch, \$639 00; 1270 inch,  
\$640 00; 1272 inch, \$641 00; 1274 inch, \$642 00; 1276 inch,  
\$643 00; 1278 inch, \$644 00; 1280 inch, \$645 00; 1282 inch,  
\$646 00; 1284 inch, \$647 00; 1286 inch, \$648 00; 1288 inch,  
\$649 00; 1290 inch, \$650 00; 1292 inch, \$651 00; 1294 inch,  
\$652 00; 1296 inch, \$653 00; 1298 inch, \$654 00; 1300 inch,  
\$655 00; 1302 inch, \$656 00; 1304 inch, \$657 00; 1306 inch,  
\$658 00; 1308 inch, \$659 00; 1310 inch, \$660 00; 1312 inch,  
\$661 00; 1314 inch, \$662 00; 1316 inch, \$663 00; 1318 inch,  
\$664 00; 1320 inch, \$665 00; 1322 inch, \$666 00; 1324 inch,  
\$667 00; 1326 inch, \$668 00; 1328 inch, \$669 00; 133



# THOS. GOLDSWORTHY & SONS

## MANCHESTER, ENGLAND.

# EMERY

## Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

**JAMES HUTTON & CO.,** Wholesale Agents for Canada, **Montreal.**

| HARDWARE.                                         |  |  | Chisels.                                      |  |  | GAUGES.                                        |  |  |
|---------------------------------------------------|--|--|-----------------------------------------------|--|--|------------------------------------------------|--|--|
| Ammunition.                                       |  |  | Socket, Framing and Firmer.                   |  |  | Marking, Mortise, Etc.                         |  |  |
| Cartridges.                                       |  |  | Broad's, dis. 60 and 5 per cent.              |  |  | Stanley's dis. 50 to 55 per cent.              |  |  |
| S. B. Caps, Dom., 50 and 5 per cent.              |  |  | Warnock's, dis. 60 per cent.                  |  |  | Wire Gauges.                                   |  |  |
| Rim Fire Pistol, dis. 45 p. c., Amer.             |  |  | Churns.                                       |  |  | Winn's, Nos. 26 to 33, each...                 |  |  |
| Rim Fire Cartridges, Dom., 50 and 5 p. c.         |  |  | Revolving Churns, metal frames—No. 0, \$8-    |  |  | No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—    |  |  |
| Rim Fire, Military, net list, Amer.               |  |  | No. 4, \$12.00—No. 5, \$16.00 each. Ditto,    |  |  | No. 6, each less than above.                   |  |  |
| Central Fire Pistol and Rifle, 18 p. c. Amer.     |  |  | Discounts: Delivered from factories, 18       |  |  | p. c.; from stock in Montreal, 55 p. c.        |  |  |
| Central Fire Cartridges, pistol sizes, Dom.       |  |  | Terms, 4 months or 3 p. c. cash in 30 days,   |  |  | HALTERS.                                       |  |  |
| 30 per cent.                                      |  |  | Clips.                                        |  |  | Rope, 3/8 per gross.....                       |  |  |
| Central Fire Cartridges, Sporting and Mil-        |  |  | Axle dis. 65 per cent.                        |  |  | " 1/2 to 3/4.....                              |  |  |
| itary, Dom., 15 and 5 per cent.                   |  |  | Closets.                                      |  |  | Leather, 1 in., per doz.....                   |  |  |
| Central Fire, Military and Sporting, Amer.        |  |  | Plain Ontario Syphon Jet.....                 |  |  | 1 1/4 in.,.....                                |  |  |
| net list. B. B. Caps, discount 45 per cent.       |  |  | Emb. Ontario Syphon Jet.....                  |  |  | Web, — per doz.....                            |  |  |
| Amer.                                             |  |  | Fitting.....                                  |  |  | HAMMERS.                                       |  |  |
| Loaded and empty Shells, "Trap" and               |  |  | Plain Teutonic Syphon Washout....             |  |  | Maydole's, dis 5 to 10 per cent. Can. dis.     |  |  |
| "Dominion" grades, 25 per cent. Rival             |  |  | Emb. Teutonic Syphon Washout....              |  |  | 25 to 27 1/2 per cent.                         |  |  |
| and Nitro, 10 p. c.                               |  |  | Fittings.....                                 |  |  | Tack.                                          |  |  |
| Brass shot Shells, 55 and 10 per cent.            |  |  | Plain Richelieu.....                          |  |  | Magnetic, per doz.....                         |  |  |
| Primers, Dom., 30 per cent.                       |  |  | Emb. Richelieu.....                           |  |  | Canadian, per lb.....                          |  |  |
| Wads.                                             |  |  | Fittings.....                                 |  |  | Ball Pean.                                     |  |  |
| Best thick white felt wadding, in 3/4-lb          |  |  | Closet connection.....                        |  |  | English and Can., per lb.....                  |  |  |
| bags.....                                         |  |  | Basins, round 14 in.....                      |  |  | Axe, per doz., net.....                        |  |  |
| Best thick brown or grey felt wads, in            |  |  | " oval, 17 x 14 in.....                       |  |  | Store door, per doz.....                       |  |  |
| 1/2-lb. bags.....                                 |  |  | " 19 x 15 in.....                             |  |  | Fork                                           |  |  |
| Best thick white card wads, in boxes              |  |  | Compasses, Dividers, Etc.                     |  |  | C. & B., dis. 10 per cent. rev. list.          |  |  |
| of 500 each, 12 and smaller gauges                |  |  | American, dis. 62 1/2 to 65 per cent.         |  |  | Hoe.                                           |  |  |
| Best thick white card wads, in boxes              |  |  | Canadian, dis. 25 to 33 1/2 per cent.         |  |  | C. & B., dis. 40 per cent. rev. list.          |  |  |
| of 500 each, 10 gauge.....                        |  |  | Cradles, Grain.                               |  |  | Saw.                                           |  |  |
| Best thick white card wads, in boxes              |  |  | S. & D., No. 3, per pair.....                 |  |  | American, per doz.....                         |  |  |
| of 500 each, 8 gauge.....                         |  |  | " 5,.....                                     |  |  | Plane.                                         |  |  |
| Thin card wads, in boxes of 1,000                 |  |  | " 6,.....                                     |  |  | American, per gross.....                       |  |  |
| each, 12 and smaller gauges.....                  |  |  | Boynton pattern.....                          |  |  | Canadian, 40 per cent.                         |  |  |
| Thin card wads, in boxes of 1,000                 |  |  | Door Springs.                                 |  |  | Canadian, per pair.....                        |  |  |
| each, 10 gauge.....                               |  |  | Torrey's Rod, per doz.....                    |  |  | HANGERS.                                       |  |  |
| Thin card wads in boxes of 1,000                  |  |  | Corley's Rod, per doz.....                    |  |  | Steel barn door.....                           |  |  |
| each, 8 gauge.....                                |  |  | English, per doz.....                         |  |  | Stearns, 4 inch.....                           |  |  |
| Chemically prepared black edge grey               |  |  | Draw Knives.                                  |  |  | " 5 inch.....                                  |  |  |
| cloth wads, in boxes of 250 each—                 |  |  | Broad's, dis. 60 to 60 and 7 1/2 per cent.    |  |  | Lane's covered—                                |  |  |
| 11 and smaller gauge.....                         |  |  | Warnock's, dis. 60 to 60 and 7 1/2 per cent.  |  |  | No. 11, 5-ft. run.....                         |  |  |
| 9 and 11 gauges.....                              |  |  | Drills.                                       |  |  | No. 11 1/2, 10-ft. run.....                    |  |  |
| 7 and 8 gauges.....                               |  |  | Miller's Falls, per doz. net list.            |  |  | No. 12, 10-ft. run.....                        |  |  |
| 5 and 6 gauges.....                               |  |  | Morse, dis., 37 1/2 to 40 per cent.           |  |  | No. 14, 15-ft. run.....                        |  |  |
| Superior chemically prepared pink                 |  |  | Standard, dis. 50 and 5 to 55 per cent.       |  |  | Lane's O.N.T. track, per foot.....             |  |  |
| edge, best white cloth wads, in                   |  |  | No. 1, per doz.....                           |  |  | HARVEST TOOLS.                                 |  |  |
| boxes of 250 each—                                |  |  | No. 2, per doz.....                           |  |  | Discount, 50 and 10 per cent.                  |  |  |
| 11 and smaller gauge.....                         |  |  | Bright, 20c. per doz. extra.                  |  |  | HATCHETS.                                      |  |  |
| 9 and 10 gauges.....                              |  |  | Discount, 27 1/2 per cent.                    |  |  | Canadian, dis. 40 to 42 1/2 per cent.          |  |  |
| 7 and 8 gauges.....                               |  |  | Iron, discount 40 per cent.                   |  |  | HINGES.                                        |  |  |
| 5 and 6 gauges.....                               |  |  | Discount off revised list, 40 per cent.       |  |  | Blind, Parker's, dis. 50 and 10 to 60 per cent |  |  |
| Discount, 20 per cent.                            |  |  | FILES.                                        |  |  | Heavy T and strap, 4-in., per lb.....          |  |  |
| Anvils.                                           |  |  | Black Diamond, 50 and 10 to 60 per cent.      |  |  | " 5-in., ".....                                |  |  |
| Per lb.....                                       |  |  | Kearney & Foote, 60 and 10 per cent. to 60,   |  |  | " 6-in., ".....                                |  |  |
| Anvil and Vise combined.....                      |  |  | 10, 10.                                       |  |  | " 8-in., ".....                                |  |  |
| Wilkinson & Co.'s Anvils, lb. 0 09                |  |  | Nicholson File Co., 50 and 10 to 60 per cent. |  |  | " 10-in., ".....                               |  |  |
| Wilkinson & Co.'s Vices, lb. 0 09 3/4             |  |  | Jowitt's, English lb., 25 to 27 1/2 per cent. |  |  | Light T and strap, dis. 60 and 5 per cent.     |  |  |
| Augers.                                           |  |  | Hay, manure, etc., dis. 50 and 10 per cent    |  |  | Screw hook and hinge—                          |  |  |
| Gilmour's, discount 50 and 10 p. c. off list.     |  |  | revised list.                                 |  |  | 6 to 12 in., per 100 lbs.....                  |  |  |
| Axes.                                             |  |  | FRUIT PRESSES.                                |  |  | 14 in. up, per 100 lbs.....                    |  |  |
| Chopping Axes—                                    |  |  | Henis's, per doz.....                         |  |  | Per gro. pair                                  |  |  |
| Single bit, per doz.....                          |  |  | Shepard's Queen City, dis. 15 per cent.       |  |  | Spring.....                                    |  |  |
| Double bit, ".....                                |  |  | GLASS—Window—Box Price.                       |  |  | HOES.                                          |  |  |
| Bench Axes, 40 and 15 p. c.                       |  |  | Size                                          |  |  | Garden, Mortar, etc., dis 50 and 10 p. c.      |  |  |
| Broad Axes, 33 1/2 per cent.                      |  |  | Per                                           |  |  | Planter, per doz.....                          |  |  |
| Hunters' Axes.....                                |  |  | 50 ft.                                        |  |  | HOLLOW WARE                                    |  |  |
| Boy's Axes.....                                   |  |  | 100 ft.                                       |  |  | Discount.....                                  |  |  |
| Splitting Axes.....                               |  |  | 50 ft.                                        |  |  | Cast Iron.                                     |  |  |
| Handled Axes.....                                 |  |  | 100 ft.                                       |  |  | Bird Cage, per doz.....                        |  |  |
| Axle Grease.                                      |  |  | D. Diamond                                    |  |  | Clothes Line, per doz.....                     |  |  |
| Per gross.....                                    |  |  | Per                                           |  |  | Harness, per doz.....                          |  |  |
| Bath Tubs.                                        |  |  | Per                                           |  |  | Hat and Coat, per gross.....                   |  |  |
| Zinc.....                                         |  |  | 50 ft.                                        |  |  | Chandelier, per doz.....                       |  |  |
| Copper, discount 40 and 10 p. c. off revised list |  |  | 100 ft.                                       |  |  | Wrought Iron.                                  |  |  |
| Baths.                                            |  |  | D. Diamond                                    |  |  | Wrought Hooks and Staples, Can., dis.          |  |  |
| Standard Enameled.....                            |  |  | Per                                           |  |  | 47 1/2 per cent.                               |  |  |
| 5 1/2-inch rolled rim, 1st quality.....           |  |  | 50 ft.                                        |  |  | Wire.                                          |  |  |
| 2nd.....                                          |  |  | 100 ft.                                       |  |  | Hat and Coat, discount 45 per cent.            |  |  |
| Anti-Friction Metal.                              |  |  | Per                                           |  |  | Belt, per 1,000.....                           |  |  |
| Tandem " A.....                                   |  |  | 50 ft.                                        |  |  | Screw, bright, dis. 55 per cent.               |  |  |
| " B.....                                          |  |  | 100 ft.                                       |  |  | HORSE NAILS.                                   |  |  |
| " C.....                                          |  |  | D. Diamond                                    |  |  | "C" brand 50 p. c. dis.                        |  |  |
| Magnolia Anti-Friction Metal, per lb. 0 25        |  |  | Per                                           |  |  | "M" brand 50 p. c.                             |  |  |
| Bells.                                            |  |  | 50 ft.                                        |  |  | Acadian, counterbunk head and oval             |  |  |
| Hand.                                             |  |  | 100 ft.                                       |  |  | top, 50 and 10 per cent.                       |  |  |
| Brass, 60 per cent.                               |  |  | Under 26.....                                 |  |  |                                                |  |  |
| Nickel, 55 per cent.                              |  |  | 26 to 40.....                                 |  |  |                                                |  |  |
| Cow.                                              |  |  | 41 to 50.....                                 |  |  |                                                |  |  |
| American make, discount 66 2/3 per cent.          |  |  | 51 to 60.....                                 |  |  |                                                |  |  |
| Canadian, discount 45 and 50 per cent.            |  |  | 61 to 70.....                                 |  |  |                                                |  |  |
| Door.                                             |  |  | 71 to 80.....                                 |  |  |                                                |  |  |
| Gongs, Sargent's.....                             |  |  | 81 to 85.....                                 |  |  |                                                |  |  |
| " Peterboro', discount 27 1/2 per cent.           |  |  | 86 to 90.....                                 |  |  |                                                |  |  |
|                                                   |  |  | 91 to 95.....                                 |  |  |                                                |  |  |
|                                                   |  |  | 96 to 100.....                                |  |  |                                                |  |  |
|                                                   |  |  | 101 to 105.....                               |  |  |                                                |  |  |
|                                                   |  |  | 106 to 110.....                               |  |  |                                                |  |  |
|                                                   |  |  | 111 to 115.....                               |  |  |                                                |  |  |
|                                                   |  |  | 16 x 16 10 per cent. off.                     |  |  |                                                |  |  |



# THOS. FIRTH & SONS, Limited, SHEFFIELD

## Tool Steel and Rock Drill Steel

The Standard for past 50 years  
in Canada and United States.

ALWAYS CARRIED IN STOCK.



### H. W. DeCOURTENAY & Co.

Sole Agents for Canada.

476 St. Paul St., MONTREAL.

Always Specify this BRAND When Ordering.



#### HORSESHOES.

| Iron Shoes.                | F.O.B. Toronto<br>No. 2<br>and<br>larger. | No. 1.<br>smaller |
|----------------------------|-------------------------------------------|-------------------|
| Light, medium, and heavy.  | 4 05                                      | 4 30              |
| Snow shoes.                | 4 30                                      | 4 55              |
| Steel Shoes.               |                                           |                   |
| Light.                     | 4 35                                      | 4 60              |
| Featherweight (all sizes). | 5 60                                      | 5 60              |
| Toe weight steel shoes.    |                                           | 6 70              |

#### JAPANNED WARE.

Discount, 45 and 5 per cent. off list, June, 1899.

#### ICE PICKS.

|                |      |      |
|----------------|------|------|
| Star, per doz. | 3 00 | 3 25 |
|----------------|------|------|

#### KETTLES.

|                                        |      |  |
|----------------------------------------|------|--|
| Brass spun, 7½ p.c. dis. off new list. |      |  |
| Copper, per lb.                        | 0 30 |  |
| American, 60 and 10 to 65 and 5 p.c.   |      |  |

#### KEYS.

|                              |    |  |
|------------------------------|----|--|
| Lock, Can., dis., 27½ p.c.   |    |  |
| Cabinet, trunk, and padlock, |    |  |
| Am. per gross.               | 60 |  |

#### KNOBS.

|                                               |      |      |
|-----------------------------------------------|------|------|
| Door, japanned and N.P., per doz.             | 1 50 | 2 50 |
| Bronze, Berlin, per doz.                      | 2 75 | 3 25 |
| Bronze Genuine, per doz.                      | 6 00 | 9 00 |
| Shutter, porcelain, F. & L. screw, per gross. | 4 25 | 4 00 |
| White door knobs—per doz.                     | 1 30 | 1 25 |

#### HAY KNIVES.

|                               |  |  |
|-------------------------------|--|--|
| Discount, 50 and 10 per cent. |  |  |
|-------------------------------|--|--|

#### LAMP WICKS.

|                        |  |  |
|------------------------|--|--|
| Discount, 60 per cent. |  |  |
|------------------------|--|--|

#### LANTERNS.

|                                 |      |  |
|---------------------------------|------|--|
| Cold Blast, per doz.            | 7 50 |  |
| No. 3, "Wright's"               | 8 50 |  |
| Ordinary, with O burner         | 4 25 |  |
| Dashboard, cold blast           | 9 50 |  |
| No. 0.                          | 6 00 |  |
| Japanning, 50c. per doz. extra. |      |  |

#### LEMON SQUEEZERS.

|                  | per doz. |      |
|------------------|----------|------|
| Porcelain lined. | 2 20     | 5 60 |
| Galvanized       | 1 87     | 3 85 |
| King, wood.      | 2 75     | 2 90 |
| King, glass.     | 4 00     | 4 50 |
| All glass.       | 1 20     | 1 30 |

#### LINES.

|                  |      |      |
|------------------|------|------|
| Fish, per gross. | 1 05 | 2 50 |
| Chalk            | 1 90 | 7 40 |

#### LOCKS.

|                            |      |      |
|----------------------------|------|------|
| Canadian, dis. 27½ p.c.    |      |      |
| Russell & Erwin, per doz.  | 3 05 | 3 25 |
| Cabinet.                   |      |      |
| Eagle, dis. 30 p.c.        |      |      |
| Padlock.                   |      |      |
| English and Am., per doz.  | 50   | 6 00 |
| Scandinavian.              | 1 00 | 2 40 |
| Eagle, dis. 15 to 17½ p.c. |      |      |

#### MACHINE SCREWS.

|                              |  |  |
|------------------------------|--|--|
| Flat head, discount 25 p.c.  |  |  |
| Round Head, discount 20 p.c. |  |  |

#### MALLETS.

|                                |      |      |
|--------------------------------|------|------|
| Tinsmiths', per doz.           | 1 25 | 1 50 |
| Carpenters', hickory, per doz. | 1 25 | 3 75 |
| Lignum Vitae, per doz.         | 3 85 | 5 00 |
| Caulking, each.                | 60   | 2 00 |

#### MATTOOKS.

|                    |      |      |
|--------------------|------|------|
| Canadian, per doz. | 8 50 | 1 00 |
|--------------------|------|------|

#### MEAT CUTTERS.

|                              |  |  |
|------------------------------|--|--|
| American, dis. 25 to 30 p.c. |  |  |
| German, 15 per cent.         |  |  |

#### MILK CAN TRIMMINGS.

|                        |  |  |
|------------------------|--|--|
| Discount, 25 per cent. |  |  |
|------------------------|--|--|

#### NAILS.

| Quotations are:             | Cut.   | Wire.  |
|-----------------------------|--------|--------|
| 2d. and 3d.                 | \$3 85 | \$4 50 |
| 3d.                         | 3 50   | 4 15   |
| 4 and 5d.                   | 3 25   | 4 00   |
| 6 and 7d.                   | 3 15   | 3 85   |
| 8 and 9d.                   | 3 00   | 3 65   |
| 10 and 12d.                 | 2 95   | 3 60   |
| 16 and 20d.                 | 2 90   | 3 55   |
| 30, 40, 50 and 60d. (base). | 2 85   | 3 50   |
| Steel Cut Nails 10c. extra. |        |        |

#### NAIL PULLERS.

|                      |      |      |
|----------------------|------|------|
| German and American. | 1 85 | 3 50 |
|----------------------|------|------|

#### NAIL SETS

|                             |           |       |      |
|-----------------------------|-----------|-------|------|
| Square, round, and octagon, | per gross | 3 38  | 4 00 |
| Diamond                     | 12 00     | 15 00 |      |

#### NETTING.

|                                       |             |  |  |
|---------------------------------------|-------------|--|--|
| Poultry, 45 per cent. for McMullen's. |             |  |  |
| OAKUM.                                | Per 100 lb. |  |  |

|            |      |  |  |
|------------|------|--|--|
| Navy       | 6 00 |  |  |
| U. S. Navy | 7 25 |  |  |

#### OIL.

|                          |       |  |  |
|--------------------------|-------|--|--|
| Canada refined (Toronto) | 0 13½ |  |  |
| Sarnia Water White       | 0 15  |  |  |
| Pratt's Astral           | 0 18  |  |  |
| Sarnia, Prime White      | 0 14  |  |  |
| American w. w.           | 0 16½ |  |  |

#### OILERS.

|                                                              |      |       |  |
|--------------------------------------------------------------|------|-------|--|
| McClary's Model galvan. oil can, with pump, 5 gal., per doz. | 0 00 | 10 00 |  |
|--------------------------------------------------------------|------|-------|--|

|                                   |      |      |  |
|-----------------------------------|------|------|--|
| Zinc and tin, dis. 50, 50 and 10. |      |      |  |
| Copper, per doz.                  | 1 25 | 3 50 |  |
| Brass,                            | 1 50 | 3 50 |  |
| Malleable, dis. 25 per cent.      |      |      |  |

#### PAIS.

|                                                 |  |  |  |
|-------------------------------------------------|--|--|--|
| Galvanized pails, discount 45 per cent.         |  |  |  |
| Galvanized flaring pails, discount 45 per cent. |  |  |  |
| Galvanized wasthtubs, discount 45 per cent.     |  |  |  |

#### PIECED WARE.

|                                             |  |  |  |
|---------------------------------------------|--|--|--|
| Discount 40 per cent. off list, June, 1899. |  |  |  |
|---------------------------------------------|--|--|--|

#### PICKS.

|          |      |      |  |
|----------|------|------|--|
| Per doz. | 6 00 | 9 00 |  |
|----------|------|------|--|

#### PICTURE NAILS.

|                            |      |      |  |
|----------------------------|------|------|--|
| Porcelain head, per gross. | 1 50 | 3 00 |  |
| Brass head,                | 0 40 | 1 00 |  |

#### PLANES.

|                                                       |  |  |  |
|-------------------------------------------------------|--|--|--|
| Wood, bench, Canadian dis. 55 per cent.               |  |  |  |
| American dis. 55.                                     |  |  |  |
| Wood, fancy Canadian or American, 37½ to 40 per cent. |  |  |  |
| Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.     |  |  |  |
| Miscellaneous, dis. 25 to 27½ per cent.               |  |  |  |
| Bailey's Victor, 25 per cent.                         |  |  |  |

#### PLANE IRONS.

|                   |      |      |  |
|-------------------|------|------|--|
| English, per doz. | 2 00 | 5 00 |  |
|-------------------|------|------|--|

#### PLIERS AND NIPPERS.

|                                                      |      |      |  |
|------------------------------------------------------|------|------|--|
| Button's Genuine, per doz pairs, dis. 37½ to 40 p.c. |      |      |  |
| Button's Imitation, per doz.                         | 5 00 | 9 00 |  |
| German, per doz.                                     | 0 60 | 2 60 |  |

#### PLUMBERS' BRASS GOODS.

|                                                              |      |  |  |
|--------------------------------------------------------------|------|--|--|
| Impression work, discount, 60 per cent.                      |      |  |  |
| Fuller's work, discount 65 per cent.                         |      |  |  |
| Rough stops and stop and waste cocks, discount, 55 per cent. |      |  |  |
| Jenkins' disk globe and angle valves, discount, 55 per cent. |      |  |  |
| Stan lard valves, discount, 60 per cent.                     |      |  |  |
| Jenkins' radiator valves discount 55 per cent.               |      |  |  |
| " " standard, dis., 60 p.c.                                  |      |  |  |
| Quick opening valves, discount, 60 p.c.                      |      |  |  |
| No. 1 compression bath cock                                  | 2 00 |  |  |
| No. 7. Fuller's                                              | 2 50 |  |  |
| No. 4½.                                                      | 3 00 |  |  |

#### PRESSED SPIKES.

|                        |  |  |  |
|------------------------|--|--|--|
| Discount, 20 per cent. |  |  |  |
|------------------------|--|--|--|

#### PULLEYS.

|                    |      |      |  |
|--------------------|------|------|--|
| Hothouse, per doz. | 0 55 | 1 00 |  |
| Azie               | 0 22 | 0 33 |  |
| Screw              | 0 27 | 1 00 |  |
| Awning.            | 0 35 | 2 50 |  |

#### PUMPS.

|                         |      |      |  |
|-------------------------|------|------|--|
| Canadian cistern.       | 1 40 | 2 25 |  |
| Canadian pitcher spout. | 1 15 | 2 00 |  |

#### PUNCHES.

|                          |      |       |  |
|--------------------------|------|-------|--|
| Saddlers', per doz.      | 1 00 | 1 85  |  |
| Conductors',             | 9 00 | 15 00 |  |
| Tinners' solid, per set. | 0 00 | 0 72  |  |
| " hollow, per inch.      | 0 00 | 1 00  |  |

#### RANGE BOILERS.

|                        |       |  |  |
|------------------------|-------|--|--|
| Galvanized, 30 gallons | 6 75  |  |  |
| " 35 "                 | 7 75  |  |  |
| " 40 "                 | 9 00  |  |  |
| Copper, 30 "           | 22 00 |  |  |
| " 35 "                 | 26 00 |  |  |
| " 40 "                 | 30 00 |  |  |

Discount off Copper Boilers 10 per cent.

#### RAKES.

|                                                                          |  |  |  |
|--------------------------------------------------------------------------|--|--|--|
| Cast steel and malleable Canadian list dis. 50 and 10 p.c. revised list. |  |  |  |
| Wood, 25 per cent.                                                       |  |  |  |

#### RASPS AND HORSE RASPS.

|                                              |  |  |  |
|----------------------------------------------|--|--|--|
| New Nicholson horse rasp, discount 60 p.c.   |  |  |  |
| Globe File Co.'s rasps, 60 and 10 to 70 p.c. |  |  |  |
| Heller's Horse rasps, 50 to 50 and 5 p.c.    |  |  |  |

#### RAZORS.

|                      | per doz. |       |
|----------------------|----------|-------|
| Geo. Butler & Co.'s. | 8 00     | 18 00 |
| Roker's              | 7 50     | 11 00 |
| Wade & Butcher's.    | 3 60     | 10 00 |
| Theile & Quack's     | 7 00     | 12 00 |
| Elliott's            | 4 00     | 18 00 |

Discount, 50 and 10 per cent.

#### REAPING HOOKS.

|           |              |  |  |
|-----------|--------------|--|--|
| Discount, | 60 per cent. |  |  |
|-----------|--------------|--|--|

#### REGISTERS.

|                                                    |  |  |  |
|----------------------------------------------------|--|--|--|
| Carriage, Section, Wagon Box Rivets, etc., 45 p.c. |  |  |  |
|----------------------------------------------------|--|--|--|

#### RIVETS AND BURRS.

|                                                                            |  |  |  |
|----------------------------------------------------------------------------|--|--|--|
| Black M. Rivets, 45 p.c.                                                   |  |  |  |
| Black and Tinned Rivets, 45 p.c.                                           |  |  |  |
| Extras on Iron Rivets in 1-lb. cartons, ½ c. per lb.                       |  |  |  |
| Extras on Iron Rivets in ½-lb. cartons, 1 c. per lb.                       |  |  |  |
| Copper Rivets & Burrs, 35 p.c. dis., and cartons, 1 c. per lb. extra, net. |  |  |  |
| Extras on Tinned or Coppered Rivets in ½-lb. cartons, 1 c. per lb.         |  |  |  |
| Burrs, iron or steel, 40 per cent.                                         |  |  |  |
| Terms, 4 mos. or 3 per cent. cash 30 days.                                 |  |  |  |

Canadian, dis. 35 37½ per cent.

#### RIVET SETS.

|                                | Sisal. | Manila. |
|--------------------------------|--------|---------|
| 7-16 in. and larger, per lb.   | 12     | 15      |
| ¾ in. and 5-16 in.             | 12½    | 16½     |
| ¼ and 5-16 in.                 | 13     | 17      |
| Cotton base, ¼-inch and larger | 14½    |         |
| Russia Deep Sea                | 15     |         |
| Jute                           | 15½    |         |
| Lath Yarn                      | 8      |         |
| New Zealand Rope               | 9½     | 10½     |

#### ROPE, ETC.

|                              |  |  |  |
|------------------------------|--|--|--|
| Boxwood, dis. 75 and 10 p.c. |  |  |  |
| Ivory, dis. 37½ to 40 p.c.   |  |  |  |

#### SAD IRONS.

|                             | pe set. |  |
|-----------------------------|---------|--|
| Mrs. Potts, plain, polished | 0 95    |  |
| " nickel-plated.            | 1 05    |  |

#### SAND AND EMERY PAPER.

|                                     |  |  |  |
|-------------------------------------|--|--|--|
| Dominion Flint Paper, 47½ per cent. |  |  |  |
| B & A. sand, 40 and 2½ per cent.    |  |  |  |
| Emery, 40 per cent.                 |  |  |  |

#### SAP SPOUTS.

|                                   |      |  |  |
|-----------------------------------|------|--|--|
| Bronzed iron with hooks, per doz. | 9 50 |  |  |
|-----------------------------------|------|--|--|

#### SAWS.

|                                        |      |      |  |
|----------------------------------------|------|------|--|
| Hand, Disston's, dis. 12½ p.c.         |      |      |  |
| S. & D., 40 per cent.                  |      |      |  |
| Crosscut, Disston's, per ft.           | 0 35 | 0 55 |  |
| S. & D., dis. 35 p.c. on Nos. 2 and 3. |      |      |  |
| Hack, complete, each.                  | 0 75 | 2 75 |  |
| " frame only.                          | 0 75 |      |  |

#### SASH WEIGHTS.

|                         |      |  |  |
|-------------------------|------|--|--|
| Sectional, per 100 lbs. | 3 25 |  |  |
| Solid,                  | 1 50 |  |  |

#### SASH CORD.

|         |      |      |  |
|---------|------|------|--|
| Per lb. | 0 23 | 0 30 |  |
|---------|------|------|--|

#### SAW SETS.

|                     |      |  |  |
|---------------------|------|--|--|
| "Lincoln," per doz. | 6 50 |  |  |
|---------------------|------|--|--|

#### SCALES.

|                                    |  |  |  |
|------------------------------------|--|--|--|
| Gurney Scales, 45 p.c.             |  |  |  |
| B. S. & M. Scales, 45 p.c.         |  |  |  |
| Champion, 65 per cent.             |  |  |  |
| Fairbanks Standard, 35 p.c.        |  |  |  |
| " Dominion, 55 p.c.                |  |  |  |
| " Richelieu, 55 p.c.               |  |  |  |
| Chatillon Spring Balances, 10 p.c. |  |  |  |

#### SCREW DRIVERS.

|                     |      |      |  |
|---------------------|------|------|--|
| Sargent's, per doz. | 0 65 | 1 00 |  |
|---------------------|------|------|--|

#### SCREWS.

|                                       |  |  |  |
|---------------------------------------|--|--|--|
| Wood, F. H., iron, and steel, 80 p.c. |  |  |  |
| Wood R. H., " dis. 75 p.c.            |  |  |  |
| " F. H., brass, dis. 75 p.c.          |  |  |  |
| Wood, R. H., " dis. 67½ p.c.          |  |  |  |
| " F. H., bronze, dis. 67½ p.c.        |  |  |  |
| " R. H., " 62½ p.c.                   |  |  |  |

Drive Screws, 80 per cent.

|                       |      |      |  |
|-----------------------|------|------|--|
| Bench, wood, per doz. | 3 25 | 4 00 |  |
| " iron,               | 4 25 | 5 75 |  |

#### SCYTHES.

|                         |      |       |  |
|-------------------------|------|-------|--|
| Discount, per doz, net. | 9 00 | 15 00 |  |
|-------------------------|------|-------|--|

#### SCYTHE SNATHS.

|                        |  |  |  |
|------------------------|--|--|--|
| Canadian, dis. 45 p.c. |  |  |  |
|------------------------|--|--|--|

#### SCYTHES.

|                                            |  |  |  |
|--------------------------------------------|--|--|--|
| Seymour's, dis. 50 and 10 p.c.             |  |  |  |
| Heinisch, dis. 50 and 10 p.c.              |  |  |  |
| Seymour or Heinisch tailor shears. 15 p.c. |  |  |  |

#### SHOVELS AND SPADES.

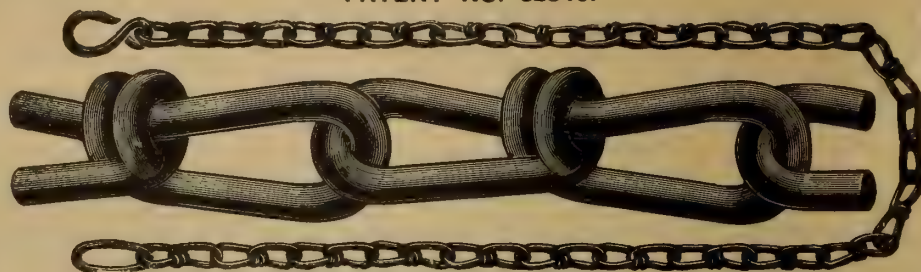
|                       |
|-----------------------|
| Canadian, dis. 40 and |
|-----------------------|



## FIRE HEATED COLLAR IRONERS

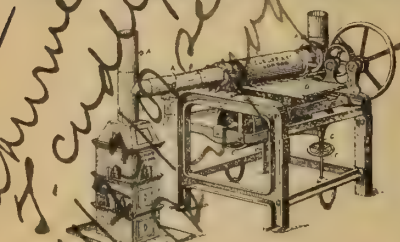
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PATENT NO. 32840.



If you are interested in chains examine carefully the perfect mechanical construction of the Brown's. It is the most perfect chain made. We make it in 13 sizes. We use it exclusively in all our Halter, Dog, Tie-out, Cattle, Trace Chains, etc. You will make no mistake in handling our line exclusively.

**THE B. GREENING WIRE CO., LIMITED**  
Hamilton and Montreal.



T. Cudlipp &amp; Co's. Patent.

are heated by the waste heat of the ironing stove, and are selling rapidly. All kinds of **LAUNDRY MACHINERY** for hand or power. Lists free. Agents wanted in all parts.

**T. CUDLIPI & CO** 8 Church Street.  
LONDON, N.W., ENGLAND.

|                                          |          |
|------------------------------------------|----------|
| Trunk nails, black                       | 65       |
| Trunk nails, tinned                      | 65 and 5 |
| Clout nails, blued and tinned            | 65       |
| Chair nails                              | 35       |
| Cigar box nails                          | 35       |
| Patent brads                             | 40       |
| Fine finishing                           | 40       |
| Picture frame points                     | 10       |
| Lining tacks, in papers                  | 10       |
| " " in bulk                              | 15       |
| " " solid heads, in bulk                 | 75       |
| Saddle nails in papers                   | 10       |
| " " in bulk                              | 15       |
| Tufting buttons, 22 line, in dozens only | 60       |
| Tin capped trunk nails                   | 15       |
| Zinc glazier's points                    | 5        |
| Double pointed tacks, dozens             | 85       |
| " " bulk                                 | 35       |

### TAPE LINES.

|                             |      |      |
|-----------------------------|------|------|
| English, ass skin, per doz. | 2 75 | 5 00 |
| English, Patent Leather     | 5 50 | 9 75 |
| Chesterman's each           | 0 90 | 2 85 |
| steel, each                 | 0 80 | 8 00 |

### THERMOMETERS

Tin case and dairy, dis. 75 to 75 and 10 p.c.

### TRANSOM LIFTERS.

Payson's per doz. 2 60

### TRAPS. (Steel.)

Game, Newhouse, dis. 2 p.c.  
Game, H. & N., F. S. & W., 65 p.c.  
Game, steel, 7 1/2, 75 p.c.

|                                  |           |
|----------------------------------|-----------|
| <b>TROWELS.</b>                  |           |
| Disston's, discount 10 per cent. |           |
| German, per doz.                 | 4 75 6 00 |
| S. & D., discount 35 per cent.   |           |

### TWINES.

|                              |           |
|------------------------------|-----------|
| Bag, Russian, per lb.        | 0 21      |
| Wrapping, mottled, per pack. | 0 50 0 60 |
| Wrapping, cotton, per lb.    | 0 17 0 18 |
| Mattress, per lb.            | 0 33 0 45 |
| Staging, "                   | 0 27 0 35 |
| Broom, "                     | 0 30 0 55 |

### VICES.

|                         |            |
|-------------------------|------------|
| Hand, per doz.          | 4 00 6 00  |
| Bench, parallel, each   | 2 00 4 50  |
| Coach, each             | 6 00 7 00  |
| Peter Wright's, per lb. | 0 12 0 13  |
| Pipe, each              | 5 50 9 00  |
| Saw, per doz            | 6 50 13 00 |

### ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.  
Diamond, Famous, Premier, 50 and 10 p.c.  
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

### WIRE.

Brass wire, 50 to 50 and 2 1/2 per cent. off the list.  
Copper wire, 45 and 10 percent. net cash 30 days, f.o.b. factory.  
Smooth Steel Wire, base, \$3.45 per 100 lb. List of extras: Nos. 2 to 5, ad-

vance 7c. per 100 lb.—Nos. 6 to 9, base—No. 10, advance 7c.—No. 11, 14c.—No. 12, 20c.—No. 13, 35c.—No. 14, 47c.—No. 15, 60c.—No. 16, 75c. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, \$2—oil, 10c.—special hay-baling wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net, 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 12 1/2 per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 5c.—oil, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in 1/4-lb. hanks, 75c.—in 1/2-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$4.40—No. 9, \$3.47 1/2—No. 10, \$4.55—No. 11, \$4.60—No. 12, \$3.62 1/2—No. 13, \$3.77 1/2—No. 14, \$5.15—No. 15, \$5.45—No. 16, \$5.65.

Clothes Line Wire, 19 gauge, per 1,000 feet. 3 30

| WIRE FENCING                                 | F.O.B.           |
|----------------------------------------------|------------------|
| Galvanized, 4 barb, 2 1/2 and 5 inches apart | Toronto 3 77 1/2 |
| Galvanized, 2 barb, 4 and 6 inches apart     | 3 77 1/2         |
| Galvanized, plain twist                      | 3 77 1/2         |
| Terms, 2 per cent. in 10 days.               |                  |
| Ros's braid truss cable                      | 4 50             |
| Barb wire is \$3.52 1/2 f.o.b. Cleveland.    |                  |

### WIRE CLOTH.

Painted Screen, per 100 sq. ft., net... 2 00  
Terms, 4 months, May 1. 3 p.c. off 30 days.

### WRENCHES.

|                                   |           |
|-----------------------------------|-----------|
| Acme, 35 to 37 1/2 per cent.      |           |
| Agricultural, 60 p.c.             |           |
| Coe's Genuine, dis. 20 to 25 p.c. |           |
| Towers' Engineer, each            | 2 00 7 00 |
| " S., per doz                     | 5 80 6 00 |
| G. & K's Pipe, per doz.           | 3 40      |
| Burrell's Pipe, each              | 3 00      |
| Pocket, per doz.                  | 0 25 2 90 |

### WRINGERS.

|                                                            |                  |
|------------------------------------------------------------|------------------|
| Leader                                                     | per doz. \$60 00 |
| Royal Canadian                                             | " 58 00          |
| Royal American                                             | " 50 00          |
| Discount, 45 per cent.: terms 4 months, or 3 p.c. 30 days. |                  |

### WROUGHT IRON WASHERS

Canadian make, discount, 25 per cent.

# CORDAGE . .

ALL KINDS AND FOR ALL PURPOSES.

|              |                  |                     |                |
|--------------|------------------|---------------------|----------------|
| Manila Rope  | Tarred Hemp Rope | Lathyrn             | Spun yarn      |
| Sisal Rope   | White Hemp Rope  | Shingle yarn        | Pulp Cord      |
| Jute Rope    | Bolt Rope        | Bale Rope           | Lobster Marlin |
| Russian Rope | Hide Rope        | Lariat Rope         | Paper Cord     |
| Marline      | Halyards         | Hemp Packing        | Cheese Cord    |
| Houseline    | Deep Sealine     | Italian Packing     | Hay Rope       |
| Hambroline   | Ratline          | Jute Packing        | Fish Cord      |
| Clotheslines | Plow Lines       | Drilling Cables and | Sand Lines     |

"FIRMUS" Transmission Rope from the finest quality Manila hemp obtainable. Orders will not be accepted for second quality or "mixed" goods.

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New 1900 Catalogue for the Asking.

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## DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to Diamond Stove Back.

### Diamond Adjustable Cook Stove Damper

Patented March 14th, 1893.



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**NEW** Automatic shell extracting, double action, small frame. Weighs 12 oz. Rebounding lock. 32 caliber. 5 shot.

Made with shorter barrel for bicycle use.

The most perfect small pistol made.



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are fitted with

### ONEIDA LOCK RINGS

(Pat. U.S., Oct. 11, 1898; Canada, Jan. 14, 1899.)

which combine the advantages of the ordinary STATIONARY and SLIP rings while avoiding the disadvantages of both



**Ring easily ADJUSTED until Toggle is in place, then absolutely STATIONARY.**

For sale by all Jobbers; manufactured only by

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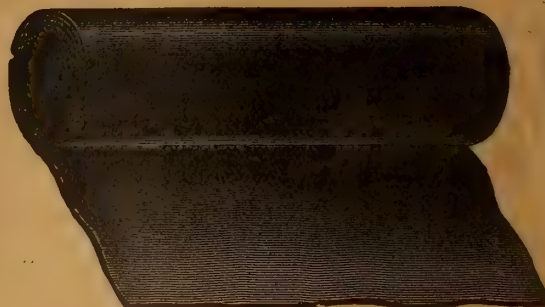
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BLUESTONE

**HIGH PRESSURE PACKING**

FOR STEAM

HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand  
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

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**THE GUTTA PERCHA AND RUBBER MFG. CO.**  
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**61-63 FRONT ST. WEST, TORONTO.**

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**PAINT**

Made in the world. It has this trade mark



All standard shades in stock, besides a new line of 56  
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Our **FLOOR PAINT** dries in 8 hours and is  
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Guaranteed to give satisfaction to the merchant and con-  
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Cost does not end  
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There's the working to be considered.  
Imperfect material means imperfect  
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**"BEST BEST POPLAR" BRAND  
GALVANIZED FLAT SHEETS**

Always turn out well, smooth,  
even, soft and workable.

**GALVANIZED CORRUGATED SHEETS  
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**BLACKWALL GALVANIZED IRON CO.**  
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AND METAL  
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO APRIL 21, 1900.

NO. 16



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all Machinery Bearings.

GENUINE MAGNOLIA METAL is made up  
in bars, of which this is a

FAC-SIMILE.



The name and trade  
mark appear on each box  
and bar, and besides this,  
the words "Manufactured  
in United States" and  
"Patented June 3, 1890"  
are stamped on the under  
side of each bar.

Magnolia Metal is still selling at the same price it has always sold at—no advance.

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Owners and Sole Manufacturers,

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The extra expense in working cheaper  
brands more than counteracts any saving in  
original price. The cheapest Galvanized  
Iron to work is

## "Queen's Head"

and it is always the same.

### JOHN LYSAGHT, LIMITED,

BRISTOL, ENG.,

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LIGHT  
YET  
STRONG

There is nothing unwieldy or bulky about The Safford Radiators for  
Steam or Hot-Water Heating. Bulkiness doesn't always mean strength. The  
"Safford" is light yet very strong, because all of the desirable attributes of a  
perfect radiator are united in one, in the "Safford."

It is the original invention in pipe-threaded screw connections which  
prevents even the possibility of a leak. No rods, bolts, packing or red lead  
are used. The heat circulates freely in one minute after it is turned on, because there are  
no obstructions in the pipes.

## The Safford Radiators

are made in  
twenty-five different styles (plain or ornamental), to fit circles, curves, angles, yet in no  
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to a well-trained athlete—the perfection of strength with superfluous flesh removed. He  
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yet strong."

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The Dominion Radiator Company  
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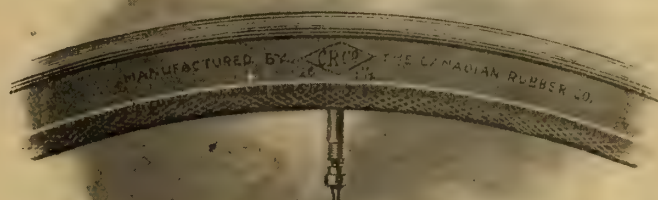
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## Unexcelled as a Cemented Double Tube Tire.

For sale wholesale by \_\_\_\_\_  
**THE AMERICAN TIRE CO., Toronto and Montreal.**  
**RICE LEWIS & SON, Toronto.**

# "GEM" ICE CREAM FREEZER

1, 2, 3, 4, 6, 8, 10, 12, 14 Qts.



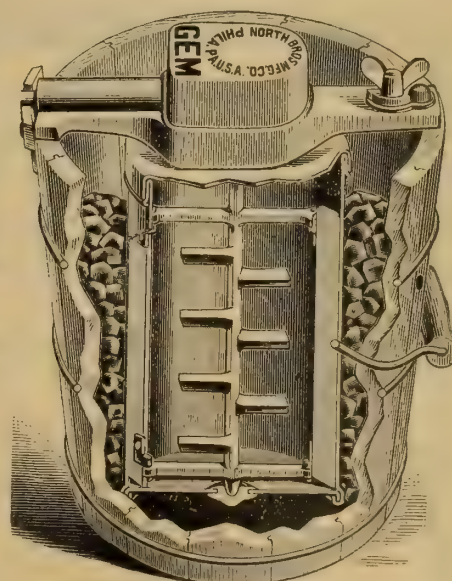
## New Automatic Twin Scrapers

that insure positive and continuous scraping of frozen cream from side of can.

They also have:

**WHITE CEDAR PAILS** with Electric-Welded Wire Hoops, guaranteed not to break or fall off.

**DRAWN-STEEL BOT-**  
**TOM CANS**, guaranteed not  
to break or fall out. Strongest  
and most durable Pails and Cans.  
Made and used only in Freezers  
made by



### Interior View.

Showing new **Automatic** Twin Scrapers,  
and with the Dasher or beater which has  
been a favorite for many years.

The Electric-Welded Wire Hoop Cedar Pails and Drawn-Steel Bottom Can are also shown

**T**HE Gem is the only double-action Freezer of reputation made to-day. Why? Because all imitations of it have failed, and the Gem is the only one that has stood the test of practical use. The Gem has been the model to other makers for all that was best in an ice cream freezer, and has been imitated (without success) more than any other freezer made in the last twelve years.

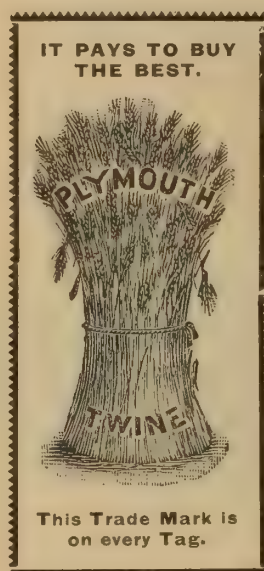
**NORTH BROS. MFG. CO.,**  
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CATALOGUES mailed free  
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**Sold by leading Jobbers Everywhere.**



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*Is Guaranteed for Excellence in  
Quality, Length, Evenness,  
and Strength.*

Prudent People Prefer "Plymouth."

DISTRIBUTERS:

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SAMUEL, SONS & BENJAMIN,

LONDON AND LIVERPOOL, ENGLAND.

## M. & L. Samuel, Benjamin & Co.

General Importers and Exporters and Metal Merchants

30 Front Street West,

TORONTO, ONT.

We carry in stock a full line of the following goods:

**Antimony.**

**Brass**—Sheets, Soft and Hard.  
Rods and Tubes.

**Canada Plates**

**Copper**—Bar and Ingot.  
Pitts.

Rods and Tubes.

Sheathing, Roofing and Brazier's.

**Copperine and Babbitt.**

**Cotton Waste.**

**Crucibles.**

**Eave Trough**—Also Spikes and Cond. Hooks.

**Glue**—English and French.

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Black and Tinned Sheet.

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**Lead Pipe.**

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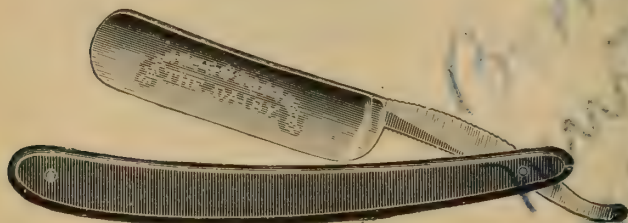
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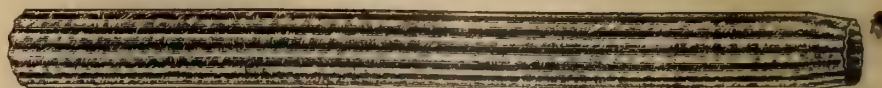
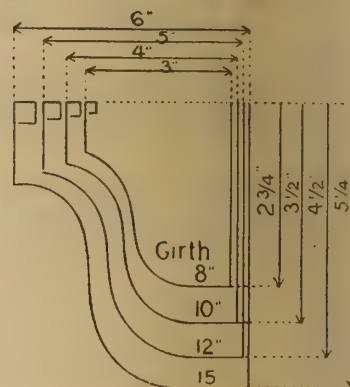
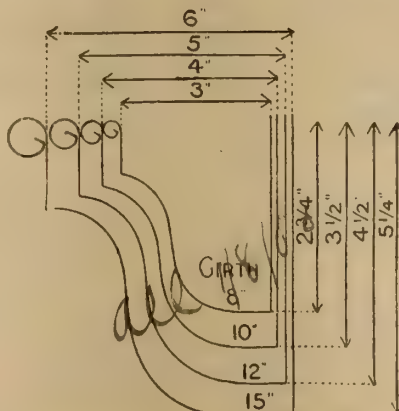
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TORONTO, ONT.



# HARDWARE AND METAL

Vol. XII.

MONTREAL AND TORONTO, APRIL 21, 1900.

No. 16

President,  
JOHN BAYNE MacLEAN,  
Montreal.

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Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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PLEASE MENTION THAT YOU SAW  
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## THE KINGSTON LOCOMOTIVE WORKS.

AT the annual meeting of the Kingston, Ont., Board of Trade, a few days ago, a great deal of consideration was given to the locomotive works of that city, which are now in financial difficulties, and a motion was adopted asking for the cooperation of the municipal council in the effort to have the works continued.

It was stated during the discussion that a capital of \$225,000 would be required to buy out the company.

It is not surprising that the business men of Kingston, as represented by the board of trade, should be concerned about the

works, for they are one of Kingston's most important industries.

The plant is now in the hands of the Bank of Montreal, and is to be sold. The works are now running, but will be closed in the fall, and the fear is that the purchasers may remove the plant elsewhere.

With sufficient capital and good management, Canada should be able to support at least one locomotive works.

There is a protection of 35 per cent. under the Customs tariff. If, therefore, it is not possible to make locomotive engines profitably in Canada, it is obviously not the fault of the tariff. No complaints are, however, heard in regard to the Customs duty.

During the past year or two the works have had at least all the orders they could attend to, and within the last three months the company has refused orders for 28 locomotives.

Our importation of locomotives is not large, as will be gathered from the following table, giving the number and value brought into the country during the past five years:

|                       | Number. | Value.      |
|-----------------------|---------|-------------|
| 1895.....             | 20      | \$146,211   |
| 1896.....             | 11      | 80,147      |
| 1897.....             | 18      | 118,463     |
| 1898.....             | 108     | 576,091     |
| 1899.....             | 67      | 398,118     |
| Total in five years.. | 224     | \$1,319,030 |

The increases during the last two years are the results of the improved trade conditions.

## PLATE GLASS HIGHER.

There has been an advance of from 15 to 20 per cent. lately in the price of plate glass abroad, and dealers in Canada are asking a similar advance in the case of all new orders. The markets abroad are also reported firm at the rise.

## COURSE OF IRON VALUES.

IN view of the accumulating indications that the missionary work for lower prices on steel and iron material in the United States is beginning to bear fruit, some comparison between the figures now ruling and those of two months ago becomes interesting.

On February 7, No. 1 pig was quoted at \$23.50, against \$23.25 to-day, and steel billets \$34.50, against \$33.50. This goes to show that steel products have proved more susceptible than iron, for the change in pig iron has been trifling; and it is also claimed that the stock is no larger than it was a month ago.

The situation in Great Britain is in striking contrast to that of the United States. There, the strength noted from time to time is still most marked, and the increasing foreign interest in iron and steel is the encouraging feature of the situation, in so far as it relates to the general stability of prices. For instance, warrants at Glasgow have ruled firm around £3 15s. lately, which is an advance of fully 6s. on the ruling quotation of two months ago.

Recent advices also state that, while the material advance in prices has naturally checked buying, the scarcity, especially of pig iron, is still most marked. Consequently the outlook is considered encouraging, as the continued severe drain on stocks, the much improved shipments and the large inland deliveries in Great Britain are daily strengthening the market.

In fact, some authorities seem to fear a difficulty in meeting requirements, as the production of pig is being fully taken up, and really the only stock available is that in warrant stores.



## THE QUESTION OF UNION WITH NEWFOUNDLAND.

A COUPLE of weeks ago, we took up the question of union between Canada and Newfoundland, and dealt with it from a commercial standpoint. We propose this week to continue it along the same lines.

The import trade of Newfoundland, as it was then shown, ranged from \$5,000,000 to \$6,000,000 per year.

Newfoundland's chief articles of import during the fiscal year 1898 were as follows:

|                                                              | Quantity. | Value.      |
|--------------------------------------------------------------|-----------|-------------|
| Butter, cwt.....                                             | 5,009     | \$ 75,998   |
| Coal, tons.....                                              | 94 904    | 205,781     |
| Flour, bbls.....                                             | 365,493   | 1,461,972   |
| Hardware.....                                                |           | 106,592     |
| Cottons, woollens, silks, linens, apparel, carpets, etc..... |           | 709,972     |
| Leather.....                                                 |           | 108,603     |
| Leatherware.....                                             |           | 75,617      |
| Molasses, gals.....                                          | 768,802   | 115,320     |
| Pork, salted, bbls.....                                      | 24,632    | 295,587     |
| Salt, tons.....                                              | 37,470    | 56,205      |
| Sugar, raw, cwt.....                                         | 12,334    | 37,002      |
| Tea, lb.....                                                 | 873,386   | 121,437     |
| Coin and bullion.....                                        |           | 6,819       |
| All other articles.....                                      |           | 1,812,763   |
|                                                              |           | \$5,188,863 |

The import trade during the year we have given, namely, 1898, was the smallest for a number of years.

Canada's trade with Newfoundland is practically at a standstill. It certainly does not grow, either in exports to or imports from that country. Our purpose is to deal with the exports from Canada to Newfoundland, but we pause to state that the imports during the last five years, beginning with 1899, were \$528,083, \$464,560, \$452,906, \$551,852 and \$740,302, respectively. The figures relating to the exports were \$1,808,682, \$2,170,606, \$1,692,798, \$1,782,309 and \$2,325,196, respectively.

The chief items of export to Newfoundland during 1898 and 1899, were:

|                                                       |           |           |
|-------------------------------------------------------|-----------|-----------|
| Animals, living.....                                  | \$ 76,150 | \$ 92,560 |
| Grain.....                                            | 61,188    | 74,830    |
| Flour.....                                            | 1,204,671 | 730,692   |
| Oatmeal.....                                          | 9,720     | 8 350     |
| Carriages, bicycles, etc.....                         | 4,727     | 3,953     |
| Clothing.....                                         | 12,121    | 6,139     |
| Coal.....                                             | 177,368   | 181,790   |
| Cordage, twine, rope, etc.....                        | 8,715     | 11,685    |
| Cotton, and manufactures of.....                      | 14,694    | 22,761    |
| Fruits.....                                           | 17,411    | 24,298    |
| Gunpowder, etc.....                                   | 3,218     | 11,561    |
| India rubber, and manufactures of.....                | 12 134    | 18,617    |
| Hay.....                                              | 12 512    | 7,371     |
| Leather, and manufactures of.....                     | 105,828   | 96,483    |
| Metals and minerals, and manufactures of.....         | 72,469    | 105,322   |
| Provisions, viz., butter, cheese, eggs and meats..... | 104,092   | 131,700   |
| Salt.....                                             | 12,603    | 9,970     |
| Vegetables.....                                       | 26,157    | 22,105    |
| Wood, and manufactures of.....                        | 50,045    | 51,242    |
| Wool, and manufactures of.....                        | 11,846    | 15,871    |

We stated a moment ago that our export trade with Newfoundland was practically at a standstill. While this is true in a general sense, it is entitled to some modification. For instance, in horses, peas, cotton and manufactures of, gunpowder, iron and steel and manufactures of, cheese, tea, there has been an increase during the past few years.

HARDWARE AND METAL five years ago expressed regret at the failure of the negotiations for union carried on then by the Bowell Administration, and time has not by any means softened that regret. The price demanded by the Newfoundland delegates, in the conditions laid down under which they would come into the Confederation, did seem rather high, at a time when the Island was in such financial distress, but it does not appear as high now, and particularly in view of the fact that the natural resources of the colony possess a higher value than they did then.

It is to be hoped the Dominion Government will at once take the matter up and open negotiations with the Island.

While the conditions are not, in some respects, as favorable as they were in 1895, in others they are more so. They are not as favorable in that the necessities for union on the part of Newfoundland are not so great; they are more favorable in other respects because of the general tendency throughout the British Empire to bring its component parts closer together.

If the union of Canada and Newfoundland is not consummated or at least under negotiation shortly, it is more than possible that reciprocity between the island and the United States will be realized.

The British Government, at the instigation of Canada, refused, five or six years ago, to sanction the Blaine-Bond treaty, but it is improbable that it would do so again were a similar treaty drawn up. And such a treaty would, if anything, be more distasteful to Canada now than it was even then.

### AMERICAN COIL CHAIN HIGHER.

Importers in Canada have been notified by the makers in the United States of an advance of \$2 per ton in the price of coil

chain. So far, no change has been made in prices by jobbers in Canada, and, until present stocks are exhausted, it is not likely there will be any change.

The advance in the United States is evidently one of the first fruits of the recent consolidation of the leading chain manufacturers in that country.

Prior to this last advance the price of British-made chain was slightly below the figures ruling on the American-made article. It is obviously more so now.

### PIG TIN SCARCE IN TORONTO.

STOCKS of pig tin are quite light on the Toronto market at the moment. At least one well-known house cannot quote prices, because it has no stock upon which to draw, while others have been compelled to buy from confreres who were better supplied than they were.

The scarcity, of course, will only be temporary, but, in the meantime, those wholesale dealers who have stock are doing an active business.

The outside markets have ruled strong during the week, and as high as £140 per ton was paid in London on Tuesday for tin for spot delivery. The tin market just now is receiving a good deal of support from the fact that shipments from points of production are small.

Quotations in Canada are much about the same as they were a week ago.

### OUR WIRE NAILS WANTED FOR THE UNITED STATES.

Inquiries for wire nails have been received by Canadian makers within the last few days from the United States, but, as far as can be learned, no business resulted therefrom.

The price of wire nails in the United States is equal to that in Canada by all but about 5c. per keg, while the duty ranges from ¼ to 1c. per lb. In the face of this, it is hardly to be expected that business could be done.

The demand for wire nails in the United States has been quiet, but it appears to have improved lately. It is significant, however, that 12 of the American Steel and Wire Co.'s mills have been closed down lately, throwing 4,000 hands out of employment.



**THE "CWT." QUESTION.**

THE question as to the legality or advisability of using the sign "cwt." for expressing 100 lb. is a live one in Halifax.

A subscriber living in that city takes some exception to the article which appeared in our last issue in regard to the question. "Our contention," he writes, "is that, while by Act of Parliament 100 lb. is the standard 'cwt.' in the larger world outside, with which everybody in business has to do with, the term 'cwt.' means invariably 112 lb., and that, in order to avoid error, the contraction '100 lb.' should be used for 100 pounds, and 'cwt.' for 112 pounds, or one hundredweight."

HARDWARE AND METAL last week contended that the word "hundredweight" meant, in Canada, 100 lb., just as it meant 112 lb. in Great Britain. And the statute was quoted to prove it.

It will be noticed that our correspondent does not question the legality of our conclusion. His objection is in regard to the utility of using the "cwt." sign in dealing with the outside world.

What our correspondent says in regard to the possibility of error is quite correct. We would also add possibility of confusion as well, as far as the foreign trade is concerned. But some people will make mistakes under any system. We cannot, however, agree with him when he declares that the term hundredweight "means invariably 112 lb." "Hundredweight" in the United States, for instance, does not mean 112 lb. It means 100 lb. So it does in Canada, as we have already shown.

The question has come in for a great deal of attention by the Halifax School Board, and, at a recent meeting, a report was received which was against the use of the sign "cwt." unless when 112 lb. was meant. It, however, favored the use of the sign "hwt." The suggestion in regard to the use of "hwt." is worth considering.

It is well understood, however, on this North American continent that the term "hundredweight" means 100 pounds, to say nothing of its being backed up by the statute in both Canada and the United States, but there is nothing to deter those who prefer to use the words "hundred pounds" or the figures signifying the same

from doing so, but why, if we are to be precluded from using the word "hundredweight" or its sign "cwt.," should we not also be precluded from using it for 112 lb.? Is it not possible that some one may think the long hundred of 120 lb. may be meant?

**A SLUMP IN TURPENTINE.**

THE turpentine season of 1899-1900, which has been one of the most remarkable for years, as far as high prices are concerned, has broken with a slump even more remarkable.

Since the last issue of HARDWARE AND METAL the price of turpentine in Ontario has declined fully 11c., a slump which is unparalleled in this material in recent years.

The decline is, of course, a result of the breaking of the high prices in the South, consequent on the arrival of the new crop on the market there.

Up to the middle of last week no offerings of new turpentine were reported, and as stocks were light the United States market maintained a decided firmness. When the new stuff started to come in freely prices steadily declined from the 56½ to 57c. noted in New York near the end of last week until sales were commonly made at 49½c., and lower prices are anticipated for next week.

A comparison of the two markets, New York and Toronto, shows that the local market has fallen 4c. more than the former one has.

The reason for this is found in the fact that outside firms have been offering turpentine at the low price now quoted, 72c. Toronto, and 74c. outside for single barrels, and the dealers here, rather than lose what spring orders are now being placed, have met these cut prices.

The present price is considered by the majority of jobbers as a fair basis for spring orders, but some express the belief that a still further decline is not improbable.

**DRY WHITE LEAD POINTING UP.**

Cables received Thursday from England stated that the further sharp advance in the price of pig lead had led makers to consider the advisability of marking up dry white lead. Consequently, a rise in value at primary markets on the material is certain.

**LOOK AFTER LOCAL AGENCIES.**

THE hardware business offers many opportunities for a business man to give evidence of enterprise and energy, and offers substantial reward to those who have these characteristics, and make use of them.

The development of the ordinary lines of the business is sufficient for the scope of an able man, yet many dealers find time and prove their ability to look after various lines, which, though not included in the average hardware stock, are so closely associated with the business that purchasers of them naturally look to the hardwareman for them.

HARDWARE AND METAL has received from Kyle & Hunter, hardware dealers, Warton, Ont., a private post card which they have recently sent to millmen and boat-owners, announcing the fact that they are selling agents for several of the best manufacturers of mill supplies, such as rubber and leather belting, wood split pulleys, "Magnolia" metal, cement, and that they carry a full line of mill and boat brass and iron fittings, packing, etc. The position of Warton, on a port on Georgian Bay, giving connection with many sawmillers and other manufacturers and with various boats, gives this firm an opportunity for special enterprise, which they have wisely taken advantage of, but which is not offered to every hardware merchant.

Yet, a close, wide-awake study of local conditions will discover to the average hardwareman abundant opportunities for enterprise in pushing special lines.

**THE SHEET METAL CONSOLIDATION**

The sheet metal consolidation, formed in the United States recently, is an important concern.

The capital stock is \$52,000,000, and the consolidated company controls all the mentionable sheet mills in the United States, with one or two exceptions. The company starts with a working capital of \$4,000,000.

The president of the company is Mr. G. F. McMurtry, who has hitherto been president of The Apollo Iron and Steel Co., the largest manufacturers of sheets in the world. The mills operated by the new corporation will be 155.

The galvanized sheets made by The Apollo Co. are well known in Canada.



### SHINGLES IN NEW BRUNSWICK AND QUEBEC.

**C**HARLES A. BOARDMAN, United States Commercial Agent at the town of Rimouski, Que., writes the State Department at Washington as follows: "Formerly, all shingles made in the East were split from blocks and shaved by hand with a draw knife. Those used in Maine, New Hampshire, and part of Massachusetts were pine or shaved cedar, 16 inches long. In other States, 18-inch shingles were used. In the shingle machines then made, the saw struck the bolt at the end, sawing lengthwise of the block. This made a rough surface on the shingles, which was said to hold the water and make them rot quickly. In 1865, there began to come into use machines made at Gardiner and Bangor, Me., which cut the block on the side instead of the end. The shingles sawed in this way had a surface almost as smooth as if shaved and were of the same thickness. These machines caused a revolution in the manufacture of shingles. As the demand increased and cedar became scarce in southern Maine, manufacturers began to move towards the great northern forests.

"The Phoenix mill at Fredericton, N.B., was changed from a long lumber mill, and 16 machines were put in that cut 224,000 shingles per day. In 1888, this mill passed into the hands of an American company from Calais, which erected a mill at Edmuntston, N.B., with seven machines. The logs for the Phoenix mill are cut in Aroostook county, Me., and driven down the St. John river. In May, 1888, the first shingle mill in northern New Brunswick sawing for the American market commenced operating at Dalhousie. The owner now has mills at Cabano and Notre Dame du Lac, in Quebec.

"The cedar forests remaining in this part of the continent are in Aroostook county, Me., the northern counties of New Brunswick, and the counties of Temiscouata, Rimouski, Bonaventure and Gaspé in Quebec. Here cedar grows large, and there are more trees to the acre than farther south. It is found on the high land as well as in the swamps. In Nova Scotia cedar does not grow. In southern New Brunswick there is not enough left to supply ties for the local railroads. The locations named are the last of the cedar forests, and these are being rapidly denuded to supply shingles and railroad ties, and in a few years all will be cut. Good cedar lands should soon become very valuable, as the area is so limited.

"In 1888, the first quality of shingles sold in Boston for \$3.60 per 1,000; in 1898, for \$2.60; in 1899, for \$3.10.

"The shingles cleared through the United States consulate at St. John, N.B., are sawed

from logs cut in northern New Brunswick and Aroostook county, Me. The largest amount of shingles is probably manufactured in the consular district of Campbellton, N.B. The manufacture is increasing here, and during 1899 there were cleared through this office for the United States 124,048,750 shingles, valued at \$221,015.40. There were erected during the year one mill, with eight machines, at Cabano and another one at Notre Dame du Lac. Two machines were added to the mill here and several were set up in the woods, to saw in winter only.

"The low price of 16 inch shingles has caused them to be used in Vermont, Connecticut, and northern New York, where formerly only 18 inch ones were sold.

"All the large mills in this district, except the new one at Cabano, are owned by Americans.

### DECREASE IN UNITED STATES PIG IRON OUTPUT.

**T**HE IRON AGE, in last week's issue, says of the iron market: "Considerable interest attaches to the figures we publish this week showing the condition of the blast furnaces on April 1. It had been expected that manufacturers' reports would show not only an increase in production, but a decidedly heavy increase in stocks at the furnaces. The complete statistics, however, show that the weekly capacity of the furnaces in operation on April 1 was 3,161 tons less than on March 1. This was largely due to the irregularity of furnace operations during March, owing to the scarcity of coke and in some sections to difficulty in securing a sufficient supply of iron ore.

"The condition of stocks is also somewhat surprising, as the increase in all kinds of pig iron on hand was only 12,380 tons. These figures go far towards explaining the comparative steadiness of prices of pig iron during the month, with consumers so generally remaining out of the market. The consumption of pig iron is proceeding on a heavy scale, and the slight increase in stocks at furnaces was accompanied necessarily by a large reduction in the stocks in foundrymen's yards. It is believed, taking furnace stocks and foundrymen's stocks together, that the supply of pig iron in this country at the present time is as low as at any previous period, if, indeed, it is not considerably lower. The situation is, therefore, calculated to make large buyers apprehensive, as all consumers are conducting a strictly hand-to-mouth business, which is liable to have its dangerous side.

"The position of pig iron abroad constantly grows stronger, advices from Great Britain representing a continuous reduction of stocks, withdrawals from public stores

running up to 1,500 tons daily. In some districts of England famine conditions prevail with respect to pig iron. Several sales for export have been made here during the week, and if freight room could be procured transactions would be much larger. It is stated that No 3 Southern foundry has been sold at \$16.50 at furnace for export, which is the full market price.

"The situation in steel and finished materials is not so assuring as in pig iron. Billets have been reduced \$1 per ton at Pittsburg, and weakness prevails in finished products generally, except in rails, structural shapes and sheets. Some effort is being made to stiffen the market by the shutting down of steel works and rolling mills. Manufacturers are confident that a better demand will develop when buyers find that strong and concerted efforts are being made to prevent a serious decline.

"The foreign demand for finished products is excellent. Sales are being made of light rails and other forms of steel in good quantities, but an especially large export business is being done in wire nails and wire."

### A GOOD WORD FOR THE TRAVELERS

Mr. R. Moore, retail hardware merchant, Sault Ste. Marie, Ont., is in Toronto this week. Mr. Moore reports that trade was very good at the "Soo" the past winter. He confirmed what has already been, from time to time, pointed out in regard to the progress the town of Sault Ste. Marie is making.

"I do," said Mr. Moore, in reply to an inquiry, "most of my buying through the travelers. Unless one comes down to pick up special lines or bargains, one does not seem able to see much more than what the traveler is able to show him. And then the people in the warehouses do not seem as well posted, as a rule, as the travelers are."

A Kingston despatch states that Ottawa and Montreal capitalists have entered into an agreement with a committee of the Board of Trade and the Kingston Council to build and operate an iron smelter there to turn out at the outset 100 tons of iron a day, and to employ not less than 150 hands.

## WIRE NAILS TACKS WIRE

Prompt Shipments

**The ONTARIO TACK CO.**  
Limited  
HAMILTON, ONT.



## THE IRON PIPE LIST.

CANADIAN wrought pipe makers, several weeks ago adopted the American list for iron pipe. Up to the present no detailed lists were issued, but, a few days ago, the Montreal Rolling Mills sent out to their customers a neat pocket list giving all the figures in detail. It is as follows and applies to steam, gas and water pipes :

STANDARD.  
BUTT-WELDED.

| Nominal<br>Size<br>Inside<br>Diameter | Price per foot.  |                  | Thick-<br>ness. | Nomin'l<br>Weight<br>per Foot | No. of<br>Threads<br>per Inch<br>of screw |
|---------------------------------------|------------------|------------------|-----------------|-------------------------------|-------------------------------------------|
|                                       | Black.           | Galv.            |                 |                               |                                           |
| Inches.                               | \$               | \$               | Inches.         | Pounds.                       | Threads                                   |
| $\frac{1}{4}$                         | 5 $\frac{1}{2}$  | 5 $\frac{1}{2}$  | .088            | .42                           | 18                                        |
| $\frac{3}{8}$                         | 5 $\frac{1}{2}$  | 5 $\frac{1}{2}$  | .091            | .56                           | 18                                        |
| $\frac{1}{2}$                         | 8 $\frac{1}{2}$  | 8 $\frac{1}{2}$  | .109            | .84                           | 14                                        |
| $\frac{3}{4}$                         | 11 $\frac{1}{2}$ | 11 $\frac{1}{2}$ | .113            | 1.12                          | 14                                        |
| 1                                     | 16 $\frac{1}{2}$ | 16 $\frac{1}{2}$ | .134            | 1.67                          | 11 $\frac{1}{2}$                          |
| 1 $\frac{1}{4}$                       | 22 $\frac{1}{2}$ | 22 $\frac{1}{2}$ | .140            | 2.21                          | 11 $\frac{1}{2}$                          |
| 1 $\frac{1}{2}$                       | 27               | 27               | .145            | 2.68                          | 11 $\frac{1}{2}$                          |
| 2                                     | 36               | 36               | .154            | 3.61                          | 11 $\frac{1}{2}$                          |

SPECIAL EXTRA STRONG BUTT-WELDED  
FOR PIPE FURNACES, BENDING, ETC.

| Nominal<br>Inside<br>Diameter | Price per<br>Foot.<br>Black. | Nominal<br>Inside<br>Diameter | Actual<br>Outside<br>Dia. | Thick-<br>ness. | Nomin'l<br>Weight<br>per Foot |
|-------------------------------|------------------------------|-------------------------------|---------------------------|-----------------|-------------------------------|
| Inches.                       | \$                           | Inches.                       | Inches.                   | Inches.         | Pounds.                       |
| $\frac{1}{4}$                 | 12                           | .542                          | .840                      | .149            | 1.09                          |
| $\frac{3}{8}$                 | 15                           | .736                          | 1.050                     | .157            | 1.39                          |
| 1                             | 22                           | .951                          | 1.315                     | .182            | 2.17                          |
| 1 $\frac{1}{4}$               | 30                           | 1.272                         | 1.661                     | .194            | 3.00                          |
| 1 $\frac{1}{2}$               | 36                           | 1.494                         | 1.900                     | .203            | 3.63                          |
| 2                             | 50                           | 1.933                         | 2.375                     | .221            | 5.02                          |

## LAP-WELDED PIPE.

| Nominal<br>Size<br>Inside<br>Diameter | Price per Foot.   |                   | Thick-<br>ness. | Nomin'l<br>Weight<br>per Foot | No. of<br>Threads<br>per Inch<br>of screw |
|---------------------------------------|-------------------|-------------------|-----------------|-------------------------------|-------------------------------------------|
|                                       | Black.            | Galv.             |                 |                               |                                           |
| Inches.                               | \$                | \$                | Inches.         | Pounds.                       | Threads                                   |
| 2 $\frac{1}{2}$                       | .57 $\frac{1}{2}$ | .57 $\frac{1}{2}$ | .214            | 5.74                          | 8                                         |
| 3                                     | .75 $\frac{1}{2}$ | .75 $\frac{1}{2}$ | .217            | 7.54                          | 8                                         |
| 3 $\frac{1}{2}$                       | .95               | .95               | .226            | 9.00                          | 8                                         |
| 4                                     | 1.08              | 1.08              | .237            | 10.66                         | 8                                         |
| 4 $\frac{1}{2}$                       | 1.30              | 1.30              | .246            | 12.49                         | 8                                         |
| 5                                     | 1.45              | 1.45              | .259            | 14.50                         | 8                                         |
| 6                                     | 1.88              | 1.88              | .280            | 18.76                         | 8                                         |

## AVERAGE NUMBER OF LENGTHS IN EACH BUNDLE.

| $\frac{1}{4}$ | $\frac{3}{8}$ | $\frac{1}{2}$ | $\frac{3}{4}$ | 1 | 1 $\frac{1}{4}$ | 1 $\frac{1}{2}$ | 2 Inch.     |
|---------------|---------------|---------------|---------------|---|-----------------|-----------------|-------------|
| 24            | 18            | 10            | 7             | 5 | 4               | 3               | Not Bundled |

## AVERAGE NUMBER OF FEET IN EACH BUNDLE.

| $\frac{1}{4}$ | $\frac{3}{8}$ | $\frac{1}{2}$ | $\frac{3}{4}$ | 1  | 1 $\frac{1}{4}$ | 1 $\frac{1}{2}$ | 2 Inch.             |
|---------------|---------------|---------------|---------------|----|-----------------|-----------------|---------------------|
| 350           | 500           | 150           | 120           | 85 | 68              | 53              | About 17ft. L'gths. |

Unless otherwise ordered, black pipe, random lengths, with threads and couplings, will be sent.

For cut lengths an extra charge will be made over random lengths.

For galvanized an extra charge is made.

For extra heavy pipe an extra charge is made.

Pipe under one foot in length is sold on the nipple list.

Every piece of standard pipe is carefully tested and proved to 500 lb. per square inch hydraulic pressure, but, as it is impossible to always detect imperfections, the only guarantee that is given is to replace such goods as prove defective when in hands of original purchaser, and when used for the purchase for which it was sold, but we will not pay any claim for labor or damages.

Extra heavy pipe is always shipped random lengths and plain ends, unless otherwise specified. When screwed and coupled an extra charge will be made.

The outside diameter of pipe heavier than standard is the same as standard, the extra thickness being on the inside, so that the different weights of the same size use the same couplings.

## The Season of Paint Tests.

This is the time of year that the paint you handle is put on trial.

It has to stand severe cross-examination from every person who buys a can; it has to show how it will work under the brush, how it will cover, how it will look, how it will wear.

Do you feel certain that the paint in your stock is going to stand the test?

S.-W.P. dealers have just that confidence.

**THE SHERWIN-WILLIAMS PAINT** has stood the test every season for thirty years. It will stand it this season. It will make trade and keep it.

If the paint on your shelves now doesn't stand the test, you'll find S.-W.P. ready for immediate shipment to help you out.



**THE SHERWIN-WILLIAMS CO.**  
PAINT AND VARNISH MAKERS.

Canadian Division :  
Montreal.  
21 St. Antoine St.,

CLEVELAND. BOSTON.  
CHICAGO. TORONTO.  
NEW YORK. SAN FRANCISCO.  
MONTREAL. KANSAS CITY.

## SWEATING WINDOWS.

THE METAL WORKER of April 7, says : "An inquiry in our last issue from a hardware merchant in Tennessee, asking why his store windows "sweat" while those of his neighbors do not, calls to mind what every observant person has noticed in walking the streets in winter—that, in this respect, there is a great difference in the behavior of windows. If the observer wears spectacles or eyeglasses he has also noticed on cold days that on entering some stores his glasses are instantly clouded and rendered as opaque as ground glass, while no such inconvenience attends his entry into other.

"The explanation is not difficult to find. The outside temperature being the same in the cases of two stores, if the windows of one sweat or frost more than the windows of the other it is simply because the amount of moisture in the air of the store thus troubled is greater than in the case of the store in which the difficulty is not experienced. Why it is greater is a question which can be answered only by an intelligent comparison of conditions peculiar to each. To assume that because they stand side by side, and are built of the same materials on lots as nearly alike as to original condition as adjoining building lots usually are, the conditions inside after occupancy by tenants

of different habits remain the same, is to assume more than the facts will usually warrant. It may be that one evaporates water in connection with his heating apparatus, while the other does not, or that one keeps his store warmer than the other, or that he has more people in the same space, or that he has less ventilation, or any one of a dozen other differences in his and his next door neighbor's habits account for the difference in humidity.

"It is a safe assumption that if the man troubled with sweating windows and the man not so troubled should exchange stores and go on doing business side by side, the trouble of sweating windows would follow the one who now experiences it, while the one not now troubled would remain exempt. There is no mystery about it, and the problem would not be difficult of solution if all the facts were known."

Tuerk Bros. have offered to start manufacturing gas and gasoline engines and other metal specialties in Berlin, Ont., if that town will let them have a lot at \$35 a year rental for 10 years, after which it is to be deeded over to them if, during the 10 years, they employ continuously not less than 20 skilled mechanics. The Berlin council has passed a resolution in favor of granting the lot asked.



## THE YEAR IN NAVAL STORES.

THE naval stores year 1899-1900, which closed on March 31, was more than usually prosperous. Factors and dealers generally were satisfied, and producers came out handsomely ahead. Still the last named are not quite content, for they realize now that their contract figures of 33c. for spirits, which appeared ample at the opening of the season, was far too low, and that as circumstances have since proved, they might just as well have set a more substantial value upon their holdings. They have profited by the experience, and the new year opens with factors firm at 42½ to 43½c. at Savannah for May to August, at which figures already some 100,000 barrels have been sold. "To realize something of the profit this means to the producer," says The Oil, Paint and Drug Reporter, "one has just to consider that even at 33c. for spirits the farmer can afford to let his resin go at a nominal price. Some unlikely accident can only prevent a heavy crop this coming year, and if consumption keeps up to that of last season—and there appears to be no reason for supposing otherwise—the producers may well have cause to congratulate themselves. The factor will benefit in turn, and the dealers who understand the situation will have nothing to lose.

"A comparative statement for the past four years of stocks remaining in Savannah at the close of the season shows for 1899-1900, 2,182 barrels spirits; for 1898-99, 3,741 barrels; for 1897-98, 17,173 barrels, and for 1896-97, 5,143 barrels. Resin does not show up quite so well. At the end of the past year, 142,412 barrels were left over, as against 113,445 barrels in 1899, 121,147 barrels in 1898, and 188,341 barrels in 1897, yet the closing prices last month were much higher than at the corresponding period for at least six years previous. Receipts have been heavier each year, but consumption has more than kept pace. The higher values have not been speculative, but are a direct result of the law of supply and demand, and, as the trend of the market has been steadily higher for years, it is fair to assume that, barring unforeseen contingencies, the average price both of turpentine and resin will rule quite as high as that of the past season."

## DEAL IN CANADIAN COAL AND OIL.

A special despatch from St. John, N.B., to The Boston Transcript says: "A meeting of The Baltimore Railway & Coal Co. was held here on Wednesday. Among those present were: Henry Higgins, chairman of The Petroleum Oil Trust, London, Eng.; Colonel John C. Calhoun, Capt. James Calhoun and Charles S. Daley, of New York. An engineer of the company

went to Moncton on Thursday, and will proceed to Baltimore, Albert County, where tunnels will be sunk and shale taken out for shipment to London and Paris, and also to be tested in the leading gas works in Europe. Samples were tested in London last year, and experts reported them to yield a large percentage of oil. Mr. Higgins, who is chairman of the company owning the Gaspe oil wells, says there is a likelihood of an amalgamation of oil and coal interests in Canada involving \$50,000,000 of British capital. He says there is a great patriotic feeling in England in favor of developing of Imperial resources by British capital. If such amalgamation takes place it will have no connection with The Standard Oil Co. He expressed confidence that a great oil industry would be developed in Gaspe. Sir William Bailey, an ex-mayor of Manchester, is coming out probably next month to visit the Gaspe works."

## TO ATTRACT TOURISTS.

AT a recent meeting of the Montreal Board of Trade, Mr. Henry Miles, first vice-president of the board, submitted the following communication:

I beg to place before you an idea that I think might, if properly carried out, result in benefit to our city, and the business community especially.

It seems to me that we have not in Montreal been sufficiently energetic in seeking to make known this city, and that we are, therefore, without many of the advantages to be derived from visitors and the stream of tourist travel.

I think it would be beneficial at this present time to organize a business men's league, or association

of merchants, for the specific purpose of bringing people to Montreal.

We have examples in many directions, even within the Dominion, of enterprises in this direction. I would mention the following organizations that have brought great advantages to the various cities interested: The Nova Scotia Tourists' Association, Halifax, and The New Brunswick Tourists' Association, St. John, N.B.

These have certainly been very successfully operated. Smaller organizations exist at Fredericton, Ottawa and other places.

An organization of this sort for the city of Montreal could copy, with advantage, the actions of the business men and citizens of Detroit. This covers more fully the objects that we would seek here, although we could hold out to visitors as well many of the sporting attractions that are made prominent by the New Brunswick and Nova Scotia associations.

To briefly outline an action, with which, I trust, I may have your support, I would suggest the establishment of the Montreal Business Men's League: Hon. president, the Mayor of Montreal; executive committee, consisting of five members, to be named annually by the council of the Montreal Board of Trade. I propose to put myself in communication with a number of the prominent business men and citizens, asking the support of their names for the organization. The executive would serve without remuneration.

The expense connected with the effort would consist of office expense for secretary or clerical assistants, printing, postage, etc.

It would be sought to secure a large membership amongst the business men and citizens, upon the basis of a small annual subscription, say \$5. From this source the first definite expenses of the association would be met.

We would look to the railways, steamboat companies and hotels for special contributions, which, it is estimated, would cover the expense of printing and disseminating literature in directions where most benefit would result.

I believe that this is an object that is well worthy the interest of the board of trade, and I am willing, if called upon, to devote some attention towards making the movement a success.

## IVER JOHNSON SAFETY HAMMER AUTOMATIC REVOLVER.

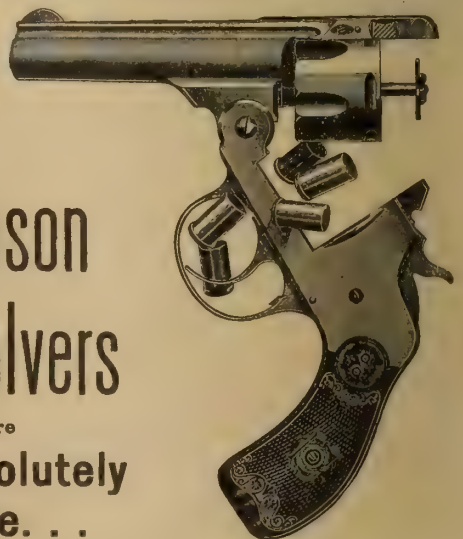


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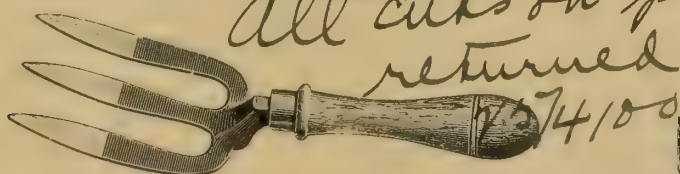
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WHOLESALE.



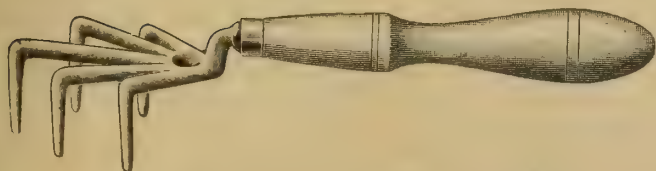
LADIES' FLORAL TROWEL, 6-in.



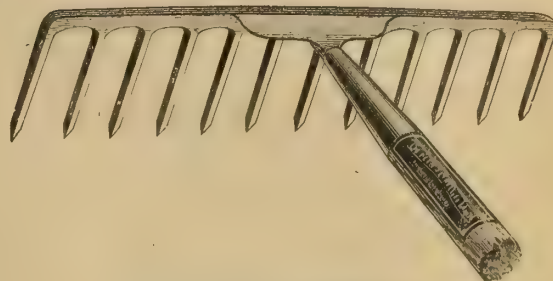
No. 1 CAST STEEL GARDEN TROWELS, 5, 6 and 8-in.  
No. 0 " " " " ENGLISH, 6-in.



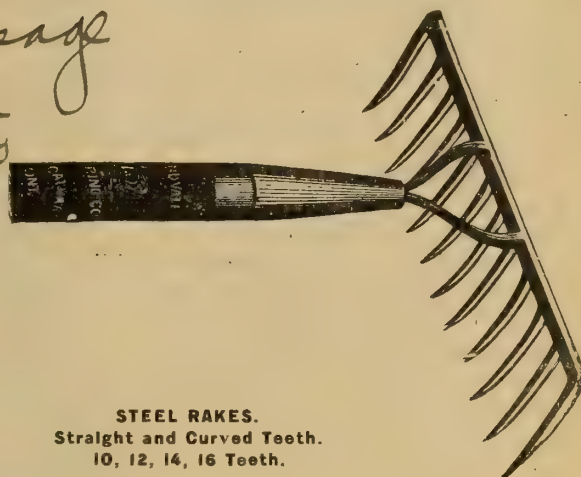
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WEEDING HOOKS, TINNED.



MALLEABLE IRON RAKE.  
10, 12, 14, 10-14 a/s.

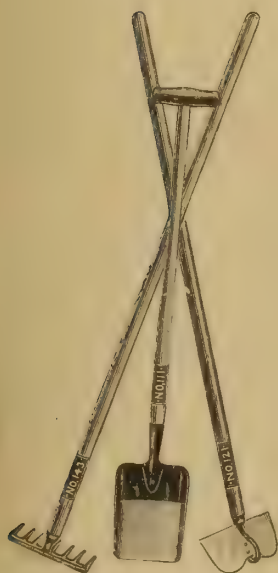


STEEL RAKES.  
Straight and Curved Teeth.  
10, 12, 14, 16 Teeth.

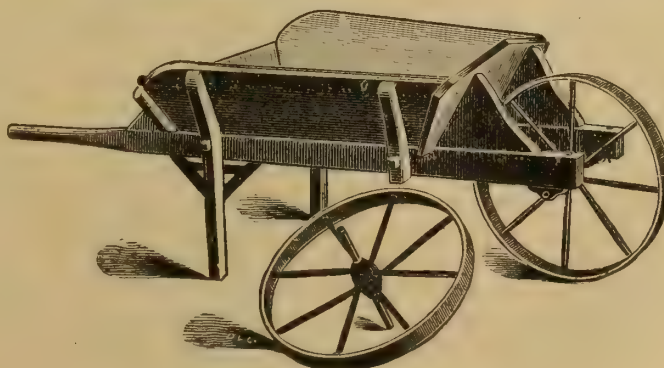
"CATARACT" INSECT EXTERMINATORS.



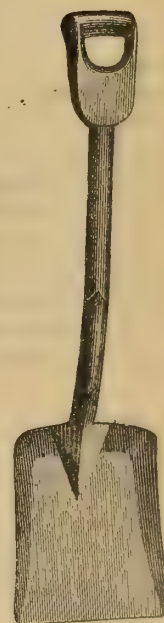
All Brass, Cannot Rust.



GARDEN SETS.  
3 and 4 pieces.  
Risford, 3 pieces.



GARDEN WHEELBARROWS.



D. H. S. P. SHOVELS

**H. S. HOWLAND, SONS & CO., Toronto.**

WE SHIP  
PROMPTLY.

Graham Wire and Cut Nails are the Best.

OUR PRICES  
ARE RIGHT.



## TRADE IN OTHER COUNTRIES THAN OUR OWN.

## PIG IRON IN GREAT BRITAIN.

THE pig iron market has developed fresh strength during the past week, and prices show a further rise. This new advance seems to have acted as a stimulus rather than a deterrent as far as buyers are concerned, and in the Cleveland district they appear to be anxious to place their orders now, before any additional upward move takes place. The scarcity of the available supply of pig iron, and the growing demand on the part of customers, combine to put makers in a stronger position than ever, and those fortunate few who have iron for sale are asking and obtaining fancy prices for it. But the average figure has gone up considerably. Last week we quoted No. 3 at 76s. 6d. This week the lowest that has been taken is 77s., while on Wednesday another 1s. was added, making 78s., at which price only small quantities were procurable. It is noteworthy that this is 3s. above the best price of last year, which was the highest known for a quarter of a century. These facts are significant of the exceptional prosperity of the trade. Hematite is difficult to obtain, and there are now no sellers below 86s. 6d., while some are asking 1s. more. In Barrow, too, the supply is restricted, and the output has been reduced, three furnaces having been put out of blast within the last few weeks. Mixed numbers stand at 85s.

## STEEL IN SHEFFIELD.

Producers of Bessemer and Siemens-Martin steel for local manufacturers declare that their customers are still buying heavily, although some of the latter state that orders for prepared material and inquiries are not coming forward in such numbers as was the case a week or two ago. A new feature of local trade this week was the offering of Bessemer billets of high carbons and Siemens-Martin steel, such as is produced in South Wales, from America, quick delivery of any quantity required being promised. We do not learn that any business resulted, buyers of this material being well booked forward, but some profess to detect in it a sign of an approaching reduction in the prices of steel. The local Bessemer makers, however, state that prices are more likely to go up than down, and in support of this they point out that they have this week advanced the price of tires and other railway material 10s. per ton.—Ironmonger, April 7.

## TINPLATES IN ENGLAND.

The market has been steady on the week. The inquiry all around is good, but not much actual business is reported. Buyers

mainly seem to prefer holding off in anticipation of lower prices, and only orders for delivery during the first half of the year are being booked. A fair continental trade has been done for the sizes required; from 16s. 3d. to 16s. 6d. has been paid f.o.b. Wales. Black plates are steady, without change in price, and to day's figure for an ordinary specification of Bessemer finished is about £12 10s. per ton, f.o.b. Swansea. Siemens steel is worth about 5s. per ton more. The oil-size trade is very quiet, and buyers show no inclination to come into the market at present figures. Quotations of 16s. for I.C. 14 by 18½, 124 sheets, 110 lb. Bessemer cokes, and 23s. 6d. for I.C. 20 by 10, 225 sheets, 156 lb. Siemens fail to bring any response. As yet there is no inquiry for Canadas, although some business in this class of plate is shortly expected. The home trade is rather slow. Makers and stockkeepers alike were stocktaking at the end of March, and consequently no sales of any moment are reported. Charcoals are not in great demand just now.—Ironmonger, April 7.

## NEW YORK METAL MARKET.

PIG TIN—The market was decidedly firmer under the influence of cable advices of decidedly higher prices in London, the latest quoted as high as £140 per ton for spot delivery. The shipments from the Straits during the first half of the month were moderate, and that fact gave the market a good deal of support. Only ordinary purchases were made, however, and at the close of business it seemed doubtful if round lots could have been purchased at less than 21¼ to 21¾c., as to brand, for large lots.

COPPER—Business of very good proportions is being effected quietly for both export and home trade, and prices remain firm all along the line. On the Lake Superior ingot 17c. bid, 17½c. asked, was quite generally quoted, while 17c. was the quotation on electrolytic bars and casting stock.

The production last month in the United States was estimated at 22,283 tons, against 20,087 tons in February, and 21,013 tons in January. The visible supply in Europe was estimated at 26,610 tons.

PIG LEAD—There was nothing in the way of really new feature. Business was of ordinary character and prices remained steady at 4.70c. for large lots for shipment from the West and 4.75 to 4.80c. for single carloads on the spot.

The London cable quotation was £16 17s. 6d. for soft Spanish.

SPELTER—Ordinary business only is being effected in the market here, but considerable is doing at Western points and prices

remain at 4.75 to 4.85c. for prime domestic, delivered in New York, in carload lots.

The London cable to the Exchange quoted £16 17s. 6d. for good merchant brands.

ANTIMONY—Regulus is steady at 9½ to 11c. as to brand and quantity.

TINPLATE—Deliveries on contracts are liberal, but new business is merely fair. Prices remain steady.

IRON AND STEEL—There is good steady movement of pig iron and prices remain without change. Old material is fairly active and firm.

Steel rails, structural shapes of steel, bar iron and other manufactured products are selling very fairly at steady prices.—New York Journal of Commerce.

## CEMENT HIGHER.

Sales agents and importers this week gave out the scale of prices for spring delivery ex wharf on cement and firebricks.

They are materially higher than those for the corresponding period last year, the former showing an advance of 5 to 10c. per bbl., and the latter \$1 per 1,000.

The figures in detail are as follows: Cement—German, \$2.35 to \$2.50; English, \$2.20 to \$2.40, and Belgian, \$1.75 to \$2.05, ex wharf. Firebricks are \$16 to \$22 per 1,000, as to brand.

These figures are all laid down in Montreal, ex wharf.

## RUSTING OF NAILS.

Referring to the question as to the durability of nails which are exposed to the weather, Iron Age has the following communication from a Boston house, who have given a good deal of attention to the matter:

"Our experience is that steel cut nails are quite as bad as steel wire nails, and they are produced by the same process, so that the free acid remaining in them is acted upon by the atmosphere and quickly destroys the nails. We have had our attention repeatedly called to this in case of shingling, but not until recently have we heard the same story with regard to slate nails.

"We have in our office samples of both cut and wire nails of steel, which have been rusted to utter worthlessness within two years."

W. Merritt, recently of The Strathroy, Ont., Furniture Co., and J. G. Hay, of The North American Bent Chair Co., propose to form a \$30,000 company to make furniture in Owen Sound, Ont. They ask a loan of \$15,000 from the town.



## What Are the Best Horse Nails?

### I.

They must be made of the best material to start with; we use the best obtainable quality of Swedish Charcoal Steel Nail Rods for our "C" brand. We know of nothing better as a material that is made or used by any other maker in the world.

### II.

They must be made of the best proportions, strength where it is needed most; correct taper and bevel to drive easily and correctly, and points hardened to permit of entering the hardest hoofs without bending. All these features are combined in the "C" brand nails.

### III.

They must clinch perfectly, and stand the greatest amount of hard usage to which they are constantly subjected. The "C" brand does all these things.

### IV.

The first cost of horse nails should be judged by the amount of work you can get out of them. If a box of our "C" nails gives you every nail perfect and ready for immediate use, and is fully guaranteed as such to every purchaser, while a lower-priced nail has a certain percentage of crooked, badly-made nails in the box, and in use are subject to heads flying off, necessitating more frequent "removes" of shoes—which is the cheaper and safer for you to use?

The "C" brand has been made by us and sold in Canada for 35 years. You are getting the benefit of all that long experience in buying and using our "C" brand. We solicit your orders through the trade.

Canada Horse Nail  
Company,

MONTREAL.

## HARRINGTON & RICHARDSON ARMS CO.

WORCESTER, MASS., U. S. A.



Makers of  
High Grade

## REVOLVERS

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and  
Hardware Stores almost everywhere.

#### MANUFACTURERS

Babbitt Metals . . .  
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Pig Tin, Pig Lead  
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## SYRACUSE SMELTING WORKS. Factories: MONTREAL, and SYRACUSE, N.Y.

## The "DAISY" Barrel Churn

SPECIAL FEATURES FOR SEASON OF 1900.



Angle Steel Stand, with extra patented  
centre brace.  
Patented Double Levers or Bow.  
Wheels on the feet.  
Hardened and Polished Steel Ball-Bearings.  
Patent cover and drip tube.

SIZES—Nos. 0, 1, 2, 3, 4 and 5.

The Barrels are made of the best imported  
White Oak Staves, and will last many years.

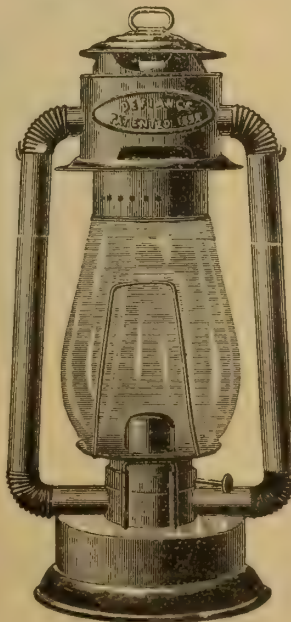
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## Defiance Cold Blast Lantern



With Patent Fluted  
Plate, by which the air is  
admitted so as to come in  
contact with the Globe, so  
tending to keep it cool.

SOLD BY LEADING JOBBERS.

Manufactured by

## W. W. CHOWN & CO.,

Belleville, - - Ontario.



# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

MONTREAL, April 20, 1900.

### HARDWARE.

**T**HERE has been an active movement in general hardware during the week, the inception of summer freights leading to a largely increased volume of business. Harvest tools, bar iron, cut and wire nails, rope and shovels and spades, have been the particularly active lines, but other lines of goods have been by no means neglected. Values also continue firm, and no material change in the shape of reaction is expected in the immediate future.

**BARBED WIRE**—There is only a moderate movement in this line, and the f.o.b. jobbing price is still unchanged at \$3.72½.

**SMOOTH WIRE**—A good business is noted in this line as the railways are accepting goods at summer rates. We quote \$3.45 base.

**GALVANIZED WIRE**—Business is quiet and prices steady. We quote: Nos. 6, 7 and 8 gauge, \$4.37½; No. 9, \$3.47½; No. 10, \$4.52½; No. 11, \$4.57½; No. 12, \$3.62½;

No. 13, \$3.72½; No. 14, \$5.12½; No. 15, \$5.42½; and No. 16, \$5.62½.

**FINE STEEL WIRE**—Steady, with fair inquiry, at 12½ per cent.

**BRASS AND COPPER WIRE**—There is no change. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

**FENCE STAPLES**—These are going out more freely while prices remain \$3.75 for bright and \$4.35 for galvanized.

**WIRE NAILS**—The movement both in this Province, and on northwestern account has increased this week. Prices are unaltered at \$3.45 for jobbing and \$3.35 for carlots f.o.b. Montreal.

**CUT NAILS**—Remarks regarding wire apply equally to cut nails, with values steady at \$2.85 for small and \$2.75 for carlots.

**HORSE NAILS**—Trade has been quiet, and prices unchanged. Discounts 50 per cent. on Standard and 50 and 10 on Acadian.

**HORSESHOES**—There is nothing special to report in these. We quote as follows: Iron

shoes, light and medium pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow shoes, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; X L steel shoes all sizes, 1 to 5, No. 2 and larger, \$4.20; No. 1 and smaller, \$4.45; feather-weight, all sizes, \$5.45; toe weight steel shoes, all sizes, \$6.55 f.o.b. Montreal.

**SCREWS**—Going out freely. Discounts are as follows: Flat bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

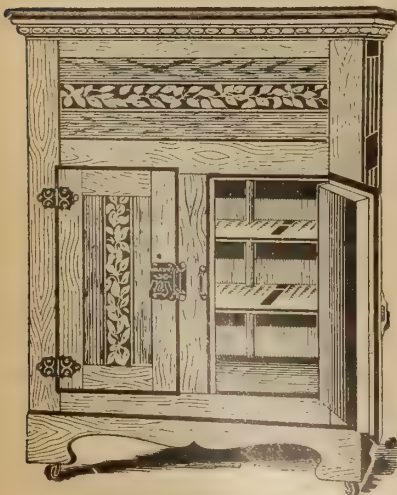
**BOLTS, ETC.**—Business continues good. Discounts are as follows: Tire bolts, 60 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 52½ per cent.; nuts, square, 3½ c. per lb. off; nuts, hexagon, 4c. off; tire bolts, 60 per cent.; stove bolts, 60 and 10; plough bolts, 50 per cent.

## WE RECOMMEND

THE . . .

## Model Refrigerator.

MADE IN SIX SIZES.



**For Cleanliness, Coldness and Sweetness.**

It embodies all the best features necessary for the most perfect results, viz:

**Removable Sectional Ice Box.**

**CERITE LINING**, a non-heat conductor.

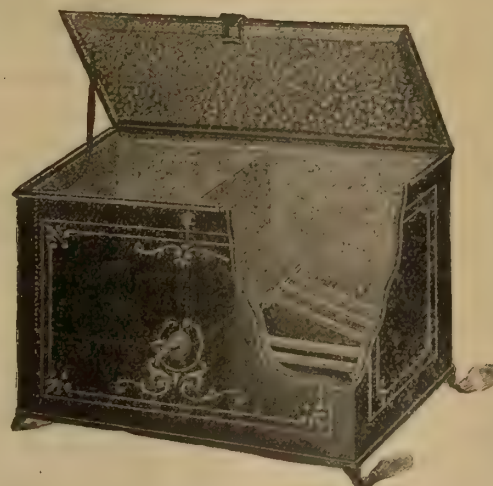
**BEST ARRANGED ZINC LININGS.**

**No Glued Joints to Loosen with Dampness.**

**Solid Bronze Locks and Handles. Golden Oak Finish.**

## Japanned Ice Box.

3 SIZES.



Made of **HEAVY GALVANIZED SHEET IRON**, with double walls.

Large Provision Chamber and suitable Ice Compartment.

**NICKEL-PLATED LEVER TAP** for drawing water off ice.

**SECTIONAL SHELVES** allow of larger articles being placed in box.

**Moderate in Price. Unequalled in Utility.**

**Just the thing for Small Families or Campers.**

# THE McCLARY MFG. CO.

LONDON

TORONTO

MONTREAL

WINNIPEG

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Our Large Resources allow us to **GUARANTEE PROMPT SHIPMENT.**



American Sheet Steel  
Company  
Manufacturers of Black  
and Galvanized Sheets  
Battery Park Building  
New York

**Cements** { **PORTLAND  
ROMAN  
KEENE'S**

**Bricks . .** { **FIRE  
BUILDING  
PAVING**

**Sand . . .** { **SILICA FIRE  
MOULDING  
BUILDING**

**F. HYDE & CO.**

31 Wellington street, MONTREAL

**English Castor Oil**

GUARANTEED PURE.

Pharmaceutical, Tasteless, Cold Drawn  
First Pressure  
Second Pressure

In cases of 2 tins and in barrels. Stocked  
by all Hardware, Oil and Color men.

**The Hull Oil Manufacturing Co.**  
LIMITED

**B. & S.H. THOMPSON & CO.**

Agents for Canada

MONTREAL

**PORTLAND CEMENTS  
FIREBRICKS  
FIRECLAY  
LIVERPOOL SALT  
LAND PLASTER  
PLASTER OF PARIS  
WHITING**

Straight or mixed cars.

**J. WATTERSON & CO.**  
MONTREAL.

**RIVETS** — There is a good movement in these. Discounts are as follows: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 45 per cent. off; swedes iron burrs, 40 per cent. off; copper rivets, 35 per cent.; coppered iron rivets and burrs, in 5-lb. carton boxes, 45 per cent. off.

**CORDAGE**—An active trade is noted in rope. We quote: Manila 16c. base, sisal 11½c., and lath yarn 10¼c. base.

**HARVEST TOOLS**—There has been a large movement in these since summer freights went into effect.

**SPADES AND SHOVELS**— These are being sent forward also. Discounts are unchanged at 40 and 5 per cent. with a fair business noted.

**CUTLERY**—A fair trade is noted in this line.

**SPORTING GOODS**—As last reported.

**FIREBRICKS**—The prices for shipments ex wharf have been fixed and are \$16 to \$22 per 1,000 as to brand. Ex store, \$19 to \$24 is still asked.

**CEMENT**—Spring prices ex wharf were established this week, being: German, \$2.35 to \$2.50; English, \$2.20 to \$2.40; Belgian, \$1.75 to \$2.05 per bbl. Ex store, the old range is maintained.

#### METALS.

There has been no radical change in the heavy iron or metal situation, and, with the exception of a slight decline in copper in London, values, as a rule, have pointed upwards. For instance, there have been material gains in lead, spelter and tin, outside.

**PIG IRON**—The strength in this market is unabated, with sales of carlots of No. 1 Scotch at \$28, while, for spring importation, \$26 to \$27 is asked.

**BAR IRON**—Firmly held at \$2.40 to \$2.45.

**BLACK SHEETS**—Moving well. We quote: 8 to 15, \$3.10; 18 to 20, \$2.90; 22 and 24, \$2.95; 26, \$3.10, and 28, \$3.15.

**GALVANIZED IRON**—An active business transpires in this material. We quote: No. 28 Queen's Head, \$4.75 to \$5.00, and No. 26, \$4.50 to \$4.75; Comet, No. 28, \$4.45 to \$4.70, and No. 26, \$4.15 to \$4.45.

**INGOT COPPER**—There has been no change, prices ruling steady at 18c.

**INGOT TIN**—There has been an advance of 15s. in London, but prices here remain at 35 to 36c.

**LEAD**—Continues unchanged, at \$4.60 to \$4.70. Outside markets have been firmer lately.

**LEAD PIPE**—There has been an active movement in lead pipe. We quote: 7c. for ordinary and 7½c. for composition waste, with 15 per cent. off.

**HENRY WRIGHT & CO.'S**

**Anvils and Vises**

**RIGHT** in PATTERN  
in QUALITY  
in PRICE

IN STOCK IN MONTREAL.

**A. C. LESLIE & CO.**

MONTREAL



**IRON AND  
BRASS**

**Pumps**

Force, Lift and Cistern  
Hand and Power.

For all duties. We can  
supply your wants with  
—quality the best and  
prices right. Catalogues  
and full information for a  
request.

**THE R. McDUGALL CO., Limited**

Manufacturers,

Galt, Canada.

**ADAM HOPE & CO.**

30 JOHN STREET N.

Hamilton, Ont.

**PIG TIN**

"Lamb and Flag"

**INGOT COPPER**

**PIG LEAD**

**ZINC SPELTER**

**ANTIMONY**

All orders promptly  
shipped from stock.

**NOVA SCOTIA STEEL CO.**

Limited

**NEW GLASGOW, N.S.**

Manufacturers of

**Ferrona Pig Iron**

And SIEMENS MARTIN

**Open Hearth Steel**



NOW that the season for varnishing is near at hand, it is good policy to have on hand a stock of varnish you have confidence in and can safely recommend.

## ELASTILITE VARNISH

*Will Fill This Want  
to Perfection.*

You can recommend it for either interior or exterior use and rest perfectly assured that it will give complete satisfaction.



Manufactured only by

**The Imperial Varnish and Color Co., Limited**  
TORONTO, ONTARIO, CANADA.

## We are Offering

Window Glass, Paints, Oils, Cordage, Builders' Hardware, Wire, Wire Nails, Lawn Mowers, Harvest Tools, Spades and Shovels at closest prices.

OUR MOTTO:

PROMPT SHIPMENT, RIGHT PRICES.

**JOHN BOWMAN**  
**HARDWARE & COAL CO.,**  
....London, Ont.

**IRON PIPE**—The price of iron pipe has been shaded all around. We quote:  $\frac{1}{4}$ , \$3.10;  $\frac{3}{8}$ , \$3.10;  $\frac{1}{2}$ , \$3.40;  $\frac{3}{4}$ , \$3.85; 1, \$5.50;  $1\frac{1}{4}$ , \$7.50;  $1\frac{1}{2}$ , \$9.10, and 2-in., \$12.25.

**TINPLATES**—There has been a fair trade in these. We quote: Coke, \$4.50, and charcoal, \$4.75 base.

**CANADA PLATE**—As last noted. We quote: 52's, \$3.25; 60's, \$3.35; 75's, \$3.45; full polished, \$3.50, and galvanized, \$4.85.

**TERNE PLATE**—Quiet but firm at \$8.75.

**SWEDISH IRON**—Firmly held at the rise: \$4.25.

**COIL CHAIN**—More moving. We quote: No. 6,  $12\frac{1}{2}$ c.; No. 5, 11c.; No. 4,  $10\frac{1}{2}$ c.; No. 3, 10c.;  $\frac{1}{4}$ -inch,  $8\frac{1}{2}$ c.; 5-16, \$6.00;  $\frac{3}{8}$ , \$5.40; 7-16, \$5.15;  $\frac{1}{2}$ , \$5.00; 9-16, \$4.85;  $\frac{5}{8}$ , \$4.80;  $\frac{3}{4}$ , \$4.75;  $\frac{7}{8}$ , \$4.75, and 1 inch, \$4.75.

**SHEET ZINC**—Fairly active and steady at 7 to  $7\frac{1}{4}$ c.

**ANTIMONY**—Unchanged, at  $10\frac{1}{2}$ c.

**SPELTER**—Has advanced abroad, but is unchanged here.

### PAINTS AND OILS.

The main feature in this branch of trade has been a decline of 3c. in the price of turpentine, and unless there is some immediate improvement at primary markets, further decline is inevitable. Linseed

oil, on the other hand, continues to advance abroad, but, nominally, there is no change in the spot prices. Stocks here, however, are very light and it is not unlikely that absolute scarcity will be experienced between now and the arrival of fresh supplies, which cannot reach here before the middle of May. English advices on white lead continue very strong, and it is now generally admitted that current prices in Canada will at least be maintained for another quarter. Mixed paints are now going out freely, and full prices are insisted upon in response to the high cost of raw material. Oxide of zinc, which has risen 30s. the ton, has an important bearing in this connection. We quote:

**WHITE LEAD**—Best brands, Government standard, \$6.75; No. 1, \$6.37 $\frac{1}{2}$ ; No. 2, \$6; No. 3, \$5.62 $\frac{1}{2}$ , and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

**DRY WHITE LEAD**—\$5.75 in casks; kegs, \$6.

**RED LEAD**—Firm; casks, \$5.10; in kegs, \$5.35.

**WHITE ZINC PAINT**—Pure, dry, 8c.; No. 1,  $6\frac{1}{2}$ c.; in oil, pure, 9c.; No. 1,  $7\frac{1}{2}$ c.

**PUTTY**—We quote: Bulk, \$1.75; bladders, in bbls., \$1.90; bladders, in cases, \$2.05; in tins, \$2.15 to \$2.40.

**LINSEED OIL**—Raw, 71c.; boiled, 74c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus

2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

**TURPENTINE**—Single barrels, 82c.; two to four barrels, 81c.; five barrels and over, open terms, the same terms as linseed oil.

**MIXED PAINTS**—Firm; \$1.20 to \$1.40 per gallon.

**CASTOR OIL**—Firm;  $7\frac{1}{2}$  to 8c.

**SEAL OIL**—45 to  $47\frac{1}{2}$ c.

**COD OIL**— $32\frac{1}{2}$  to 35c.

**PARIS GREEN**—Firmly held at the rise: 1-lb. packets,  $19\frac{1}{2}$ c., and drums,  $18\frac{1}{2}$ c.

**NAVAL STORES**—Fair demand for all lines, and prices show no change: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3 to \$3.50; cotton waste,  $4\frac{1}{2}$  to  $5\frac{1}{2}$ c. for colored, and 6 to  $7\frac{1}{2}$ c. for white; oakum,  $5\frac{1}{2}$  to  $6\frac{1}{2}$ c., and cotton oakum, 10 to 11c.

### GLASS.

The market is fairly active but prices are unchanged. We quote: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

### HIDES.

Unchanged. We quote: Beef hides, 9, 8 and 7c. per lb. Lambskins and clips, 10c. each. Sheepskins, \$1 to \$1.10 each, and calfskins, 9 to 11c. per lb.



## PETROLEUM.

Dull, but steady. We quote: "Acme," 19c.; "Perfection" and "Silver Star," 17½c.; Canadian refined, 17½c., and Pratt's Astral, 22½c.

## COAL.

Continues the same: Stove, \$6; chest-nut, \$6; egg, \$5.75; Scotch grate, \$6.25; Scotch steam, \$4.25 to \$4.75; Tower ports steam, \$3.75 to \$4.

## MONTREAL NOTES.

There has been an advance of 15 to 20 per cent. in plate glass.

Ingot tin in London has advanced a full 15s. the ton in the past eight days.

Linseed oil has ruled firm abroad, and, though no change is noted, spot prices are firm.

There has been a general decline in black iron pipe, ranging from 10c. to \$1.10, according to size.

Turpentine has been marked down 3c., and another decline of the same figure is expected shortly.

A rise of £1 10s. the tone in oxide of zinc has had a stiffening influence on mixed paints of all kinds.

Spring prices on cement and firebricks have just been given out; they show a material rise on last season's figures.

## ONTARIO MARKETS.

TORONTO, April 20, 1900.

## HARDWARE.

THE tendency of trade is still toward greater activity. On all sides one hears reports of increased business. For all seasonable lines a good demand is being experienced. River drivers' boot calks and boom chain are now being wanted. Not much new business is to be reported in wire nails. And, although cut nails are quiet, more than usual have been going out during the past week. Quite a little business is being done in barbed wire for shipment from stock, and a fair trade is being done in oiled and annealed wire. There have not been many changes in prices during the past week. Felt carpet paper has been advanced \$5 per ton. Higher prices are also quoted on pike poles. Coil chain is higher in the United States, but no change has been made in local quotations. Payments show a little improvement.

**BARBED WIRE**—There has been quite a demand from stock during the past week for small lots for prompt shipment. It was stated a couple of weeks ago that the price of American barbed wire on the Canadian market had been advanced 5c. per 100 lb. While this was true as far as manufacturers'

## The Interests of The Trade Are Identical With Ours.

We don't need to remind you of the advantages of dealing with manufacturers who protect trade interests in every case—such advantages are obvious.

We cater to the trade, giving the dealers who handle our goods the benefit of the popular demand created by our wide-spread advertising.

So if it's anything in fireproof building materials of any kind, you'll find truest satisfaction in dealing with us.

### HAVE YOU OUR CATALOGUES?

**METALLIC ROOFING CO., Limited** KING and DUFFERIN STREETS, Toronto.

figures were concerned, it was not so in regard to wholesalers' prices, the latter having stocks on hand not changing their prices. The quotations are therefore \$3.72½ per 100 lb., Toronto, for less than carlots, and f.o.b. Cleveland \$3.47½ for small lots, and \$3.37½ for carlots.

**GALVANIZED WIRE**—There is a little doing in galvanized wire. A special galvanized wire which was being put on the Canadian market to take the place in some particulars of oiled and annealed wire has not, it is claimed, been soft enough for the requirements demanded, consequently the demand is going back to oiled and annealed of Canadian make. We quote as follows: f.o.b. Toronto: Nos. 6, 7, 8 gauge, \$4.40; No. 9, \$3.47½; No. 10, \$4.55; No. 11, \$4.60; No. 12, \$3.62½; No. 13, \$3.77½; No. 14, \$5.15; No. 15, \$5.45; No. 16, \$5.65.

**SMOOTH STEEL WIRE**—There is quite a little sorting-up business being done, although most of the dealers throughout the country have supplies on hand. There is very little doing in hay-baling wire; the base price is \$3.45 per 100 lbs.

**WIRE NAILS**—A few orders are still being booked for wire nails, and a good many deliveries are still being made of orders placed some time ago. Business, however, for prompt shipment is rather light. We quote \$3.40 per keg, f.o.b. Toronto, Hamilton and London, for carlots, and \$3.50 for smaller quantities.

**CUT NAILS**—Although business is still quiet trade has been more active during the past week than it has for some time. Base price \$2.85 Toronto, Hamilton, London and Belleville.

**HORSESHOES**—Nothing particularly new

has developed in this line the past week, orders being small and prices unchanged. We quote f.o.b. Toronto, Hamilton, London and Guelph as follows: No. 2 and larger, light, medium and heavy iron shoes, \$4.05; snow shoes, \$4.30; light steel shoes, \$4.35; featherweight shoes, all sizes, \$5.60. No. 1 and smaller, light, medium and heavy iron shoes, \$4.30 per keg; iron snow shoes, \$4.55; light steel shoes, \$4.60; featherweight steel shoes, all sizes, \$5.60.

**HORSE NAILS**—Trade in this line continues quiet. Discount 50 per cent. on standard oval head, and 50 and 10 per cent. on Acadia.

**SCREWS**—A good business is still to be noted in screws, and prices are steady and unchanged. We quote as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

**BOLTS AND NUTS**—Business continues brisk in carriage bolts, coach screws, plough bolts, and tire bolts. We quote as follows: Norway bolts, full, square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 62½ per cent.; nuts, square, 3½c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

**RIVETS AND BURRS**—Business continues to be fairly good in this line. We quote as follows: Carriage section, wagon box, rivets, etc. 45 per cent.; black M rivets,



45 per cent.; iron burrs, 40 per cent.; copper rivets, 35 per cent.; bifurcated, with box, 1.25; coppered iron rivets and burrs, in 5-lb. carton boxes, 30c. per lb.

**CHURNS**—The demand for churns is, if anything, larger than it has been during the past two weeks. Discount 58 per cent. on revolving churns from factory and 56 per cent. from stock in Montreal.

**WASHING MACHINES**—The activity noted in this line during the last few weeks appears to be increasing rather than decreasing.

**OIL AND GAS STOVES**—The manufacturers are still making free deliveries of gas stoves, although the quantities going out are not as large as they were. Some orders have been booked for oil stoves for later shipment, but few if any orders have been forwarded.

**ENAMELED WARE**—A good many orders of a general sorting-up nature are going forward. A good many orders are now going forward for points on the upper lakes which were to be shipped at the opening of navigation.

**TINWARE**—Milk cans, creamery pails and goods of that description are going out freely.

**ROPE**—There is quite a lot of rope, both sisal and manila, going forward this week. The base price rules at 16c. per lb. for manila and at 12c. for sisal.

**HARVEST TOOLS**—Business is fairly brisk. A good many lots of forks, hoes, and rakes are going forward this week. Discount 50 and 10 to 50, 10 and 5 per cent.

**LAWN MOWERS**—Business is fair, as a good many of these are now beginning to move from stock.

**SPADES AND SHOVELS**—The movement is good and the makers seem to have all they can do to supply the demand. Discount, 40 and 5 per cent.

**CUTLERY**—There are not many large lots moving, but a steady trade of a sorting-up nature is being done.

**SPORTING GOODS**—Trade is fair. Ammunition is going out well, and a good demand is being experienced for powder.

**SCREEN DOORS AND WINDOWS**—The movement in these during the past week has been large.

**CEMENT**—The demand for all cements, but especially the finest Canadian, is improving. We quote nominally in barrel lots: Canadian Portland, \$2.80 to \$3.00; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

**GREEN WIRE CLOTH**—Business keeps fairly good in this line, with the price steady and unchanged at \$2 per 100 square feet.

**PIKE POLES**—An advance is announced

this week in the price of these on account of the increased cost of labor and of raw material. The price to retail trade is as follows: 12-ft., \$7.00 per doz.; 14-ft., \$7.60 per doz.; 16 ft., \$8.40 per doz.

**MORRIL'S "PERFECTION" SAW SETS**—These have been very scarce for some time, but as supplies are now coming forward retailers will now be able to replenish their stocks.

**BUILDING PAPER**—The most important feature in regard to this line is an advance of \$5 per ton in the price of carpet felt paper, which is now quoted \$45 per ton. The supply of building paper is a little better than it was, on account of the Northumberland Company having again got its plant in working order.

#### METALS.

The metal trade, generally speaking, is in a fairly healthy condition, business being, on the whole, good, while prices rule steady.

**PIG IRON**—The pig iron market is fairly steady. We quote: No. 1 Hamilton \$24 to \$25 per ton at the furnace. Negotiations for the purchase of 1,000 tons of Hamilton iron fell through, while there was only a difference of 50c. between the views of seller and buyer.

**BAR IRON**—The demand keeps good with the base price ruling \$2.45 to \$2.50 Toronto.

**HOOPS**—An active trade is being done in this line, and prices are steady at \$3.25 base.

**PIG TIN**—Stocks of pig tin on the Toronto market are rather scarce this week, and some wholesalers have had to buy from their conferees in order to supply their own customers. There is a fair demand. Prices are unchanged at 37 to 38c. per lb. The outside markets have ruled firm during the past week, there having been some sharp advances in prices.

**TINPLATES**—A moderate trade has been done during the past week from stock, and a few import orders are reported.

**TINNED SHEETS**—There has been a little more movement during the past week, but it is principally of a sorting-up character.

**CANADA PLATES**—There is very little inquiry, and actual business being done is small. We quote: All dull, \$3.35 to \$3.50; half polished, \$3.45 to \$3.60; all bright, \$3.85 to \$4.

**BLACK SHEETS**—A fair trade is to be noted, with the base price unchanged at \$3.60.

**GALVANIZED IRON**—There has been more movement during the past week, and business may be said to be fair. Import orders are now arriving. Case lots are still quoted at \$5.10 for English, and \$4.75 for American, with an additional 15c. per 100 lb. for less than case lots.

## OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

**JOHN OAKEY & SONS, LIMITED**

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

**JOHN FORMAN, 644 Craig Street MONTREAL**

**COVERT MFG. CO.**  
West Troy, N.Y.  
**DERBY SNAP.**  
With Plated Rust Proof and Guarded Spring  
"THE LATEST AND BEST."  
For Sale by all Jobbers at Manufacturers' Prices.



**PRIEST'S CLIPPERS**  
Largest Variety, Toilet, Hand, Electric Power ARE THE BEST.  
Highest Quality Grooming and Sheep-Shearing Machines.  
**WE MAKE THEM.**  
SEND FOR CATALOGUE TO  
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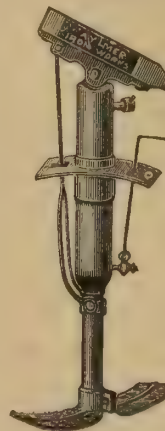

Don't Forget the Name...  
**NEWMAN'S INVINCIBLE FLOOR SPRINGS**  
Strong, Quick, Reliable, Effective.  
Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.  
**W. NEWMAN & SONS, Birmingham.**

**BURMAN & SONS, LIMITED HORSE CLIPPERS**  
The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.  
Barbers' Clippers in many qualities.  
Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts.  
Power Sheep Shearing Machines.  
**BURMAN & SONS, Limited, Birmingham.**

Do you handle the ...

**Aylmer Spray Pumps?**

IF NOT,  
Why not do so?



THE AYLMER is universally acknowledged by the fruit-growing community to be the best Pump in the market to-day, and during the past two years has taken first place at every contest wherever shown, taking the Jubilee award at Toronto Industrial Exhibition, also first place at St. Petersburg, Russia at Manchester, Eng., and at Ottawa Ont.

THE AYLMER is to-day the most powerful, easiest-working and most durable Pump in the market. If our travellers have not called on you write us for terms. Liberal discounts to the trade. EVERY PUMP WARRANTED.

**AYLMER IRON WORKS.**



**CONDUCTOR PIPE AND EAVE TROUGH**—There has been a good deal going out in these lines during the past week.

**COPPER**.—There has been some business in a small way in ingot copper. The demand for sheet copper does not appear to be as brisk as it was a week ago. There is no change in prices, ingot being quoted at 19½ to 20c. per lb., and sheet copper at 23 to 23½c.

**BRASS**.—Trade in this line is only moderate. Roll and sheet copper, 14 to 30 gauge, 15 per cent.

**SPELTER**.—Business is dull in this line but prices remain as before at 7 to 7¼c. per lb.

**SHEET ZINC**.—The demand for this has been rather active during the past week. We quote 7½c. per lb. for cask lots and 7¾c. per lb. for part casks.

**LEAD**.—Trade continues quiet and prices unchanged at 5 to 5½c.

**SOLDER**.—Trade continues good in this line. We quote: Half-and-half, 21 to 22c. per lb.; refined, 20 to 21c., and wiping, 20 to 20½c.

**LEAD PIPE**.—Business is fair and prices unchanged. We quote: Ordinary pipe, 7c., and waste, 7½c. per lb. Discount, 15 per cent.

**IRON PIPE**.—Business keeps good, with prices firm. We quote as follows: Black pipe, ¼ to ¾ inch, \$3.60; ½ inch, \$3.70; ¾ inch, \$4.20; 1 inch, \$5.90; 1¼ inch, \$7.85; 1½ inch, \$9.75; 2 inch, \$13; 2½ inch, discount off to 6 in the list 45 per cent. Galvanized pipe is quoted as follows: ½ inch, \$6; ¾ inch, \$7.75; 1 inch, \$10.50; 1¼ inch, \$15.50; 1½ inch, \$18.25; 2 inch, \$25.50.

**RANGE BOILERS**.—There is a fair demand with quotations as before. We quote: Standard, tested to 200 lb., guaranteed for 2 years, 30 gals., \$6.75; 35 gal., \$7.75; 40 gal., \$9. Standard, extra heavy, tested 250 lb., guaranteed for 5 years, 30 gal., \$8.40; 35 gal., \$9.25; 40 gal., \$10.60.

#### PAINTS AND OILS.

A good general trade is doing. Jobbers are still busy filling early orders, and have also started to make repeat shipments. With the possible exception of paris green all goods are receiving good attention. Linseed oil is decidedly scarce, and jobbers have quit, for the present, giving quotations on large lots. The feature of the market is a drop of 11c. during the week in turpentine. The new crop is starting to come in from the primary market, which made impossible the continuance of the high prices of the past winter. Jobbers here have dropped their prices in sympathy with the decline in Savannah, to meet possible competition from outside firms. Single barrels are now quoted at 72c. and two to four barrels, 71c. locally, with the usual addition of 2c. for delivery outside. White and red leads are in active demand with prices steady. A specially good trade in prepared paints has been noted this season. Varnishes are moving briskly too. We quote:

**WHITE LEAD**.—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½; No. 3, \$5.75; No. 4, \$5; dry white lead in casks, \$5.75.

**RED LEAD**.—Genuine, in casks of 560

84,000 Daily Production.  
5 Factories. 5 Brands.

## NICHOLSON FILES

For sale all  
over the World.



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.  
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

## BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass**. Also of a durable, highly-polished material called "**MARBLETT**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No 68 St. Helens.

lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

**LITHARGE AND ORANGE MINERAL**.—Litharge, 6 to 6½c.; orange mineral, 8 to 8½c.

**WHITE ZINC**.—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

**PARIS WHITE**.—90c.

**WHITING**.—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

**GUM SHELLAC**.—In cases, 22½c.; in less than cases, 25c.

**PUTTY**.—Bladders, in bbls., \$1.90; bladders, in 100 lb. kegs, \$2.05; bulk, in bbls., \$1.75; bulk, in less quantities, \$1.90.

**PLASTER PARIS**.—New Brunswick, \$1.90 per barrel.

**PARIS GREEN**.—Petroleum, bbls., 18c.; arsenic, kegs, 18¼c.; drums, 50 and 100 lb. 18¾c.; drums, 25 lb., 19¼c.; tins, 1 lb., 20¾c.; tins, ½ lb. 22¾c.; packages, 1 lb., 19¾c.; packages, ½ lb., 21¾c.

**PUMICE STONE**.—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

**LIQUID PAINTS**.—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

**SEAL OIL**.—54c. per gallon, and yellow seal at 45c.

**CASTOR OIL**.—East India, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

**LINSEED OIL**.—Raw, 1 to 4 barrels, 70c.; boiled, 73c.; 5 to 9 barrels, raw, 69c.;

boiled, 72c. To outside points, 2c. more is charged.

**TURPENTINE**.—Single barrels, 72c.; two to four barrels, 71c., freight allowed; in less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged. To outside points 2c. more.

#### GLASS.

The local market shows more activity than is usual at this season. Prices are well maintained, and are not likely to be changed before import orders start coming in. Prices in Belgium are stiff. The glass-cutters strike is over, but makers of glass claim that they are doing business at much heavier expense than usual, because of the high prices they have to pay for coal for fuel. We quote first break locally as follows: Star, in 50-foot boxes, \$2.20, and 100-foot boxes, \$4.20; double diamond under 25 united inches, \$6.25, Toronto. Hamilton and London; terms 4 months or 3 per cent., 30 days.

#### MARKET NOTES.

Pike poles are slightly higher.

Linseed oil is scarce and jobbers have withdrawn quotations for over 10 bbls.

Carpet felt paper has been advanced \$5 per ton, being now quoted at \$45 per ton.

H. S. Howland Sons & Co. report a good demand for the "Triumph" corn planter.

Turpentine has declined 11c. per gal. since last week. The price for single bbls. is now 72c. Toronto, and 74c. outside.

Coil chain has been advanced \$2 per ton by the makers in the United States, but quotations in Toronto are so far unchanged.

## G & J Tires

"MOST ANY TIRE IS SOME GOOD  
UNTIL SOMETHING HAPPENS TO IT—  
THEN YOU WISH IT WERE A

**G&J TIRE**  
DETACHABLE

The best profit is derived from the sale of the best tires.  
Sell on sight, because of their simplicity in taking cover off and putting on.  
You can do it right in front of your customer.

Insist on them.

American Tire Co., Limited  
Toronto.





## CAPABLE MEN.

**A**T the recent nineteenth annual commencement exercises of the New York Trade School, an address was delivered to the students by W. Bourke Cockran, which contained matter that ought to interest clerks as well as the students in the trade school in question. He spoke in part as follows :

"I would urge you to labor unceasingly to increase your rate of wages, because high wages mean prosperity on all sides. It is impossible, however, for workmen to obtain high wages unless every person in a community enjoys a large degree of prosperity. Wages are that part of a man's own product which he obtains from manual labor. The highest paid labor is really the cheapest ; that is to say, there is more profit in the employment of the highly paid workman than in the poorly paid workman. The laborer who improves his own wages improves general prosperity. The pathway to success is merit. The way to obtain an opening is to qualify ; make yourselves efficient and you need worry about nothing else. Nothing is so much sought after as a capable man.

"Do we ask how to obtain the highest wages? On what law do wages depend? Wages are fixed by two forces ; one the competition of laborers seeking employment, the other the competition of capital. Competition of capital for profit is keener than the competition of laborers for employment. This is because capital can get around more easily than labor. The more capital there is in the world the keener the competition. The way capital is increased is by maintaining the peace of the world, allowing men's hands to be employed in production. Now, a word about capital, concerning which you will hear a great deal in your lives. I know of no greater fallacy than that there is a hostility between labor and capital. What is capital? Capital is stored-up labor. The distinction between labor and capital is that one is labor in operation, and the other is labor complete, and combined, they tend to make the world prosperous.

"What part does the labor union play in fixing the rate of wages? In my judgment the labor union performs a most important part in the economic life. The disturbances between labor and capital come largely from a misconception of the relations between the two forces, upon whose cooperation production depends. The misconception is not that of to-day or yesterday. It came down to us from the days of the old Roman Empire."

## WALKERVILLE'S MATCH FACTORY.

A Windsor, Ont., despatch says : "By May 1 Walkerville, Ont., will have a match factory in operation. Charles J. Anderson,

Peter Stenius, Alfred Lovett, Wm. A. Carlson, and George Everson, of Detroit ; Charles S. Baxter, of Windsor, and H. D. Metcalfe, of Montreal, are the promoters of the enterprise. A factory of brick, three storeys high, and covering 1¼ acres of ground, comprises the plant, and 200 operatives will be employed when the factory first opens. The building is situated directly back of Parke, Davis & Co.'s laboratory, and is an attractive structure. The capital stock of the concern is \$100,000, all paid in, and the officers are as follows : President and general manager, Charles J. Anderson ; vice-president, Alfred Lovett ; secretary and treasurer, Peter Stenius."

## KINGSTON'S TRAVELERS.

The following is an extract from the address of President Pense, of the Kingston Board of Trade, at the annual meeting on April 10 :

"At the instance of over 100 Kingston commercial travelers the Grand Trunk Railway System has been asked to run a passenger car east early in the morning on Monday, as these hustlers lose practically a whole day by having to wait for a late service. The response has been unsatisfactory, the accommodation will be granted only upon a guarantee against loss, and that guarantee neither travelers' associations nor individuals could venture to offer. The only true course in such matters is to endeavor to meet public convenience and be guided by results."

## NEW CEMENT WORKS.

The Grey and Bruce Portland Cement Co. of Shallow Lake, Limited, has issued its prospectus. The authorized capital of the company is \$199,000, divided into shares of \$500 each. Upon the lands acquired for the company is a large quantity of marl and clay for the manufacture of Portland cement. The clay is underlying the marl, similar to the Shallow Lake formation. The factory will be built on the ground and will have the advantage of having the raw material together. The stock of the company is being rapidly subscribed, and will be allotted about May 1. The directors of the company are : James McLauchlan, John George, John H. Spence, Joseph Young and James E. Campbell.

The Wheeler Manufacturing Co., of Toronto, has been incorporated to manufacture bicycle saddles, with \$10,000 capital. F. S. Wheeler, T. J. Beaubien, W. C. Rands and S. E. Hartnett, of Detroit, and H. P. Davies, of Toronto, are the directors of the company.

# A GREAT SUCCESS!

For Exposed  
Or Interior  
**Painting**  
The Best Known  
Combination  
For  
General Decorating  
Is the

**Canada Paint**  
Company's



For all work, Inside or Out, this brand is the perfection of Paint.

The **WHITE CROSS** brand has been frequently imitated but never equalled.

**PAINTERS** express the greatest satisfaction with the Paint.

In ordering, note the registered  
**TRADE MARK:**

**WHITE CROSS BRAND  
PERMANENT WHITE**

This is a **SNOWY WHITE PAINT** with great covering power—will take as much thinner as **PURE WHITE LEAD** and do as much work. Ground extremely fine in **SPECIAL MILLS**.

Put up in 25-lb. Irons.

Price Ex Montreal, \$6.37½ per 100 lbs.

Price Ex Toronto, \$6.50 per 100 lbs.

THE  
**Canada Paint**  
Company, Limited  
Montreal and Toronto.



# RETIRING FROM BUSINESS

Owing to ill health we have decided to retire from business, and will offer our stock of Builders' and General Hardware either en bloc or in quantities to suit any purchasers. Our lease expires May 1, and we will make prices to clear it all out before that date. The

**STOCK AMOUNTS TO  
ABOUT \$30,000**

and is all well bought from first hands.

Stock sheets are now ready and can be seen anytime.

Correspondence solicited, either by wire or letter.

---

## T. G. LEWIS & CO.

390 St. James Street,

**MONTREAL.**

A FIRST-CLASS CHANCE FOR A LIVE MAN  
TO CONTINUE A GOOD PAYING BUSINESS.



**A LONG-THREATENED INDUSTRY.**

**A** GAIN and again the prophets of the iron trade—whose name is legion—have prophesied the rapid and complete extinction of the manufacture of puddled products; the puddler was to become as rare as the megatherium, the puddling furnace as extinct as the dodo. Steel was to hold the field for every practical purpose. Fibrous material was no longer wanted. All the metal of the future was to be crystalline and cast. We were no longer to have such a heterogeneous substance as that produced in a puddling forge, but the beautiful homogeneous product yielded by the Bessemer and the open-hearth processes. The hard and exhausting labor of the puddler was to be for ever abrogated, and in its place we were to see installed the automatic movements of machinery actuated by hydraulics, and calling for the merest modicum of labor. In short, the old order was to be a thing of the past, and to yield place to the new.

The statistics which were published in the last issue of the Review did not give much support to those who had thus ventured into the regions of prophecy. They showed that the total production of puddled bar in the United Kingdom in 1899 was not less than 1,201,606 tons, being an increase of 85,907 tons on the output of the previous year. The quantity of puddled iron produced in 1899 was also considerably more than the annual quantity produced for a number of years past. Not only so, but in several instances, the puddling furnace—the obsolete relic of a barbarous past—has enjoyed a sort of renaissance, for, at several works in both England and Scotland, new puddling furnaces have been erected within the last twelve months. Nor is this a condition of things peculiar to Great Britain. In France, Belgium, Russia, and some other countries, the make of puddled iron in 1899 has been larger than that of several years before.

There is no record of the total quantity of puddled iron now produced in the United States, but it is probably, as in the United Kingdom, nearly half as much as it was in the most flourishing days of that department of the trade. In Germany, the output of puddled iron still exceeds 1,200,000 tons a year. So far as the available knowledge enables an estimate to be formed, the world's make of puddled iron is still close on, if it does not exceed, 6,000,000 tons a year, and we have reason to doubt that it ever exceeded 8,000,000 tons. This is pretty well for a moribund industry, of which the prophets declared a quarter of a century ago that its days were numbered. It reminds one of the story of the octo-

genarian savant, who was admonished that coffee was a slow poison, and replied that it was so very slow that after taking it for 70 years he was still hale and well. Finished iron is not dead yet. It has still a field and a mission of its own. Steel has vainly sought to destroy it, although, as our figures of last week also showed, the steel industry has during late years made the most of the running. We congratulate our puddled iron friends that they have been able to hold their own so long and so well.—Iron and Coal Trades Review.

**THE MANUFACTURERS AND THE PREFERENTIAL TARIFF.**

**T**HE following resolution, adopted by the executive, Parliamentary and tariff committees of the Canadian Manufacturers' Association, at a meeting in Toronto on Tuesday, has been submitted to the Dominion Government:

That while this association is heartily in favor of the principle of allowing a reasonable preference on goods manufactured in Great Britain, it desires to place itself on record as being strongly in favor of reciprocal preferential trade between Canada and every part of the British Empire. While holding these views, however, they are strongly of the opinion that the minimum tariff on goods produced in the Mother Country, or any part of the British Empire, should nevertheless be high enough to afford adequate protection to existing Canadian manufacturing industries.

That the Canadian Manufacturers' Association draws the attention of the Government to the fact that the proposed increase of the preference from 25 per cent. to 33½ per cent., while beneficially affecting certain manufacturers by reducing the cost of their raw materials, will, nevertheless, cause serious loss in other lines of manufacture, which loss will be accentuated by dulness of general trade, either at home or abroad.

Among the most prominent of these may be mentioned the woollen trade—a growing industry which will be seriously checked by increased British competition, and this association strongly recommends the adequate protection of this and the other industries affected to the consideration of the Government.

That the Canadian Manufacturers' Association further desires to draw the attention of the Government to the fact that in some lines goods are coming into Canada from Great Britain and getting the full benefit of the preferential tariff, although in some cases all, and in other cases almost all, the labor expended on them is not British, but foreign. In such a case the preference acts not against the foreign manufacturer, but against the Canadian, and to remedy this the Government is strongly urged to raise the percentage of British labor in manufactured goods entitled to the preferential duty from 25 per cent. to 50 per cent. before this preference can be obtained; and also to use most stringent measures to guard against false returns being made leading to the importation of foreign goods under the name of British manufactures.

That the Canadian Manufacturers' Association, while appreciating the need of adjustment of duties to suit special circumstances, recommend to the Government that it adopt the principle of making no general revision in tariff oftener than once in five years, in order that greater stability and con-

fidence may be given to business investments, and that in any case sufficient notice be given to the manufacturers to enable them to present their views for the consideration of the Government before any changes are put into operation.

**THE LATE PETER M'FARLANE.**

Peter McFarlane, of McFarlane, Thompson & Anderson, founders, Fredericton, N.B., who died at his home on Saturday, April 7, had been in business in Fredericton for over 28 years. After his first years of business life with the firm of Peter McFarlane & Sons, foundrymen, of Nashwaaksis, he, with his brother Walter, came to Fredericton in 1872, and established the New Brunswick foundry and the firm of McFarlane, Thompson & Anderson. He was an active member of the firm until illness confined him to his home. He was in his 55th year. He leaves a widow, two daughters, Misses Clara and Alice, both at home, and two sons, Harry, of St. Louis, Mo., and R. Bruce, now serving with the Canadian contingent in South Africa.

**BUILDING UP THE ELKHORN DISTRICT.**

The Elkhorn, Man., Board of Trade has evidenced commendable enterprise in issuing a booklet showing the farm lands in the vicinity of that place that are open for settlement, evidences of the prosperity of the farmers who have made their homes there, and the advantages that the district offers to new settlers. The booklet is well illustrated and well written, and should do much to acquaint inquirers with the desirability of the Elkhorn district for mixed farming. In helping to build up the farming district about their town, the Elkhorn merchants are indirectly doing much to build up their own businesses as well.

**CONDENSED OR "WANT" ADVERTISEMENTS.**

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY. MONTREAL.

**IN BUYING****LINSEED OIL**

it is always well to get the purest and best—something you can recommend and guarantee to your customers.

**Stewart Bros. & Spencer's**

is the best. Name on every barrel. Special quotations for import.

**J. WATTERSON & CO.**

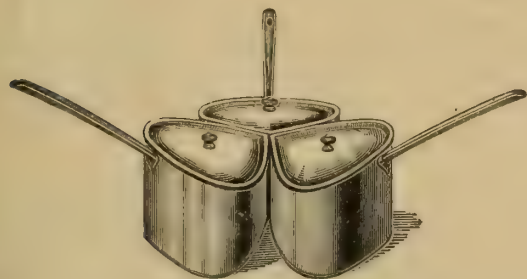
MONTREAL, Agents for Canada.



ESTABLISHED 1860.

INCORPORATED 1895.

## COMBINATION "TRIPLE" SAUCEPANS



Made In . . .

"Crescent" Steel Agateware and  
Pieced Tinware.

We excel in the variety of our house-furnishing lines and  
novelties. If it's a good thing, we have it.

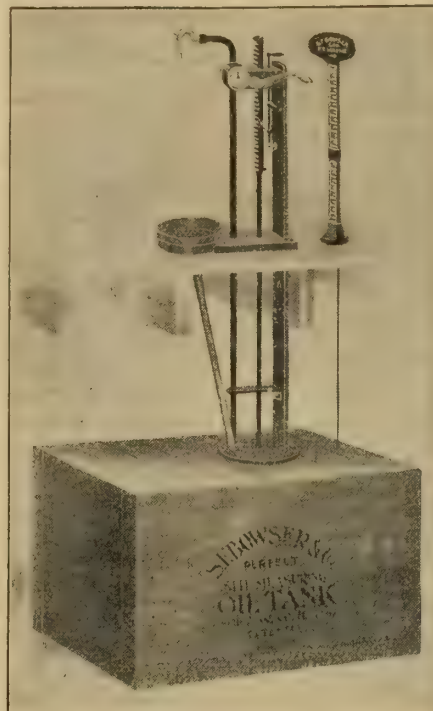
THE

# Thos. Davidson Mfg. Co.

Montreal. Limited.

SEND for specimen copy of Phillips' Monthly Machinery Register, containing over 5,000 entries of new and second-hand machinery of every description. The oldest established and most successful medium in the world. Established 25 years for the purpose of introducing those who have machinery for sale, to those who wish to buy, has a circulation of about 50,000 copies per annum, all over the world, and is used for continual reference by a large number of firms. It is consequently a most valuable advertising medium for all engineers and manufacturers. Subscription, 6s. per annum, price per copy 6d. Sole Proprietor, CHAS. D. PHILLIPS M.I.M.E., Newport, Mon., England. Telegraphic address, "Machinery, Newport, Mon."

## WHAT IS YOUR MOTIVE



For being in business? Are you in business for your Health, or for Fun or for the Profit there may be in it? Various motives actuate men. The motive behind the action like "THE MAN BEHIND THE GUN" is the all important thing. Some people may be in business for Health—not many people are in it for Fun, though there is considerable 'funny business' going on. We assume that you, like ourselves, are in business for A REASONABLE PROFIT. Our business is to build the

CELLAR OUTFIT.

## BOWSER 3 MEASURE SELF MEASURING OIL TANK

And to induce you to buy it, if we can. In all seriousness and candor we believe that a Bowser Oil Tank will aid you in your business and save to you a profit that you are now losing. This Tank saves Oil, and oil costs money. It saves Labor, and labor costs money, whether you perform it yourself or hire it done. It saves Time, yours or your clerk's, and Time IS money. More than this, it is Cleanly, Neat and Handy and reduces your fire risk. It is a profit saver and hence a profit earner. Remember we assume that YOU are in business for PROFIT. Our Catalogue tells more.

S. F. BOWSER &amp; CO.,

FORT WAYNE, IND.

Or P.O. Box 564, TORONTO, ONT.

## LUBRICATING OIL

27 to 28 Gravity. Delivered in  
barrels F.O.B. Cars here at 20c.  
per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont

## KNOX HENRY

Heavy Hardware and Metal Broker  
Room 220½ Board of Trade, MONTREAL.

SPECIALTIES — C Brand Horse Nails — Canada  
Horse Nail Co.

BOLTS—Tire and Stove Rivets of all kinds — Chal-  
craft Screw Co.

BRASS GOODS — Gunn Castor Co., Limited, Bir-  
mingham, Eng.



Pullman Sash Balance Co.

Makers of the

"Pullman"  
Hardware  
Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.

## Hardwood CHARCOAL in Bulk or Sacks.

## WOOD ALCOHOL equalling Methylated Spirits as a solvent.

Manufactured only by...

## THE STANDARD CHEMICAL CO., Limited

Factories { Fenelon Falls.  
Deseronto.

Gooderham Building, TORONTO

75 YEARS.

ESTABLISHED 1825.

75 YEARS.

CELEBRATED

## HEINISCH SHEARS.

Tailors' Shears,  
Trimmers, Scissors,  
Tinnern's Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 90 Chambers St  
NEWARK, N.J., U.S.A.

Not connected with any Shear Combination.



# HEATING AND PLUMBING

## SOME BUILDING NOTES.

**T**HE Owen Sound Times estimates that \$100,000 will be spent in building operations in that town this summer. Several large residences fully equipped with all modern conveniences will be erected. The largest undertaking yet decided on is the erection of a school addition.

A new Roman Catholic church is to be erected in Havelock this summer.

The brick and stone work of the new Brydon block, Rat Portage, is to be started next week.

Elliott & Hopson, architects, are asking tenders for a new building for the Bank of Montreal in Sydney.

Brown & Rutherford, Winnipeg, intend erecting a 120 x 60 ft. planing mill and sash and door factory in that city.

J. W. Woods, lumbermen's supply dealer, Ottawa, intends building a warehouse and factory on Queen street, Ottawa.

Architect J. A. Ellis, Toronto, is preparing plans for large extensions to Frost & Wood's agricultural implement works, Smith's Falls, Ont.

Daniel Beveridge, Winnipeg, is asking for tenders up to April 21 for the erection of a new school for the school district of Little Mountain, No. 52.

The club house of the National Lacrosse Club, Montreal, which is to cost \$17,500, will include bathrooms, a swimming bath, and other requisites of a first-class building of its kind.

A despatch from Port Arthur, Ont., states that building operations there will be brisk this summer. As a starter, five brick stores, a general hospital and two hotels, besides thirty residences, are to be built.

H. Cowan, Winnipeg, is preparing plans for the new \$40,000 Baptist college at Brandon, Man.; for the Rat Portage, Ont., hospital, which will cost about \$15,000, and for a \$5,000 store block at Hamiota, Man.

Architect Darrach, St. Thomas, Ont., has prepared plans for a new store for J. B. Hill & Co., St. Thomas. It will be a two-storey, buff-brick building, 40 x 130 ft. He has also plans ready for new offices in the same city for Dr. Truman Duncombe.

Building operations are brisk in Quebec city. The Hotel Dieu de Sacre Cœur Hospital, which is being erected, is to cost about \$90,000. Terreau & Racine, founders, are

building a \$20,000 building. Boswell & Bro., brewers, are spending \$25,000 in extensions. L. Cantin, grocer, etc., is to build a \$25,000 store at the corner of Caron and St. Joseph streets. Several churches are to be extensively repaired and many residences erected.

Building permits have been issued in Toronto to D. A. Martin, for a two-storey and attic residence at 160 Park road, to cost \$3,300; to Robert Fortune, for a two-storey and attic residence at 69 Wilton avenue, to cost \$2,800; to M. A. Schwalm, for four two storey and attic semi-detached residences at 274 to 280 Bathurst street, to cost \$4,000; to Sam. Hunter, for a two-storey and attic brick and stone residence at 86 Springhurst avenue, to cost \$4,060.

Many large buildings will be erected in Winnipeg this summer. The Winnipeg Rubber Co., Limited, intend putting up a four-storey and basement, 120 x 50 ft., warehouse at the corner of McDermot avenue and King street, to cost \$50,000. The Stovel Co., printers, etc., intend erecting a 69 x 66 ft. addition to their block on McDermot avenue, to cost \$20,000. R. Leckie, wall paper dealer, etc., will put up a \$15,000 store block on McDermot avenue. J. Ryan is building a \$6,000 residence on Carlton street. The German Baptists intend to construct an \$8,000 church. The new Y.M.C.A. building, the contract for which has been let to Philip Burnett, is to cost \$60,000.

## PLUMBING AND HEATING NOTES.

Gauthier & Paquette, contractors, Montreal, have dissolved.

The Calcibide Gas Machine Co., Montreal, has been incorporated.

Alex. Desmarteau has been appointed curator of Remi Champagne, contractor, Montreal.

G. C. Hinton & Co., dealers in electrical supplies, Victoria, have been succeeded by The Hinton Electrical Co., Limited.

Charles A. Parent, wholesale hardware dealer, Quebec, has made a demand of assignment on Charles Vezina, plumber, of that city. The latter has declared his willingness to assign, and D. Arcand has been named provisional guardian. At the request of the petitioner, Judge Caron has authorized the insolvent to complete his contracts already commenced. Mr. Parent has a claim of \$2,418.

## WILL MAKE SEWER PIPE IN LISTOWEL.

Messrs. Patterson and Ellis, of St. Marys, Ont., were in town this week, looking up a site to start the manufacture of sewer pipe, cement culverts, etc. The St. Marys company, of which these gentlemen are members, purpose starting a branch works here, and will bring a stone crusher with their plant. The company also take contracts for macadamizing roads, building cement sidewalks, bridge abutments and similar work. They will employ some eight or ten men while their works are running here. — The Listowel, Ont., Standard, April 13.

## NEW G.T.R. OFFICES.

The contracts in relation to the new general offices of the Grand Trunk railway on McGill street, a description of which has already appeared, are being awarded in detail. The first important job is that for the roof, which is to consist of 16 oz. copper, and it is understood that Douglas Bros., of Toronto, are the successful tenderers, and that the contract will represent an outlay of from \$25,000 to \$30,000. The plumbing and heating work has not yet been considered, but is the next to be taken up. This certainly represents work that will involve from \$65,000 to \$70,000 in money. Tenders for it are now being received.

## TORONTO MAY GET CHEAPER GAS.

W. H. Pearson, general-manager of The Consumers' Gas Co., of Toronto, in a conference with the Board of Control of that city this week, promised that if the Toronto municipality would agree not to oppose the company issuing \$500,000 new stock and to consent to a reduction of \$129,000 in the renewal fund, that they would reduce the price of gas at least 5c. per 1,000 ft. next October. The board wants a reduction of at least 10c. per 1,000 ft.

## PLUMBING AND HEATING CONTRACTS.

Jas. Atchison, of Bleury street, Montreal, has secured the contract for putting in the sprinkling plant in The Dominion Oil Cloth Co.'s factory.

The Grey and Bruce Portland Cement Co., Limited, of Shallow Lake, has been incorporated.





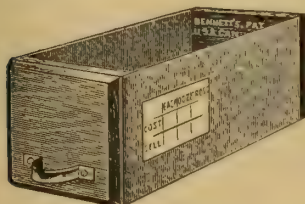
TRADE MARK  
**JMT**  
**VALVES**

The best—  
For all uses,  
Of all dealers.

THE  
**JAS. MORRISON  
BRASS MFG. CO.**  
LIMITED,  
Toronto.

*McLaskill, Dougall & Co*  
*Fine Varnish & Japan*  
*Manufacturers.*  
*Montreal*  
*Price Lists on application*

**ONLY ONE OPINION ABOUT**



**BENNETT'S SHELF BOX.**

To J. S. Bennett, Toronto.

Toronto, March 15, 1900.

Dear Sir,—Having installed in my store 332 of your patent shelf boxes, I must say that I am more than pleased at not only the utility of the boxes, but at the striking appearance they give the store generally. I feel that they are a boon to the trade and should be in every up-to-date store.

Yours truly, W. C. McFARLAND.

Boxes made to fit your present shelving. Full particulars from

**J. S. BENNETT, 20 Sheridan Ave., Toronto**

WE MANUFACTURE...

*see also issue*  
**LEADER CHURNS,  
LEADER WRINGERS,  
LEADER WASHERS, and  
LEADER LAWN SWINGS,**



but desire particularly to bring to your notice our latest style of churn, as here illustrated, embracing all desirable features found in other churns and many additional advantages. All **Leader Churns** have **Internal Breakers**, which experts say reduce length of operation almost one-half and improve results as to quality and yield. It pays to handle the best. Be fully informed regarding the merits of the **Leader** before stocking. Full particulars on application.

**The Dowswell Manufacturing Co.**  
**HAMILTON.**  
Limited

Eastern Agents:

**W. L. Haldimand & Son, Montreal, Que.**

**ECONOMY GASOLINE STOVE**  
—AND—  
**QUICK-BAKER OVEN.**

The Stove and Oven that always give perfect satisfaction. No Dust. No Dirt. No Ashes. No Waste. No Discomfort. Baking and Ironing in summer a pleasure.

10 pounds bread baked for one cent.  
8 dozen biscuits baked for one cent.

The **QUICK-BAKER** is ready for use in 7 minutes

A Practical and Scientific Test made by the  
Government Analyst,

**PROF. F. T. HARRISON, PHAR. D.**

London, April 28th, 1898.

MR. CHAS. CANNOM:

Dear Sir,—I beg to state that in compliance with your request I have made a careful test as to the amount of gasoline consumed by burners used with your Economy Stove. The calculation was made from the average of two burners, one was placed under the oven and the other under a tea kettle. The gasoline used had a specific gravity of .683. They were burned for exactly one hour, and the average consumed during that time for one burner was a trifle less than one-fifth of a pint or one-fortieth of a gallon. With gasoline costing 20 cents a gallon this would be a cost per hour of one-half cent for each burner. I am, yours truly,

F. T. HARRISON, Phar. D., Analytical Chemist.

Manufactured by

The ...  
**Cannom Stove & Oven Co.**

Limited

197 King Street, LONDON, ONT.

Agents wanted in all parts of the Dominion.

WHAT CAN BE DONE WITH THE

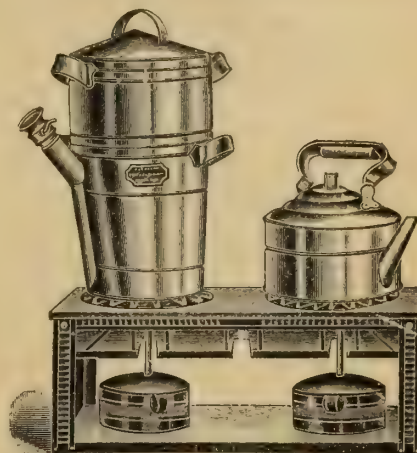
**Ideal Cooker and  
Economy Stove**

A dinner for from ten to fifteen people cooked at a total cost of one-half to three cents.

**NO STEAM IN THE HOUSE.**

**NO OFFENSIVE ODORS.**

**IT WHISTLES BEFORE IT BOILS DRY.**



**The Quick-Baker Oven**

is adapted for Gas Stoves, Gasoline or Oil Stoves.

We also sell the best Oil Stoves made. Write for circular and terms. We are introducing the stoves through agents.

THE ...

**Waggoner  
Extension Ladder.**



The strongest, lightest and most convenient ladder in the market. The only really satisfactory extension ladder made. Pulls up with a rope. Made in all lengths. Also extension and other step ladders, sawhorses, ironing boards, painters' trestles, etc. All first-class goods. Write for quotations to

**The Waggoner Ladder Company, Limited, London, Ont.**

**Buy the Best.**



**HERCULES**

**Sash Cord.**

**Star Brand Cotton Rope**  
**Star Brand Cotton Clothes Lines**  
**Star Brand Cotton Twine**

For Sale by all Wholesale Dealers

**PERSONS** addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

**BUSINESS  
NEWS**

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

**CANADIAN PRESS CLIPPING BUREAU,**

505 Board of Trade Bldg., MONTREAL, QUE.

Telephone Main 1255.

6 Front St. West, Toronto. Telephone 2148.



**THE IRON SITUATION.**

**T**HE actual trade developments of the week can be summarized in a few words: a reduction from 2.15c. to 1.90c. in the price of bar iron at Mahoning valley mill, and from 2.25c. to 2c. in steel bars at Pittsburg mill; a drop of about \$2 a ton in plates, or to 1.80c. Pittsburg as minimum for tank steel; a decline in billets to \$32.50 and \$33 Pittsburg, and a shading in the price of foundry iron. The iron market, as is well known by all who have followed it, has been in an uncertain state for some weeks past, but with the exception of plates and bars, prices have held in a remarkable way, considering that buyers generally abstained from placing any future contracts. The condition was one of strength, and not weakness.

The Chicago building trade troubles and the machinists' strikes were disturbing influences, but their effect was lessening rather than increasing. That the demand for barbed wire was less than in former years was known, and the nail trade as well has been backward. Some mills of The American Steel & Wire Co. have been shut down recently; others shut down Saturday night

and reopened Wednesday of this week. It is difficult, therefore, to measure the extent or effect of this move. In bar iron, eastern mills and the few western mills outside the consolidation have been cutting prices and getting business. In the reductions made on Monday, manufacturers of bars, both iron and steel, have met this competition.

Plates are plainly weaker, and a leading interest is aggressively after business, while deliveries are prompter than in 18 months. Here, as in other lines, it is well to remember that the export demand will be a check to any further serious decline. At 1.70c., Pittsburg, plates can be sent abroad. Meantime, efforts are still being made to secure an agreement and stop the cutting. The billet market, which, under light demand, has been supported by the large interests in the past few months, is lower, because of outside selling, one Pittsburg producer, owing to the falling off in demand for finished material, having resumed the making of billets for the trade. The pig iron market is practically without change.—Iron Trade Review, April 19.

Downey & Collison have started as hardware and lumber dealers in Swan Lake, Man.

**CATALOGUES, BOOKLETS, ETC.**

HOWLANDS' CATALOGUE.

H. S. Howland, Sons & Co. are receiving many flattering testimonials from the hardware trade regarding their spring and summer catalogue issued a few days ago. This catalogue, which consists of about 225 pages, contains a couple of thousand illustrations and prices ruling up to as late as March 1, last. To the retail trade it cannot be other than valuable.

**TRADE CHAT.**

A. L. Tanners has started as blacksmith in St. Thomas, Ont.

M. Weichel & Son, hardware dealers, Elmira, Ont., have found it necessary to enlarge their premises to double the former size. They now have two separate stores, connected by an archway. The old store has been refitted throughout. In this they carry their shelf and heavy hardware, having moved their large stock of cutlery to the new premises, to which they have added a large line of stoves, and have gone into the manufacture of tinware. Their business at Waterloo, which is managed by one of the firm, has grown yearly, and has proved an entire success.

# EXTENDED INSURANCE.

One of the many liberal features embodied in the  
**UNCONDITIONAL ACCUMULATIVE POLICY**  
issued by the

## Confederation Life Association.

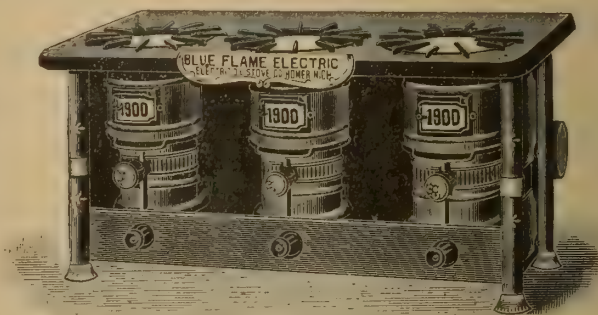
HEAD OFFICE--TORONTO.

is the provision for Extended Insurance. After three full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

**W. C. Macdonald,**  
Actuary.

**J. K. MACDONALD,**  
Managing Director



THE BEST SUMMER COOK STOVE MADE.

## Our Blue Flame Electric Oil Stove

Cabinet Form, Aluminum Bronze Finish  
An exceedingly powerful Blue Flame.  
No Smoke, Dust or Dirt.  
Three sizes. Every Stove Guaranteed.

THE ROCHESTER LAMP CO. OF CANADA

24 Front Street West, TORONTO.





Ontario Nut Works, Paris  
**BROWN & CO.**  
Manufacturers of  
All sizes of Hot Pressed  
Nuts, Square and Hexagon

**.. FULL STOCK ..**

## Salt Glazed Vitrified



Double Strength Culvert Pipe  
a Specialty.

**THE CANADIAN SEWER PIPE CO.**

TORONTO, ONT. HAMILTON, ONT.  
ST. JOHNS, QUE.

## Save Money

And save time and waste and worry too, by using that permanent wall coating for the ceiling and walls of your rooms—Church's Cold Water Alabastine. Wall papers and kalsomines serve but a temporary purpose, while Alabastine (never sold in bulk) improves with age. It cannot decay. It will not rub off or scale and it is absolutely sanitary. There are 16 beautiful tints (and white). Painters everywhere are using it, but you can use it yourself with a little care, if you can't get at your own painter. Cold water and an ordinary brush is all you need with

### Church's Alabastine for Walls.

For sale by paint dealers everywhere.

Free, to anyone who will mention this paper, a 45-page book, "The Decorator's Aid." It gives valuable information about wall and ceiling decorating

**The Alabastine Co. (Limited), Paris, Ont.**

TRADE IN THE NORTHWEST SUPPLIED BY  
**G. F. Stephens & Co.,** **Winnipeg, Man.**  
**Vancouver Hardware Co.,** **Vancouver, B.C.**

# DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA

## "MAXWELL FAVORITE CHURN"

**PATENTED FEATURES:** Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive.

## LAWN MOWERS.

High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

## WHEELBARROWS.

In Four different sizes.

If your Wholesale House does not offer you these articles

**SEND DIRECT TO US.**



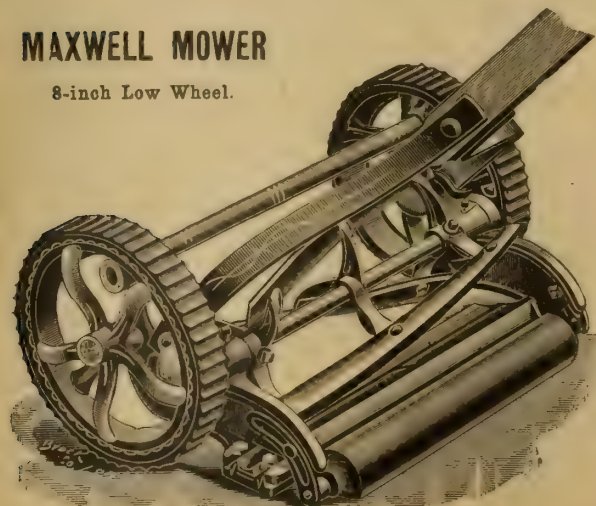
Steel Frame Churn.



Wood Frame Churn.

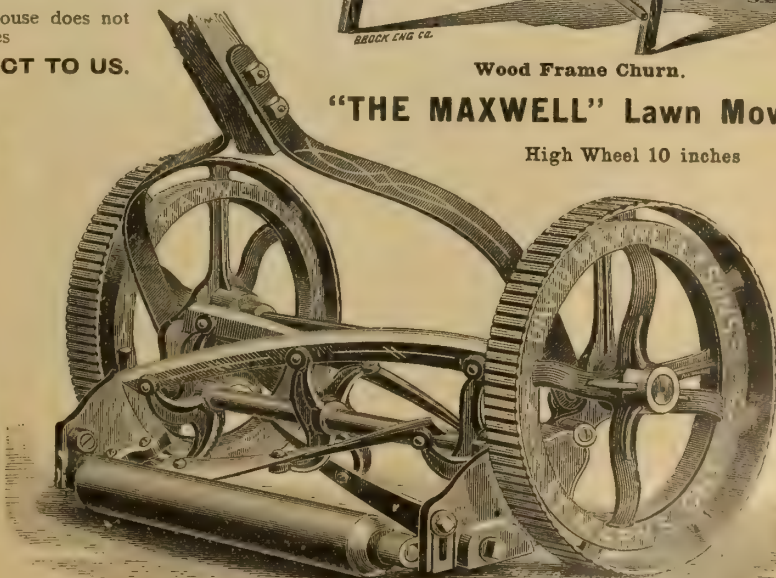
## MAXWELL MOWER

8-inch Low Wheel.



## "THE MAXWELL" Lawn Mower

High Wheel 10 inches





**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**E**DOUARD TANGUAY, general merchant, etc., Chartierville, Que., has assigned.

Robt. McAllen, hardware dealer, Ottawa, has compromised.

Desjardins & Frere, hardware dealers, Lachine, Que., have assigned.

P. N. Savard, general merchant, Lorette, Que., has effected a compromise.

T. J. Barrie, general merchant, Marmora, Ont., has assigned to G. F. Hope.

The assets of Joseph St. Julien, general merchant, Rigaud, Que., have been sold.

The assets of McGhie & Franklin, general merchants, Chesterville, Ont., are to be sold.

A meeting of the creditors of A. D. Ellis, hardware dealer, Simcoe, Ont., is to be held on April 26.

Malcolm Mick, general merchant, etc., Sturgeon Falls, Ont., has assigned to H. W. Gill, Sturgeon's Falls, Ont.

C. H. Holmes, general merchant, Atwood, Ont., has assigned to C. B. Armstrong, and a meeting of his creditors will be held on April 23.

PARTNERSHIPS FORMED AND DISSOLVED.

Gauvreau & Filion, bicycle dealers, Montreal, have registered partnership.

J. T. Blyth, hardware dealer, Ottawa, has admitted a partner under the style of Blyth & Watt.

Pelletier & Watts, hardware dealers, Montreal, have dissolved, and partnership has been registered by Watts & Mailhot.

Simeon Lamonthé and Narcisse Lemay have registered partnership as sawmillers under the style of Lamonthé & Lemay, St. Sylvestre, Que.

SALES MADE AND PENDING.

C. S. Gillespie is advertising to sell his stock by auction.

Bert Law, blacksmith, Pickering, Ont., is advertising his business for sale.

The stock of L. A. Ferland, general merchant, St. Jean des Chaillons, Que., has been sold.

The McKay Saddlery Co., and George Stuart, harness dealers, Ashcroft, B.C., are selling out.

CHANGES.

Morrison Bros., general merchants, Huntingdon, Que., have sold out to John Smail.

Mrs. S. A. W. Baker, general merchant, Aylesford, N.S., has been succeeded by L. R. Baker.

Taylor & Methesal, general merchants, Weyburn, N.W.T., have opened a branch at Yellow Grass.

In the item in this column last week stating that Peter Hymmen, hardware dealer, Berlin, Ont., had sold out to George Potter,

the name Peter Hymmen was in error, for it was Henry Hymmen who sold out.

Peter Fleming, harness and boot and shoe dealer, Brampton, Ont., has sold out his boot and shoe business.

John Bonnycastle, hardware and agricultural implements, Lumsden, N.W.T., has retired from business in that place.

FIRES.

J. B. Gowanlock, dealer in agricultural implements, Cypress River, Man., has been burned out; no insurance.

DEATHS.

R. H. McCarthy, of Warren & McCarthy, hardware dealers, Perth, Ont., is dead.

Peter McFarlane, of McFarlane, Thompson & Anderson, founders, Fredericton, N.B., is dead.

**INQUIRIES FOR CANADIAN PRODUCTS.**

The following were among the inquiries concerning Canadian trade received at the office of the High Commissioner in London during the week ending March 31:

1. A London firm who also have a house in Cape Town, desire to be placed in communication with Canadian packers of canned fish, fruits, and other food products suitable for the South-African market, who might desire representation.

2. Inquiry was received for the names of a few good butter exporters in Quebec and Toronto who desire to be represented in London.

3. The publishers of a National series of Christmas cards are desirous of opening up a connection with Canada and ask for a few wholesale houses who would take up these goods.

4. A firm of glass tile manufacturers desire to be represented in Canada and ask to be placed in communication with hardware merchants who would be likely to buy these goods.

The names of the firms making the above inquiries can be furnished on applying to the editor of **HARDWARE AND METAL**.

Mr. Harrison Watson, curator of the Canadian section of the Imperial Institute, London, England, has received the following inquiries.

1. There are inquiries to hand from 5 sources for the names of Canadian makers of box boards, who can fill orders. Quotations wanted on specification.

2. An importing and manufacturing company ask for names of Canadian shippers of cattle bones, hoofs, horns, hair, etc., of which they could buy regular shipments.

3. A firm of fancy paper merchants wishes to obtain supplies of pulp boards for cardboard boxes and would like to hear from Canadian makers.

4. A Liverpool firm is prepared to arrange for a regular supply of electric wire casings and invites quotations c.i.f., Liverpool, with samples of stock designs.

**REFRIGERATOR AND PLATFORM SCALE WANTED.**

A subscriber wants to buy a large platform scale and a large plain refrigerator. Have any of our readers one or both to dispose of?

**KINGSTON AS AN IRON CENTRE.**

**T**HE following is an extract from the address of President Pense, of the Kingston Board of Trade, delivered at the annual meeting, held the other day:

"Kingston is so bound up in the future of the Midland section of eastern Ontario that the mining revival is highly encouraging. Mica operations have grown to large and profitable proportions at the hands of Kingston investors. The iron mines of Frontenac and Hastings are being secured by companies bent upon development, and smelting operations are likely to be carried on at our own doors. The Catarqui Mining and Developing Co., said to be composed of Canadian capitalists in whom great confidence is reposed, has entered into preliminary arrangements with the representatives of the city council and the board of trade to establish here smelting works costing \$300,000 and yielding 100 tons and over of iron daily, receiving as a bonus a cash gift of \$4,000 a year for 15 years, a free site and partial relief from taxation. The negotiations have been most amicable, and if the company crystallizes into shape and being, it will assuredly locate here.

"The council of the board forwarded to the Ontario Government and Legislature a petition for aid to a proposed branch of the Kingston and Pembroke Railway to the Glendower mines, 12 miles, to open them to profitable account, as an important factor to our new prosperity."

**A NEW RETAILER.**

George E. Potter has bought out Henry Hymmen, hardware, stove and tinware dealer, Berlin, Ont., and took possession on (Saturday). For the last seven months Mr. Potter has been traveling for The Hobbs Hardware Co., London. Previous to that he was for 17 years with J. Fennell & Son and Peter Hymmen, Berlin.

**CANADA AND LEAD MANUFACTURE**

"It is a peculiar fact," said a well-known lead man to **HARDWARE AND METAL**, "that Canada imports all of her pig lead, though in the British Columbian mining fields she has one of the most prolific sources of supply for the raw ore in the world. It is absurd that all the money represented by the outlay necessitated in producing the pig and more finished articles should be expended elsewhere, when it might just as well be kept in the Dominion. I have called the attention of several people to this anomaly, and I am in hopes that ere long a different state of affairs will exist. The plans are hardly advanced enough to permit of any definite details, but I may be able to supply some before long."



THE VERY BEST—OF ALL THE GOOD IDEAS  
YET CONTRIVED—ARE FOUND IN

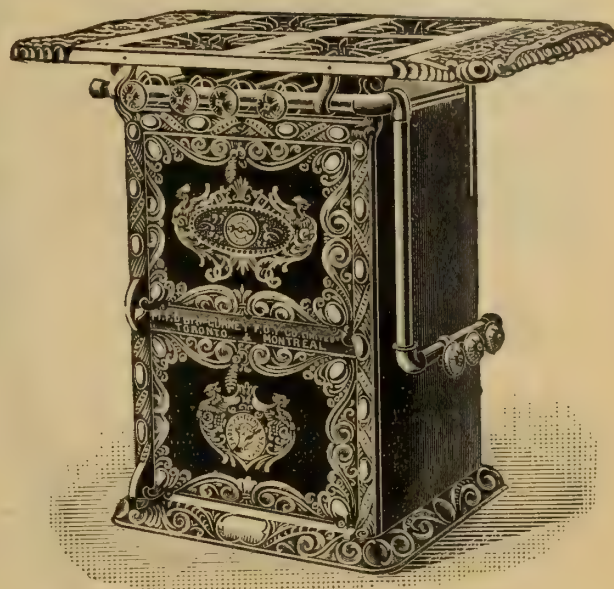
# Oxford Gas Ranges

They're the finest stock you can handle.

Full range of sizes and styles to meet all possible demands. Large ovens, specially perfected valves and burners, reversible oven burner, improved oven burner lighter, and many other telling points that give superiority.

We have also full lines of the celebrated "Quick Meal" Wickless Blue Flame Oil Stoves, for which we are Sole Canadian Agents.

These lines cover the Summer Stove ground completely.



*Write now for Price Lists and any desired information.*

**THE GURNEY FOUNDRY CO., Limited, Toronto,** **Winnipeg,**  
**Vancouver.**  
THE GURNEY-MASSEY CO., LIMITED, MONTREAL.



Luxfer Prisms successfully lighting a store 100 feet long.



Ordinary glass made the store unrentable without artificial light.

Specified  
by  
Architects.  
Approved  
by  
Owners.  
Appreciated  
by  
Tenants.

Form  
Your  
Own  
Opinion.

A visit to our test rooms will furnish ample proof that these contrast pictures underestimate rather than exaggerate the lighting results of Luxfer Prisms. Write for our blank form and obtain an estimate of cost.

**THE LUXFER PRISM CO., Limited**  
**98-100 KING STREET WEST, TORONTO**



**IRON**

{ Galvanized Sheets  
Black Sheets

**TINPLATES**

{ Coke  
Charcoal  
Best Charcoal

**CANADA  
PLATES**

{ Half Bright  
Galvanized

**OIL**

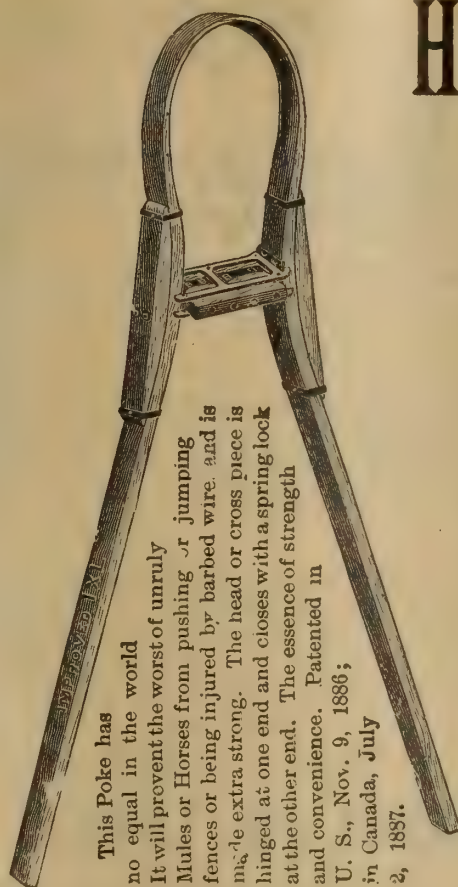
{ Linseed  
Castor

**CEMENTS**

{ English  
Belgian.

TO ARRIVE OR TO IMPORT.  
QUOTATIONS ON APPLICATION.

**J. Watterson & Co.**  
MONTREAL.

**HORSE POKES.**

**Improved  
I. X. L.**

ALSO:

**Montreal,  
Climax,  
Dominion,  
Dictator,  
Champion.**

Ask your wholesale house for our make,  
or write

**Strathroy  
Manufacturing Co.**  
STRATHROY, ONT.

DUNLOP TIRES—GUARANTEED BY THE MAKERS.

**Troubles of the Dealers.**

In a "chapter of complaints" The Cycle Age publishes the experiences of some thirty dealers. They have all had troubles with cheap tires—the bane of the bicycle dealer. These are a few of them:

**Some Agents Do It.**—"It occurs to me that of late agents are inclined to buy a good bicycle and supply tires themselves of a much cheaper and inferior grade, and in consequence there has been a great number of tires to repair and replace. I have had five men working steadily on this kind of work during the bicycle season, occasioned, I think, by just such work."—W. S. BROWN, Pittsburg, Pa.

**Poor Investments.**—"We have had considerable trouble with cheap tires on cheap wheels, not so much on account of the manner in which they were fitted as from the defects in the tires themselves. Cheap tires are poor investments either for the rider or the dealer, and cause a great deal of trouble between them sometimes. We handle nothing but guaranteed tires on any of our wheels, and shall never again purchase goods fitted with inferior quality tires."—J. A. JOHNSTON, Pittsburg, Pa.

**Declines to Sell Cheap Tires.**—"We think the habit that manufacturers have gotten into of supplying poor tires on good bicycles is a great deal more extensive than it should be. We find this one thing gives more trouble than all the others connected with bicycles. Our experience has not been very expensive to us beyond the fact that we have declined to sell bicycles with this class of tires on them."—LOOSELY CYCLE CO., Birmingham, Ala.

**Afraid to See Customers Coming.**—"We have had so much trouble with poor tires that we are simply afraid to see a customer coming in with a flat tire."—POAG & WHITE, Rock Hill, S.C.

There is a broad, liberal, "twelvemonth guarantee" with every pair of DUNLOP DETACHABLE TIRES.

Riders want DUNLOPS,



they *will* have them.

"These are the only tools you'll need."

**THE DUNLOP TIRE CO., Limited**

MONTREAL  
ST. JOHN

TORONTO

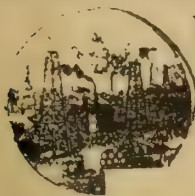
WINNIPEG  
VANCOUVER



**ALEXANDER GIBB**

Manufacturers' Agent and Metal Broker  
22 St. John Street, Montreal.

Representing British and American manufacturers of  
Tinplates, Tinned Sheets, Terne Plates, Canada Plates, Gal-  
vanized sheets, Imitation Russia Sheets, Black Sheets—Iron  
and Steel—Hoops and Bands, Proved Coil Chain, Brass and  
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.

**VanTuyl & Fairbank**

Petrolia, Ont.  
Headquarters for...

Oil and Artesian Well  
Pumps, Casing, Tubing  
Fittings, Drilling  
Tools, Cables, etc.

**R. C. LEVESCONTE**

Barrister, Solicitor, Notary, Etc.

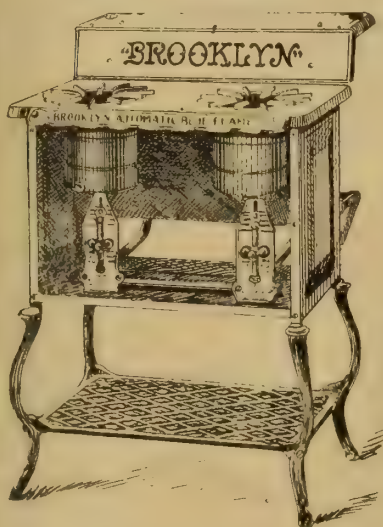
THE MCKINNON BUILDING  
Cor. Jordan and Melinda Streets

... TORONTO

Telephone 689.  
Cable "LeVesconte" Toronto.

**"THE LEADER."**

Sole Agents,  
**E. T. WRIGHT & CO.,**



HAMILTON, ONT.

**"JARDINE"**

### TIRE UPSETTERS WILL UPSET TIRTS

Some machines sold as Upsetter will not.  
Perhaps you make as much money on the  
sale of a useless Upsetter as on a good  
one, but your customer does not. He  
don't want a machine because it is called  
an Upsetter; he wants a machine to upset  
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

**A. B. JARDINE & CO.**  
HESPELER, ONT.

...FREE  
To anyone for the asking

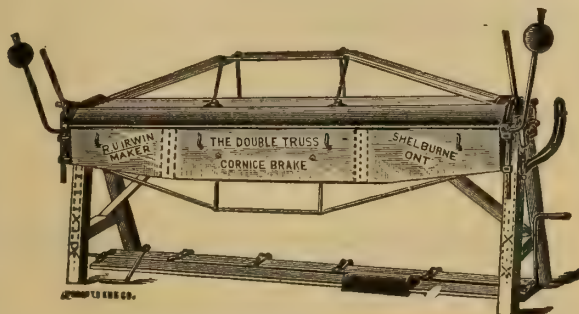
**1900 Catalogue, showing complete line  
Tinnors' and Roofers' Supplies.**

Large Stock, Great Variety, Prompt Shipments. GET OUR PRICES.

**BERGER BROS. CO.,**  
231 AND 237 ARCH STREET, - PHILADELPHIA  
Factory—3114-16-18 and 20 North 17th Street.



Illustrated Catalogue and Prices Furnished.



This eight-foot Brake bends 22-gauge iron  
and lighter, straight and true.

**Price, \$50**

Very handy beader attachment, \$10 extra  
if required.

Send for circulars and testimonials to

**The Double Truss Cornice  
Brake Co. SHELBURNE, ONT.**

**STEVENS RIFLES****THE FAVORITE**

is made in three calibres  
**22, 25 and 32 Rim Fire**  
and is the best low-priced rifle made. Highest quality of work  
Accuracy guaranteed. Weight, 4½ lbs.

No. 17, Plain Sights— List \$ 8.00  
No. 18, Target Sights— " 11.50  
No. 19, Lyman Sights— " 12.00

Send for our complete catalogue.

**J. STEVENS ARMS & TOOL CO.**

For Sale by All Leading Canadian Jobbers  
At Trade Discounts.

P.O. Box 215, CHICOPEE FALLS,  
MASS., U.S.A.

**HUTCHISON, SHURLY & DERRETT**

**DOVERCOURT  
TWIN MILLS.**

**1078 BLOOR STREET WEST  
TORONTO.**

Having equipped our Factory with entirely new machinery, we are prepared  
to furnish the best made goods in the market at closest prices and make  
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,  
Cotton and Russian Hemp Plough Lines, plain and colored.  
Cotton and Linen Fish Lines, laid and braided.  
Netted Hammocks, white and colored, Tennis and Fly Nets.  
Skipping Ropes, Jute, Hemp and Flax Twines.



# THE WATSON, FOSTER CO. LIMITED

## WALL PAPER MANUFACTURERS MONTREAL

APPRECIATING THE ORIGINALITY OF THE  
FOLLOWING TRADE PARODY BY CHARLES  
L NELLES, OF GUELPH, WHICH APPEARED  
IN THE GUELPH "DAILY HERALD" OF  
MARCH 19th, OFFER THIS PAGE FOR ITS  
REPRODUCTION ❧ ❧ ❧ ❧ ❧

### With apologies to Kipling and everyone else.

When about to buy your paper this is the only place,  
To get the best designs at such a price,  
And after seeing them, you will say it to our face—  
Everything so lovely and so nice.  
Your home will be a comfort, and your rooms a great delight:  
Your neighbors they will envy and admire.  
With pleasure you can tell them—they only can be right,  
When Nelles is the seller and they the buyer.

#### CHORUS.

Gold papers, silk papers, papers of every kind,  
Den or Parlor or Barber Shop, ceilings low or high  
Each of 'em calling for paper (keep them in your mind),  
Don't pass these goods for your credit's sake, but  
buy—buy—buy.

Better buy from us at once, as there is no better store,  
And tell your friends what bargains you did get,  
That you've saved a lot of money and your home from floor to  
floor  
Is the handsomest on which the sun will set.  
For paper bought from us must be a blooming sure success,  
As we do the largest business in the town;  
The best is always cheapest (get your money's worth—no less).  
Look for merit, style and value, and goods of wide renown.

#### CHORUS.

Clerk's home, mechanic's home, home of the millionaire,  
Fifty thousand rooms we can easily supply;  
Each of 'em calling for aid from you (their walls are  
white and bare)—  
Don't pass this "ad." for your credit's sake, but buy  
—buy—buy.







CORPORATE MARK



## JOSEPH RODGERS &amp; SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON &amp; CO.,

Montreal

## HARDWARE.

## Ammunition.

Cartridges.  
 B. B. Caps, Dom., 50 and 5 per cent.  
 Rim Fire Pistol, dis. 45 p. c., Amer.  
 Rim Fire Cartridges, Dom., 50 and 5 p. c.  
 Rim Fire, Military, net list, Amer.  
 Central Fire Pistol and Rifle, 18 p. c. Amer.  
 Central Fire Cartridges, pistol sizes, Dom.  
 30 per cent.  
 Central Fire Cartridges, Sporting and Military,  
 Dom., 15 and 5 per cent.  
 Central Fire, Military and Sporting, Amer.  
 net list. B. B. Caps, discount 45 per cent.  
 Amer.  
 Loaded and empty Shells, "Trap" and  
 "Dominion" grades, 25 per cent. Rival  
 and Nitro, 10 p. c.  
 Brass shot Shells, 55 and 10 per cent.  
 Primers, Dom., 30 per cent.

Wads. per lb.  
 Best thick white felt wadding, in ¼-lb.  
 bags. 1 00  
 Best thick brown or grey felt wads, in  
 ½-lb. bags. 0 70  
 Best thick white card wads, in boxes  
 of 500 each, 12 and smaller gauges. 0 99  
 Best thick white card wads, in boxes  
 of 500 each, 10 gauge. 0 35  
 Best thick white card wads, in boxes  
 of 500 each, 8 gauge. 0 55  
 Thin card wads, in boxes of 1,000  
 each, 12 and smaller gauges. 0 20  
 Thin card wads, in boxes of 1,000  
 each, 10 gauge. 0 25  
 Thin card wads in boxes of 1,000  
 each, 8 gauge. 0 10  
 Chemically prepared black edge grey  
 cloth wads, in boxes of 250 each—  
 11 and smaller gauge. Per M 0 60  
 9 and 10 gauges. 0 70  
 7 and 8 gauges. 0 90  
 5 and 6 gauges. 1 10  
 Superior chemically prepared pink  
 edge, best white cloth wads, in  
 boxes of 250 each—  
 11 and smaller gauge. 1 15  
 9 and 10 gauges. 1 40  
 7 and 8 gauges. 1 65  
 5 and 6 gauges. 1 90

Discount, 20 per cent.

## Adzes.

## Anvils.

Per lb. 10 0 12½  
 Anvil and Vise combined. 4 50  
 Wilkinson & Co.'s Anvils. lb. 0 09 0 09½  
 Wilkinson & Co.'s Vices. lb. 0 09½ 0 10

## Augers.

Gilmour's, discount 50 and 10 p. c. off list.

## Axes.

Chopping Axes—  
 Single bit, per doz. 5 50 10 00  
 Double bit. 12 00 18 00  
 Bench Axes, 40 and 15 p. c.  
 Broad Axes, 33½ per cent.  
 Hunters' Axes. 5 50 6 00  
 Boy's Axes. 5 75 6 75  
 Splitting Axes. 6 50 12 00  
 Handled Axes. 7 00 10 00

## Axle Grease.

Per gross. 5 50 6 00

## Bath Tubs.

Zinc. 3 90 4 00

Copper, discount 40 and 10 p. c. off revised list

## Baths.

Standard Enamelled.

5½-inch rolled rim, 1st quality. 30 00

" 2nd. 21 00

## Anti-Friction Metal.

Tandem " A. 0 23

" B. 0 19

" C. 0 11½

Magnolia Anti-Friction Metal, per lb. 0 25

## Bells.

## Hand.

Brass, 60 per cent.

Nickel, 55 per cent.

## Oow.

American make, discount 66½ per cent.

Canadian, discount 45 and 50 per cent.

## Door.

Gongs, Sargent's. 5 50 8 00

" Peterboro', discount 27½ per cent.

American, each. Farm. 1 25 3 00

House. 0 35 0 40

## Belows.

Hand, per doz. 3 35 4 75

Moulders, per doz. 7 50 10 00

Blacksmiths, discount 40 per cent.

## Belting.

Extra, 50 and 10 per cent.

Standard, 60 per cent.

No. 1 Agricultural, 60 and 10 p. c.

## Bits.

Auger.

Gilmour's, discount 50 and 10 per cent.

Rockford, 50 and 10 per cent.

Jennings' Gen., net list.

Gilmour's, 47½ to 50 per cent.

## Expansive.

Clark's, 40 per cent.

## Gimlet.

Clark's, per doz. 0 65 0 90

Diamond, Shell, per doz. 1 00 1 50

Nail and Spike, per gross. 2 25 5 20

## Blind and Bed Staples.

All sizes, per lb. 0 07½ 0 12

## Bolts and Nuts. Per cent.

Norway Bolts, full square. 65

Common Carriage Bolts, all sizes. 50

Machine Bolts, all sizes. 52½

Coach Screws. 65

Sleigh Shoe Bolts. 70

Blank Bolts. 52½

Bolt Ends. 62½

Nuts, square. 3½ c. off

Nuts, hexagon. 4 c. off

Tapping Nuts. 60

Tire Bolts. 60

Stove Bolts. 60 and 10

Stove rods, per lb. 5½ to 6c.

Plough Bolts. 50

## Boot Calks.

Small and medium, ball, per M. 4 25

Small heel, per M. 4 50

## Bright Wire Goods.

Discount. 55 per cent.

## Broilers.

Light, dis., 65 to 67½ per cent.

Reversible, dis., 65 to 67½ per cent.

Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8. 6 00

Henis, No. 9. 7 00

Queen City. 7 50 0 00

## Butchers' Cleavers.

German, per doz. 6 00 11 00

American, per doz. 12 00 20 00

## Building Paper, Etc.

Plain building, per roll. 0 30

Tarred lining, per roll. 0 40

Tarred roofing, per 100 lb. 1 60

Coal Tar, per barrel. 3 50

Pitch, per 100-lb. 0 80

Carpet felt, per ton. 45 00

## Bull Rings.

Copper, \$2.00 for 2½ in. and \$1.90 for 2 in.

## Butts.

Wrought Brass, net revised list

Cast Iron.

Loose Pin, dis., 60 per cent.

Wrought Steel.

Fast Joint, dis. 60 and 10 per cent.

Loose Pin, dis. 60 and 10 per cent.

Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair. 0 40 0 65

## Carpet Stretchers.

American, per doz. 1 00 1 50

Bullard's, per doz. 6 50

Bed, new list, dis. 55 to 57½ per cent.

Plate, dis. 52½ to 57½ per cent.

## Cattle Leaders.

No. 31 and 32, per gross. 50 9 50

## Cement.

Canadian Portland. 2 80 3 00

English. 3 00

Belgian. 2 75 3 00

Canadian hydraulic. 1 00 1 10

## Chalk.

Carpenters, Colored, per gross. 0 45 0 75

White lump, per cwt. 0 60 0 65

Red. 0 05 0 06

Crayon, per gross. 0 14 0 18

## Chisels.

Socket, Framing and Firmer.

Broad's, dis. 60 and 5 per cent.

Warnock's, dis. 60 per cent.

## Churns.

Revolving Churns, metal frames—No. 0, \$8-

No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—

No. 4, \$12.00—No. 5, \$16.00 each. Ditto,

wood frames—20c. each less than above.

Discount: Delivered from factories, 18

p. c.; from stock in Montreal, 56 p. c.

Terms, 4 months or 3 p. c. cash in 30 days.

## Clips.

Axle dis. 65 per cent.

## Closets.

Plain Ontario Syphon Jet. \$8 00

Emb. Ontario Syphon Jet. 8 50

Fittings. 1 00

Plain Teutonic Syphon Washout. 4 75

Emb. Teutonic Syphon Washout. 5 25

Fittings. 1 00

Plain Richelieu. 4 75

Emb. Richelieu. 5 00

Fittings. 1 25

Closet connection. 1 25

Basins, round, 14 in. 0 15

" oval, 17 x 14 in. 1 55

" 19 x 15 in. 2 30

## Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

## Cradles, Grain.

Canadian, dis. 25 to 33½ per cent.

## Crosscut Saw Handles.

S. &amp; D., No. 3, per pair. 17½

" 6, " 22½

Boynton pattern. 20

## Door Springs.

Torrey's Rod, per doz. (15 p. c.) 2 00

Coil, per doz. 0 88 1 60

English, per doz. 2 00 4 00

## Draw Knives.

Broad's, dis. 60 to 60 and 7½ per cent.

Warnock's, dis. 60 to 60 and 7½ per cent.

## Drills.

Hand and Breast.

Miller's Falls, per doz. net list.

## DRILL BITS.

Morse, dis. 37½ to 40 per cent.

Standard, dis. 50 and 5 to 55 per cent.

## ELBOWS. (Stovepipe.)

No. 1, per doz. 1 80

No. 2, per doz. 1 60

Bright, 20c. per doz. extra.

## ESCUTCHEONS.

Discount, 27½ per cent.

## ESCUTCHEON PINS.

Iron, discount 40 per cent.

## FACTORY MILK CANS.

Discount off revised list, 40 per cent.

## FILES.

Black Diamond, 50 and 10 to 60 per cent.

Kearney &amp; Foots, 60 and 10 per cent. to 60,

10, 10.

Nicholson File Co., 50 and 10 to 60 per cent.

Jowett's, English, 50 to 27½ per cent.

## FORKS.

Hay, manure, etc., dis., 50 and 10 per cent

revised list.

## FRUIT PRESSES.

Henis', per doz. 3 25 3 50

Shepard's Queen City, dis. 15 per cent.

## GLASS—Window—Box Price.

Star. D. Diamond

Size Per Per Per Per

Inches 50 ft. 100 ft. 50 ft. 100 ft.

Under 26. 2 20 4 20 6 25

26 to 40. 2 40 4 60 7 00

41 to 50. 5 00 7 50

51 to 60. 5 25 8 25

61 to 70. 5 60 9 50

71 to 80. 6 00 10 50

81 to 85. 6 85 11 50

86 to 90. 7 65 13 50

91 to 95. 15 00

96 to 100. 18 00

101 to 105. 20 00

106 to 110. 23 00

111 to 115. 27 00

16 x 16 10 per cent. off.

## GAUGES.

Marking, Mortise, Etc.

Stanley's dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each. 1 65 2 40

## HALTERS.

Rope, ¾ per gross. 9 00

" ½ to ¾. 14 00

Leather, 1 in., per doz. 3 87½ 4 00

" 1½ in., 5 15 5 20

Web, — per doz. 1 87 2 45

## HAMMERS.

## Nail

Maydole's, dis. 5 to 10 per cent. Can. dis.

25 to 27½ per cent.

## Tack.

Magnetic, per doz. 1 10 1 20

## Sledge.

Canadian, per lb. 0 07½ 0 08½

## Ball Pean.

English and Can., per lb. 0 22 0 25

## HANDLES.

Axe, per doz., net. 1 50 2 00

Store door, per doz. 1 00 1 50

## Fork

C. &amp; B., dis. 40 per cent. rev. list.

## Hoe.

C. &amp; B., dis. 40 per cent. rev. list.

## Saw.

American, per doz. 1 00 1 25

## Plane.

American, per gross. 3 15 3 75

Canadian, 40 per cent.

Hammer and Hatchet.

Cross-Cut Saws.

Canadian, per pair. 0 13½

## HANGERS. doz. pairs

Steel barn door. 5 85 6 00

Stearns, 4 inch. 5 00

" 5 inch. 6 50

Lane's covered—

No. 11, 5-ft. run. 8 40

No. 11½, 10-ft. run. 10 80

No. 12, 10-ft. run. 12 60

No. 14, 15-ft. run. 21 00

Lane's O.N.T. track, per foot. 4½

## HARVEST TOOLS.

Discount, 50 and 10 per cent.

## HATCHETS.

Canadian, dis. 40 to 42½ per cent.

## HINGES.



TRIPLE  
MOTIONDUPLEX  
DASHERQUICKEST  
FREEZINGBEST  
RESULTS

## STRONG POINTS

THAT MAKE

## White Mountain Freezers

Superior to any ICE CREAM FREEZER made.

THAT'S WHY WE SELL THEM.

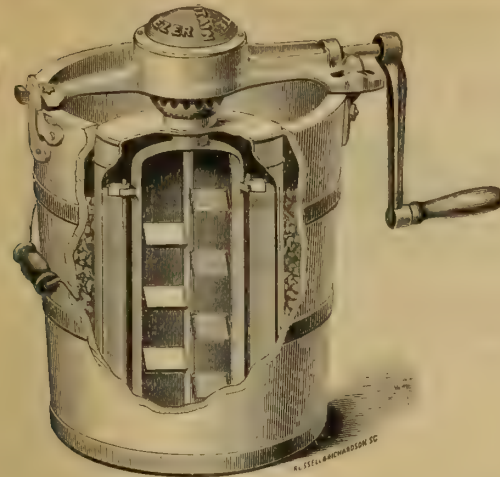
McCLARY MFG. CO.,

London, Toronto, Montreal,  
Winnipeg and Vancouver.

H. S. HOWLAND, SONS &amp; CO.,

Toronto.

SOLE AGENTS FOR THE DOMINION.



## HORSESHOES.

| Iron Shoes.                | F.O.B. Toronto<br>No. 2<br>and<br>larger. | No. 1.<br>and<br>smaller. |
|----------------------------|-------------------------------------------|---------------------------|
| Light, medium, and heavy.  | 4 05                                      | 4 30                      |
| Snow shoes.                | 4 30                                      | 4 55                      |
| Steel Shoes.               |                                           |                           |
| Light.                     | 4 35                                      | 4 60                      |
| Featherweight (all sizes). | 5 60                                      | 5 60                      |
| Toe weight steel shoes.    |                                           | 6 70                      |

## JAPANNED WARE.

Discount, 45 and 5 per cent. off list, June, 1899.

## ICE PICKS.

|                                        |      |      |
|----------------------------------------|------|------|
| Star, per doz.                         | 3 00 | 3 25 |
| KETTLES.                               |      |      |
| Brass spun, 7½ p.c. dis. off new list. |      |      |
| Copper, per lb.                        | 0 30 | 0 50 |
| American, 60 and 10 to 65 and 5 p.c.   |      |      |

## KEYS.

|                              |    |  |
|------------------------------|----|--|
| Lock, Can., dis., 27½ p.c.   |    |  |
| Cabinet, trunk, and padlock, |    |  |
| Am. per gross.               | 60 |  |

## KNOBS.

|                             |      |      |
|-----------------------------|------|------|
| Door japanned and N.P., per |      |      |
| doz.                        | 1 50 | 2 50 |
| Bronze, Berlin, per doz.    | 2 75 | 3 25 |
| Bronze Genuine, per doz.    | 6 00 | 9 00 |
| Shutter, porcelain, F. & L. |      |      |
| screw, per gross.           | 1 30 | 4 00 |
| White door knobs—per doz.   | 1 25 |      |

## HAY KNIVES.

Discount, 50 and 10 per cent.

## LAMP WICKS.

Discount, 60 per cent.

## LANTERNS.

|                                 |      |  |
|---------------------------------|------|--|
| Cold Blast, per doz.            | 7 50 |  |
| No. 4 "Wright's"                | 8 50 |  |
| Ordinary, with O burner.        | 4 25 |  |
| Dashboard, cold blast.          | 9 50 |  |
| No. 0.                          | 6 00 |  |
| Japanning, 50c. per doz. extra. |      |  |

## LEMON SQUEEZERS.

|                  | per doz. |      |
|------------------|----------|------|
| Porcelain lined. | 2 20     | 5 60 |
| Galvanized.      | 1 87     | 3 85 |
| King, wood.      | 2 75     | 2 90 |
| King, glass.     | 4 00     | 4 50 |
| All glass.       | 1 20     | 1 30 |

## LINES.

|                  |      |      |
|------------------|------|------|
| Fish, per gross. | 1 05 | 2 50 |
| Chalk.           | 1 90 | 7 40 |

## LOCKS.

|                           |      |      |
|---------------------------|------|------|
| Canadian, dis. 27½ p.c.   |      |      |
| Russell & Erwin, per doz. | 3 05 | 3 25 |
| Cabinet.                  |      |      |

## Eagle, dis. 30 p.c.

|                            |      |      |
|----------------------------|------|------|
| English and Am., per doz.  | 50   | 6 00 |
| Scandinavian.              | 1 00 | 2 40 |
| Eagle, dis. 15 to 17½ p.c. |      |      |

## MACHINE SCREWS.

|                              | Iron and Brass. |  |
|------------------------------|-----------------|--|
| Flat head, discount 25 p.c.  |                 |  |
| Round Head, discount 20 p.c. |                 |  |

## MALLET.

|                                |      |      |
|--------------------------------|------|------|
| Smiths', per doz.              | 1 25 | 1 50 |
| Carpenter's, hickory, per doz. | 1 25 | 3 75 |
| Lignum Vitae, per doz.         | 3 85 | 5 00 |
| Caulking, each.                | 60   | 2 00 |

## MATTOCKS.

|                    |      |      |
|--------------------|------|------|
| Canadian, per doz. | 8 50 | 1 00 |
|--------------------|------|------|

## MEAT CUTTERS.

American, dis. 25 to 30 p.c.

## MILK CAN TRIMMINGS.

Discount, 25 per cent.

## NAILS.

| Quotations are:             | Cut.   | Wire.  |
|-----------------------------|--------|--------|
| 2d. and 3d.                 | \$3 85 | \$4 50 |
| 3d.                         | 3 50   | 4 15   |
| 4 and 5d.                   | 3 25   | 4 00   |
| 6 and 7d.                   | 3 15   | 3 85   |
| 8 and 9d.                   | 3 00   | 3 85   |
| 10 and 12d.                 | 2 95   | 3 60   |
| 16 and 20d.                 | 2 90   | 3 55   |
| 30, 40, 50 and 60d. (base). | 2 85   | 3 50   |
| Steel Cut Nails 10c. extra. |        |        |

## NAIL PULLERS.

|                      |      |     |
|----------------------|------|-----|
| German and American. | 1 85 | 3 0 |
|----------------------|------|-----|

| NAIL SETS                   |           |             |
|-----------------------------|-----------|-------------|
| Square, round, and octagon, | per gross | 3 38 4 00   |
| Diamond.                    |           | 12 00 15 00 |

## NETTING.

Poultry, 45 per cent. for McMullen's.

## OAKUM.

Per 100 lb.

Navy.

U. S. Navy.

Canada refined (Toronto).

Sarnia Water White.

Pratt's Astral.

Sarnia, Prime White.

American w. w.

OILERS.

McClary's Model galvan. oil

can, with pump, 5 gal.,

per doz.

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz.

Brass.

Malleable, dis. 25 per cent.

PAIS.

Galvanized pails, discount 45 per cent.

Galvanized flaring pails, discount 45 per cent.

Galvanized washtubs, discount 45 per cent.

PIECED WARE.

Discount 40 per cent. off list, June, 1899.

PICKS.

Per doz.

PICTURE NAILS.

Porcelain head, per gross.

Brass head.

PLANES.

Wood, bench, Canadian dis. 55 per cent.

American dis. 55.

Wood, fancy Canadian or American, 37½

to 40 per cent.

Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.

Miscellaneous, dis. 25 to 27½ per cent.

Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz.

PLIERS AND NIPPERS.

Button's Genuine, per doz pairs, dis. 37½

40 p.c.

Button's Imitation, per doz.

German, per doz.

PLUMBERS' BRASS GOODS.

Impression work, discount, 60 per cent.

Fuller's work, discount 65 per cent.

Rough stops and stop and waste cocks, dis-

count, 60 per cent.

Jenkins' disk globe and angle valves, dis-

count, 55 per cent.

Standard valves, discount, 60 per cent.

Jenkins' radiator valves discount 55 per cent.

standard, dis., 60 p.c.

Quick opening valves, discount, 60 p.c.

No. 1 compression bath cock.

No. 4.

No. 7, Fuller's.

No. 4½.

PRESSED SPIKES.

Discount, 20 per cent.

PULLEYS.

Hothouse, per doz.

Axle.

Screw.

Awning.

PUMPS.

Canadian cistern.

Canadian pitcher spout.

PUNCHES.

Saddlers', per doz.

Conductors.

Tinners' solid, per set.

hollow, per inch.

RANGE BOILERS.

Galvanized, 30 gallons.

35.

40.

Copper, 30.

35.

40.

Discount off Copper Boilers 10 per cent.

RAKES.

Cast steel and malleable Canadian list dis.

50 and 10 p.c. revised list.

Wood, 25 per cent.

| RASPS AND HORSE RASPS.                       |  |  |
|----------------------------------------------|--|--|
| New Nicholson horse rasp, discount 60 p.c.   |  |  |
| Globe File Co.'s rasps, 60 and 10 to 70 p.c. |  |  |
| Heller's Horse rasps, 50 to 50 and 5 p.c.    |  |  |

RAZORS.

per doz.

Geo. Butler & Co.'s.

Boker's.

Wade & Butcher's.

Theile & Quack's.

Elliot's.

REAPING HOOKS.

Discount, 50 and 10 per cent.

REGISTERS.

Discount, 60 per cent.

RIVETS AND BURRS.

Carriage, Section, Wagon Box Rivets, etc.,

45 p.c.

Black M. Rivets, 45 p.c.

Black and Tinned Rivets, 45 p.c.

Extras on Iron Rivets in 1-lb. cartons, ½c

per lb.

Extras on Iron Rivets in ½-lb. cartons, 1c

per lb.

Copper Rivets & Burrs, 35 p.c. dis., and

cartons, 1c. per lb. extra, net.

Extras on Tinned or Coppered Rivets in

½-lb. cartons, 1c. per lb.

Burrs, iron or steel, 40 per cent.

Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 35 37½ per cent.

ROPE, ETC.

7-16 in. and larger, per lb.

¾ in.

½ and 5-16 in.

Cotton base, ¼-inch and

larger.

Russia Deep Sea.

Jute.

Lath Yarn.

New Zealand Rope.

RULES.

Boxwood, dis. 75 and 10 p.c.

Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, plain, polished.

nickle-plated.

SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.

B & A. sand, 40 and 2½ per cent.

Emery, 40 per cent.

SAP SPOUTS.

Bronzed iron with hooks, per doz.

SAWS.

Hand, Disston's, dis. 12½ p.c.

S. & D., 40 per cent.

Crosscut, Disston's, per ft.

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each.

frame only.

SASH WEIGHTS.

Sectional, per 100 lbs.

Solid.

SASH CORD.

Per lb.

SAW SETS.

"Lincoln," per doz.

SCALES.

Gurney Scales, 45 p.c.

B. S. & M. Scales, 45 p.c.

Champion, 65 per cent.

Fairbanks Standard, 35 p.c.

Dominion, 55 p.c.

Richelieu, 55 p.c.

Chatillon Spring Balances, 10 p.c.

SCREW DRIVERS.

Sargent's, per doz.

SCREWS.

Wood, F. H., iron, and steel, 80 p.c.

Wood R. H., dis. 75 p.c.

F. H., brass, dis. 75 p.c.

Wood, E. H., dis. 67½ p.c.

F. H., bronze, dis. 87½ p.c.

R. H., 82½ p.c.

Drive Screws, 80 per cent.

Bench, wood, per doz.

iron.

SCYTHES.

Discount, per doz, net.

SCYTHE SNATHS.

Canadian, dis. 45 p.c.

SHEARS

Seymour's, dis. 50 and 10 p.c.

Heinisch, dis. 50 and 10 p.c.

Seymour or Heinisch tailor shears, 15 p.c.

SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.

SINKS.

Steel and galvanized, discount 45 per cent.

SNAPS.

Harness, German, dis. 25 p.c.

Lock, Andrews'.

SOLDERING IRONS.

1, 1½ lb., per lb.

2 lb. or over, per lb.

SQUARES.

Iron, No. 493, per doz.

Mo. 494.

Steel, dis. 50 and 5 to 50 and 10 p.c., rev. list.

Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.

Plain, dis. 75 and 12½ p.c. off revised list.

Retinned, dis. 75 p.c. off revised list.

STAPLES.

Galvanized.

Bright.

STOCKS AND DIES.

American dis. 25 p.c.

STONE.

Washita.

Hindustan.

slip.

Labrador.

Axe.

Turkey.

Arkansas.

Water-of-Ayr.

Scythe, per gross.

Grind, per ton.

STOVE PIPES



# Deseronto Iron Co.

LIMITED  
DESERONTO, ONT.

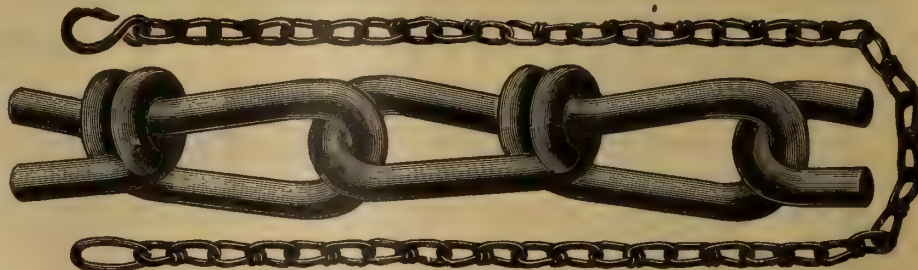
Manufacturers of

## Charcoal Pig Iron

BRAND "DESERONTO"

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes

## IMPROVED STEEL WIRE TRACE CHAINS.



Every chain guaranteed. Most profitable and satisfactory chain to handle.

THE B. GREENING WIRE CO., LIMITED

Hamilton, Ont., and Montreal, Que.

|                                                |          |
|------------------------------------------------|----------|
| Trunk nails, black .....                       | 65       |
| Trunk nails, tinned .....                      | 65 and 5 |
| Clout nails, blued and tinned .....            | 65       |
| Chair nails .....                              | 35       |
| Oliver box nails .....                         | 35       |
| Patent brads .....                             | 40       |
| Fine finishing .....                           | 40       |
| Picture frame points .....                     | 10       |
| Lining tacks, in papers .....                  | 10       |
| " " in bulk .....                              | 15       |
| " " solid heads, in bulk .....                 | 75       |
| Saddle nails in papers .....                   | 10       |
| " " in bulk .....                              | 15       |
| Tufting buttons, 22 line, in dozens only ..... | 60       |
| Tin capped trunk nails .....                   | 15       |
| Zinc glazier's points .....                    | 5        |
| Double pointed tacks, dozens .....             | 85       |
| " " bulk .....                                 | 35       |

### TAPE LINES.

|                                  |      |      |
|----------------------------------|------|------|
| English, ass skin, per doz. .... | 2 75 | 5 00 |
| English, Patent Leather .....    | 5 50 | 9 75 |
| Chesterman's each .....          | 0 90 | 2 86 |
| " steel, each .....              | 0 80 | 8 00 |

### THERMOMETERS

Tin case and dairy, dis. 75 to 75 and 10 p.c.

### TRANSOM LIFTERS.

Payson's per doz. .... 2 60

### TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.  
Game, H. & N., P. S. & W., 65 p.c.  
Game, steel, 72½, 75 p.c.

|                                  |           |
|----------------------------------|-----------|
| <b>TROWELS.</b>                  |           |
| Disston's, discount 10 per cent. |           |
| German, per doz. ....            | 4 75 6 00 |
| S. & D., discount 35 per cent.   |           |

|                                   |           |
|-----------------------------------|-----------|
| <b>TWINES.</b>                    |           |
| Bag, Russian, per lb. ....        | 0 21      |
| Wrapping, mottled, per pack. .... | 0 50 0 60 |
| Wrapping, cotton, per lb. ....    | 0 17 0 18 |
| Mattress, per lb. ....            | 0 33 0 45 |
| Staging, " .....                  | 0 27 0 35 |
| Broom, " .....                    | 0 30 0 55 |

|                              |            |
|------------------------------|------------|
| <b>VICES.</b>                |            |
| Hand, per doz. ....          | 4 00 6 00  |
| Bench, parallel, each .....  | 2 00 4 50  |
| Coach, each .....            | 6 00 7 00  |
| Peter Wright's, per lb. .... | 0 12 0 13  |
| Pipe, each .....             | 5 50 9 00  |
| Saw, per doz. ....           | 6 50 13 00 |

|                                                                   |  |
|-------------------------------------------------------------------|--|
| <b>ENAMELLED WARE.</b>                                            |  |
| White, Princess, Turquoise, Blue and White, discount 50 per cent. |  |
| Diamond, Famous, Premier, 50 and 10 p.c.                          |  |
| Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.     |  |

|                                                                              |  |
|------------------------------------------------------------------------------|--|
| <b>WIRE.</b>                                                                 |  |
| Brass wire, 50 to 50 and 2½ per cent. off the list.                          |  |
| Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.           |  |
| Smooth Steel Wire, base, \$3.45 per 100 lb. List of extras: Nos. 2 to 5, ad- |  |

vance 7c. per 100 lb.—Nos. 6 to 9, base—No. 10, advance 7c.—No. 11, 14c.—No. 12, 20c.—No. 13, 35c.—No. 14, 47c.—No. 15, 60c.—No. 16, 75c. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, \$2—oiling, 10c.—special hay-bailing wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c. in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net, 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 12½ per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25 \$2—Nos. 26-31, \$4—Nos. 32-34, \$5. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 50 and 100-lb. bundles, 20c.—in 1-lb. hanks, 50c.—in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$4.40—No. 9, \$3.47½—No. 10, \$1.55—No. 11, \$4.60—No. 12, \$3.62½—No. 13, \$3.77½—No. 14, \$5.15—No. 15, \$5.45—No. 16, \$5.65.

Clothes Line Wire, 19 gauge, per 1,000 feet. .... 3 30

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|-------------------------------------------------|-------|
| <b>WIRE FENCING</b>                             |       |
| F.O.B. Toronto                                  |       |
| Galvanized, 4 barb, 2½ and 5 inches apart. .... | 3 72½ |
| Galvanized, 2 barb, 4 and 6 inches apart. ....  | 3 72½ |
| Galvanized, plain twist. ....                   | 3 72½ |
| Terms, 2 per cent. in 10 days.                  |       |
| Rosa braid truss cable .....                    | 4 50  |
| Barb wire is \$3.47½ f.o.b. Cleveland.          |       |

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| <b>WIRE CLOTH.</b>                          |      |
| Painted Screen, per 100 sq. ft., net. ....  | 2 80 |
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| Acme, 35 to 37½ per cent.         |           |
| Agricultural, 60 p.c.             |           |
| Coe's Genuine, dis. 20 to 25 p.c. |           |
| Towers' Engineer, each. ....      | 2 00 7 00 |
| " S., per doz. ....               | 5 80 6 00 |
| G. & K's Pipe, per doz. ....      | 3 40      |
| Burrell's Pipe, each .....        | 3 00      |
| Rocket, per doz. ....             | 0 25 2 90 |

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|------------------------------------------------------------|------------------|
| <b>WRINGERS.</b>                                           |                  |
| Leader .....                                               | per doz. \$60 00 |
| Royal Canadian .....                                       | " 58 00          |
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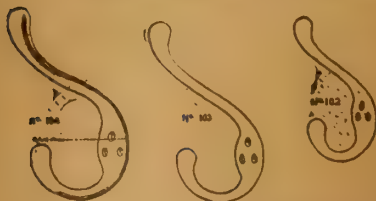
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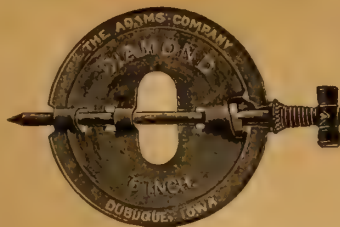
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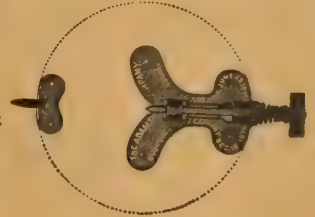
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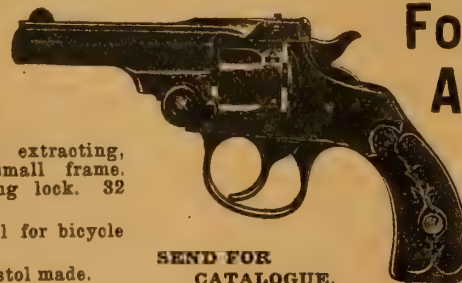
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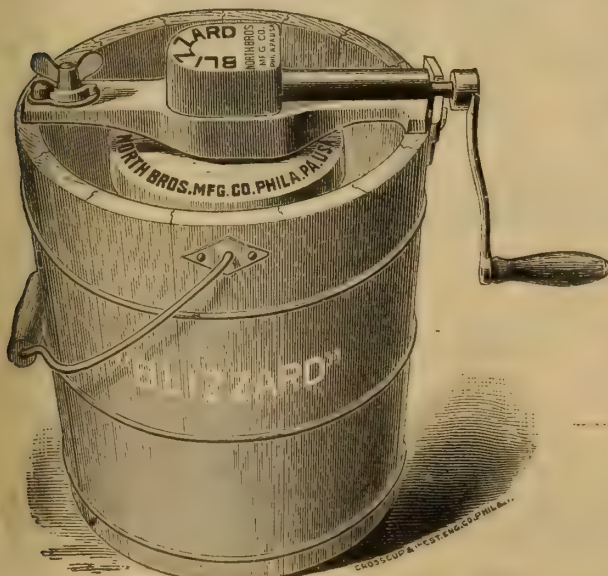


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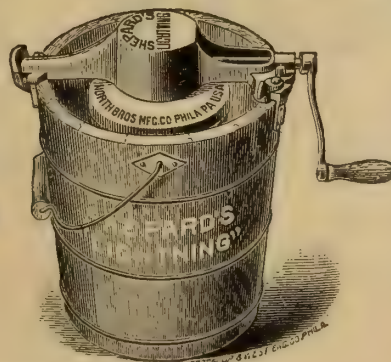
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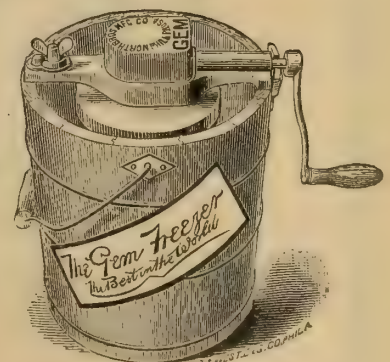
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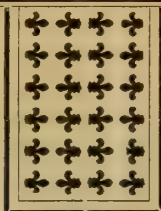
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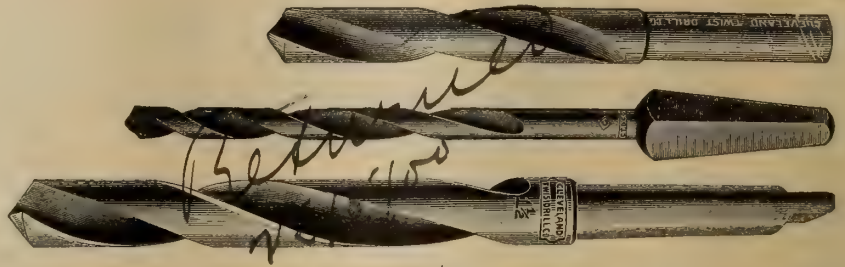
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**POULTRY NETTINGS** and **LAWN FENCINGS** are not surpassed in the world.

Their **WOVEN WIRE FENCINGS** have stood years of successful testing; special offers are now made on **HOG FENCINGS**.

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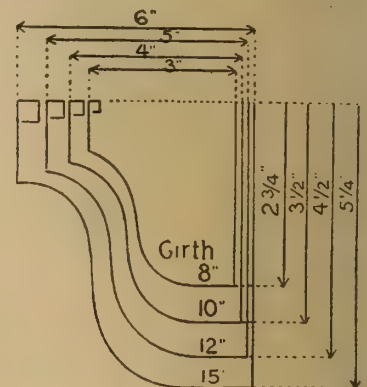
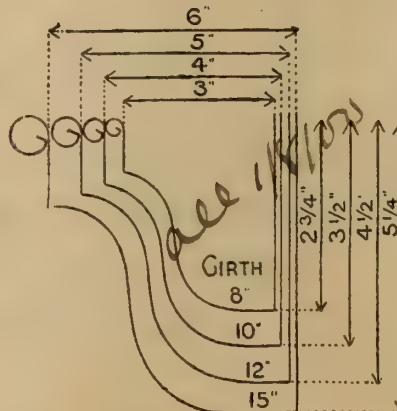
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#### WILL STOVE MEN AMALGAMATE?

**A** SCHEME for the amalgamation of the stove makers in Canada is under way. The promoter is an ex-bicycle maker, and the greater part of the capital is, it is understood, to come from the United States.

An option has already been obtained on a number of foundries, but some of the most important have refused to enter into the scheme.

Time only will tell whether or no the amalgamation will be consummated; but, in the meantime, some of the manufacturers with whom **HARDWARE AND METAL** has

conversed declare that there is no likelihood of its being so.

Amalgamation would, undoubtedly, be welcomed by quite a few stove makers, for the cutting of prices in the past has been so keen as to preclude the possibility of satisfactory profits being earned.

It is true that during the past year the conditions have been more satisfactory; but it is equally true that, while the makers have been getting better prices for their stoves, they have also had to pay more for their raw material and for their labor than before.

#### PIG-IRON MAKING IN ONTARIO.

**W**HEREAS, the Province of Ontario was without an iron blast furnace five years ago, in a few months it will have three in operation.

The furnace at Hamilton was put into blast early in 1896, and that at Deseronto in January, 1899. In about two months from now, the furnace which is being constructed at Midland, Ont., will be turning out pig iron.

The works are nearly completed, and the wharfage is being put into proper condition.

The company is already submitting prices for delivery the coming summer, and it is understood to have secured some good orders.

Blast furnaces are also contemplated at other points in Ontario, namely, Fort William, Kingston, Welland and Collingwood, and some of them will doubtless, in time, be erected, while the capacity of the furnace at Hamilton is to be increased.

The output of pig iron in Ontario last year was only about 73,500 net tons, but this quantity will doubtless be many times increased within the next five years.

#### AN ANNOYANCE TO BUSINESS MEN.

**T**HE strike among the railway draymen in Toronto has naturally caused a great deal of annoyance and some loss to the manufacturers and wholesale merchants in that city.

What, however, with their own teams and with those they have hired or bought, they have been able during the last few days to get their customers' goods to the station with some degree of promptness.

One or two large concerns have gone to the expense of purchasing outright teams and drays from the railway dray companies whose employes are on strike, and painting out the name of the railway company on the side of the dray.

The strike is a veritable harvest for teaming companies other than the Shedden and Hendrie concerns.

As to the merits of the strike, the consensus of opinion is on the side of the strikers. It is felt, with reason, that to compel men to work without remuneration one to three hours after six o'clock is an injustice, especially after they have been on duty 11 to 12 hours.

At the same time, all the blame is not upon the railway dray firms. Some of the onus for the late hours which the men are compelled to work is upon the shoulders of shippers. The fact that on the second day of the strike a number of shippers met in the Board of Trade and resolved to try and ship their goods from their respective warehouses at an earlier hour than customary is proof of that.

If shippers were to try and get their goods out a little earlier there would be less need for the draymen working overtime, and the dray companies would have less need to pay out money for overtime. But these things do not alter the fact that overtime should be paid for.



## REFORM THE TORONTO EXHIBITION.

A DEPUTATION from Toronto waited upon the Dominion Government a few days ago to urge financial aid for the Dominion Exhibition, which it is proposed to hold in the "Queen City" next year. The deputation was probably as strong and representative as any which has ever been sent from Toronto to wait upon the Federal Government at Ottawa.

It was suggested by Manager Hill, of the Industrial Exhibition, that the sum of \$100,000 should be granted, the whole of which sum would be devoted to bringing exhibits from distant Provinces, to prizes, to advertising, etc.

The petition is well worth the serious consideration of the Federal authorities. And it is to be hoped, whatever the sum granted by the Government may be, that the Industrial Exhibition Board will see that the exhibition of 1901 is of such a character that the authorities at Ottawa will not regret having lent the financial assistance requested.

If there is to be no regret in this particular, there must, however, be a departure from certain objectionable methods which have been growing more pronounced during the last few years, and which, in 1899, reached an objectionableness which threatened to cause a great deal of injury to the Industrial Exhibition.

The object of an exhibition like that which is held annually in Toronto is, if it is anything, to give the people of this and other countries who visit it an ocular demonstration of the agricultural and the manufacturing development of Canada.

But is that what has been the tendency of late years? Decidedly not. The tendency has been to make the Fair a circus, where side-shows abounded which were either suggestively immoral or deceiving and fraudulent. We have no objection to the entertainment side of an exhibition, but what we do object to is the overdoing of it, and to the allowing within the grounds of fake shows such as properly belong to Coney Island.

As far as the manufacturers of this country are concerned, nearly everyone knows how they have been treated.

Had they been breeders of disease instead

of prosperity, they could scarcely have been treated worse. And many of the manufacturers have resented by refraining from exhibiting. The so-called manufacturers' building last year was not even a good excuse for the name, as far as the representative character of its exhibits was concerned.

It is to be hoped, after what the Manufacturers' Association has said through its representatives, and what reforms the press have demanded, that the Toronto Exhibition will, ere long, be what it was originally intended it should be.

It is only fair that, if the Toronto Industrial Exhibition is to receive financial aid from the Federal Government, it should prove itself worthy of it.

### CANADA AND THE WEST INDIES.

THE movement for closer trade relations between the United States and certain portions of the British West Indies, which a short time ago seemed to be so near consummation, has received a check, the United States having decided to postpone for a year their part of the ratification.

As a result of the postponement, one of the Islands which was a party to the reciprocal movement finds itself in an awkward position. This is Barbadoes. That Island, strong in the belief that the United States would perform its part of the agreement, altered its tariff in order to accord concessions to goods imported from the latter country.

The people of the Island have now discovered they were too hasty. "Our differential tariff," says a Barbadoes paper, "entails certain sacrifices and deficits without reciprocal advantage. Our legislators will have now to undo their work, and re-adjust the tariff to make the two ends meet."

The Legislature of Trinidad ratified the convention a week ago. But, although the Legislature has ratified the convention, it by no means meets with popular approval, as we are told by a press despatch under date of Kingston, Jamaica, April 21, that the merchants are hostile to reciprocity with the United States, preferring reciprocal relations with Canada.

"Another objection to the immediate

approval of the convention," says a despatch to the New York Journal of Commerce, "is the proposals made by Canada to the Trinidadian delegates."

The proposal made by Canada was, it will be remembered, based on free trade. That proposal was made in January last, when the Trinidadian delegates were in Ottawa. But, after leaving Ottawa, the delegates went to Washington, where they were offered terms which were held by the delegates to be more advantageous to Trinidad than the free trade offer of Canada. At any rate, they so reported to the Trinidad Government.

The draft agreement with the United States provided that the latter country should reduce the duty on cane sugar, fresh fruits (except oranges) and vegetables coming from Trinidad by 12½ per cent. But, in return for this, Trinidad was to admit free 41 articles of United States product. Chief among these were agricultural implements, beans, peas, books, bicycles, canned fish, fruits and vegetables, grain, hay, lamps, machinery of all kinds, boilers, meats, poultry and wire fencing.

Then, in addition to the 41 articles to be admitted free, Trinidad covenanted to accord the advantages of a minimum tariff to a number of articles, included in which were, flour, biscuits, cheese, lumber, cigarettes, cottonseed oil, lard and its compounds. The benefits of this minimum tariff were, however, also to be extended to British and Canadian products.

It is the opinion that the United States, in deferring ratification of the several treaties with the British West Indies, while ratifying its convention with France, means its indefinite postponement.

### LOWER PRICES ON GALVANIZED PIPE.

HARDWARE AND METAL, in a recent issue announced that some cutting in prices was being done by Toronto jobbers in galvanized iron pipe.

This cutting has now resulted in an actual decline in prices, our quotations this week being 15 to 20 per cent. lower than they were before.

Prices per 100 feet are now as follows: Half-inch, \$5.30; ¾-inch, \$6.35; 1-inch, \$9; 1¼-inch, \$12.45; 1½-inch, \$13.75; 2-inch, \$19.90.



## THE WIRE TRUST'S ECCENTRICITIES.

NOT for many a long year has any one concern attracted so much attention in both the financial and the commercial world as has The American Steel and Wire Company during the past ten days.

The stock market has been agitated by its eccentricities, and the business world has had its confidence in the future of trade very much shaken.

It is, no doubt, perfectly true that the company has produced more fencing wire and wire nails than it has been able to sell, but it is, no doubt, equally true that a deliberately planned stock-jobbing scheme on the part of responsible officers of the company had more to do with the extraordinary turn in the affairs of the company than any other influence.

To anyone who has carefully examined the conditions, it seems to us no other conclusion can be arrived at than that the company, or at least some of its principal officers, magnified the molehill, which a lull in business had created, into a towering mountain for no other purpose than to manipulate the stock market.

First, within the present month, Mr. John W. Gates, the chairman of the board of directors, gave out a most roseate statement in regard to business. Then followed the surprising statement that 12 mills were to be closed down on account of overproduction, while a week ago came the astounding and never-before-experienced drop of \$18 per ton in annealed fence wire, of \$20 per ton in galvanized fence wire, of \$20 per ton in barbed wire and of \$1 per keg in wire nails. This made the new prices as follows: Wire nails, to jobbers in carlots, \$2.20; to retailers in carlots, \$2.35; to retailers in less than carlots, \$2.45; galvanized barbed wire, in carlots to jobbers, \$2.80 per 100 lb.; barbed wire, in small lots, \$3.05; smooth wire, in carlots, \$2.15 to jobbers and \$2.30 to retailers.

These reductions applied only to the United States market, for the figures which were early this week quoted to importers in Canada showed a reduction of scarcely \$9 per ton on wire. But the prices quoted to the trade in Canada were never as high as those quoted to the trade in the United States. As HARDWARE AND METAL has

pointed out before, this is because the product of The American Steel and Wire Co. has, in this country, to meet the competition of the European factories. Wire nails the company does not quote for this market.

Another surprise came on Thursday about noon, when importers in Canada were notified by the company of the withdrawal of all quotations. The advice also stated that the factory point for shipment to Canada would hereafter be Pittsburgh instead of Cleveland.

The manufacturing and wholesale trades in Canada were naturally disconcerted for the time being by the drop and the subsequent withdrawal of prices. The Toronto and Hamilton jobbers held a meeting in the former city late on Thursday afternoon. Montreal jobbers also met the same day. And both concluded that for the present no change should be made in quotations. They could scarcely come to any other conclusion, under the circumstances. To-day (Friday) the manufacturers are meeting in Montreal to consider the situation.

A peculiar thing about the situation, which we have not yet noted, is that a short time ago The American Steel and Wire Co. bought 75,000 tons of billets at \$30 a ton at makers' works. Commenting upon this, The New York Journal of Commerce says: "Granting that billets cost them \$31 at their own works, it will cost \$6 per ton to put them into rods, and at least \$5 a ton to put the rods into wire and wire nails. This means more than \$2 a keg for nails, and only 2c. per lb. for plain or galvanized wire."

This is certainly another link in the evidence pointing to manipulation for stock-jobbing purposes.

The experience which the financial and commercial world has just had with The American Steel and Wire Co. will not tend to lessen the unpopularity of such concerns. On the contrary, it cannot but tend to increase it.

By this time, those who are responsible for gyrations of the company must have about come to the conclusion that their action was most ill-advised, for they have brought down upon themselves the wrath of the financial as well as that of the commercial fraternity.

While the top of the iron and steel market has been much agitated by the stirring-up which the action of The American Steel and Wire Co. has given it, it can scarcely be said to have touched its bottom.

And one proof of this is that the sensational developments have failed to stampede the iron market.

### THE HULL-OTTAWA FIRE.

THE loss of fifteen million dollars in money, the destruction of nearly two thousand buildings, the rendering of twelve thousand people homeless, and the loss of several lives by fire in the capital city of Ottawa and its suburb, Hull, is a catastrophe which makes the heart of the Canadian public almost stop beating with horror.

The fire is the most disastrous in the history of the Dominion, and will go down in history as one of the world's great conflagrations.

It was a little thing, a woman lighting a fire in a stove to prepare her husband's dinner, that started the conflagration, and in a few minutes the sparks from the burning chimney, carried by a gale of wind, had ignited several dwellings, and those in turn ignited the big factories and acres of lumber piles which abound in Hull and Ottawa on the banks of the Ottawa river.

The principal losers are: The Booth Lumber Co., \$3,000,000; The E. B. Eddy Co., \$3,000,000; McKay Milling Co., \$500,000; Hull Lumber Co., \$700,000; Electric Light Co., \$250,000; Dominion Carbide Works, \$150,000.

The sympathy in Great Britain has also been incited, for the morning papers in Canada which contained a report of the fire printed an extract from an editorial in The London Times calling upon the people of the British Isles to contribute of their means to the funds for the victims of the Ottawa fire.

### A LAMP CHIMNEY ASSOCIATION.

Still another group of Canadian manufacturers has formed itself into an association. It is the makers of lamp chimnies. The result is the issuing of new and higher prices.

No. 0 is now quoted at 39c. per doz.; "A" at 40c. per doz., and "B" at 58c. per doz.

The terms are: Lots of 100 cases, one shipment, 20 per cent. off; lots of 25 cases, one shipment, 10 per cent. off; lots of less than 25 cases, net list.

Cases will be charged for at the following net figures: No. 0, 25c. each; "A" and "B," 40c. each. No allowance will be made for cases returned.

The discount for cash in 30 days is 3 per cent. from date of shipment.

The association which has just been formed is the outcome of the reckless cutting in prices which has been going on for some time.



## SCOTCH SPORT AND HIGHLAND PROSPERITY.

By Augustus Grimble.

The subjoined article should be read by every business man in Canada. There are few places in Canada that have not, or could not be made to have attractions for tourists. And as business men reap the greater gain from tourist travel, it is obviously in their interest to do all they can to have the advantages of their respective localities brought into prominence. The following article shows what tourist travel is doing for the prosperity of the Scottish Highlands, and we print it in the hope that it may prove an inspiration to business men in Canada who have as yet displayed little or no enthusiasm in regard to tourist travel:

**F**INDING myself in June last near Duncansby Head, and having spare time, I resolved on making a journey around the north coast of Scotland and visiting a country which was new to me. During my trip I stayed at the hotels of Lairg, Overscaig, Altnaharra, Forsinard, Melvich, Bettyhill, Tongue, Durness, Riconich, Scourie, Loch Inver, Inchnadamp, and Altnagalagach. All of them are fairly comfortable, and attention and civility reign supreme. The breakfasts would be nicer if good Wiltshire or Irish bacon were put on the table instead of hard, gristly, uneatable lumps of pig, libellously called ham, which appear daily only to be removed untouched. Likewise, the dinners would be better with a less ambitious menu—plain roast and boiled of the best is all one wants or expects, and the *vol au vent* of a Highland cook quite fails to recall reminiscences of the club chef, or even of the "Cecil" or the "Savoy." However, I did not take up my pen to write about eating, and my readers must pardon the digression. The libel on my old friend Mr. Ham led me to run riot.

From the outset of my trip I began to be impressed with the large sums of money that were brought to these parts by the humble brown trout. Each of the above mentioned hotels have lochs more or less large and numerous lying within a few miles of them, on which they have the right of fishing. The hotels of Lairg—Altnaharra, Forsinard, Melvich, Riconich, Loch Inver, and Inchnadamp—have also salmon fishings; all, however, were crowded to the attics with anglers, and on the average each of these hotels lodged at the very least 10 anglers a day from the middle of May to the middle of September.

At the lowest estimate it will cost each one 16s. a day for his hotel bill. There will be a further charge of 3s. 6d. a day for the gillie, and 1s. 9d. more for the man's lunch. The wage is right, the lunch charge too high. To this there is also usually a further item of 3s. a day as a share of the hire of the machine conveying anglers to and from the nearest points of the various lochs; and so we come to a minimum expenditure of 25s. a day for each trout-

fisher. I have dealt with anglers only; but it may be mentioned that many of them bring their wives and families, and thus add considerably to the takings of the hotels. The 13 hotels, each with its 10 anglers at 25s. a day, will show a daily return of £162, 10s.; and as this lasts for fully 100 days, there is a sum of no less than £16,250 spent in the county of Sutherland alone solely for the privilege of catching brown trout, which at the best average three to the pound. And when it is a matter of a basket of trout, hotel weighing is always flattering.

In addition to these trout-fishing centres, there are also hotels at Inveran, Brora, and Helmsdale much affected by salmon-anglers. Now, it is quite easy to count up 65 other hotels in Scotland which are chiefly maintained by the army of trouters, who farther south are in evidence in even larger numbers than in Sutherland, for the hotels of the south are not only more accessible, but are also capable of putting up many more. In order, however, to be well within the mark, we will take it that each 13 of these 65 hotels give the same return as that made by the 13 of Sutherland, and then we have a further sum of £81,250, and a grand total of £97,500. To this must be added the moneys spent at the many smaller inns which only put up a few anglers, and thus we arrive at a sum of quite £120,000 disbursed each year in the hotels of the Highlands, not by tourists, but by anglers who would not come at all if there was no angling. A large proportion of the earnings of each hotel is distributed in its immediate neighborhood in the shape of servants' wages, in the purchase of horse-keep, provisions, farm and dairy produce etc.

It is, therefore, clear that without the presence of the humble brown trout the Highland hotels and the Highland population would fare but poorly during the months of June, July and August. To maintain and even increase this prosperity should be the object of both hotel owners and hotel renters; and to that end it is absolutely essential that the trouting should not be allowed to deteriorate. The incessant and skilful fishing carried on during each trouting season must eventually reduce their numbers and ultimately result in a falling off of quantity and quality unless artificial means are used to make good the over-fishing of each season. Already the *ferox* has become well-nigh extinct were it once was plentiful. The weights have dwindled down to small specimens of from 3 to 6 lb., and it is rare now to hear of them as weighing from 10 to 30 lb. The old stagers have been caught;

the younger ones will never have time given them to grow big; and, unless the proprietors of lochs holding *ferox* close them periodically, in 10 years hence the *ferox* will be as rare in the Sutherland lochs as the osprey.

I remember in the spring of 1858 staying at Ederline, at the south end of Loch Awe. At that period my friend and I were the only fishers out of the few that then fished the loch who devoted whole days to trolling for *ferox*—more often than not with no result; although during my visit my host was rewarded by one of 29½ lb. and I with another of 12 lb. In those times it was quite a matter of course for two rods in a few hours on a favorable day to take into their boat from five to eight dozen herring-sized trout. But now, alas! two rods do not make a score like that once in a season, over-fishing, pike and steamboats having all contributed to make this splendid loch comparatively poor. I am not able to say if *ferox* are bred at any of the hatcheries. I think not, and beg to throw out the suggestion that the breeding establishments would be doing a good stroke of business for themselves, and, at the same time, be keeping the race of *ferox* in existence, if they turned their attention that way. Some of the hotelkeepers—the earliest of them, I think, was Mr. Morrison of the Melvich Hotel—have already been wise enough to resort to artificial stocking, and by the introduction of Lochleven trout, purchased from Howietoun or other large breeding establishments, are doing their best to make the supply meet the demand. The greater number are, however, content to make hay while the sun shines, and leave matters to take their chance; in their own interests the owners of the hotels ought to bind the hotelkeepers to place a certain amount of fresh stock in the lochs each season. It would be a good plan if the owners or renters of hotels not very far apart combined together and started a hatchery among themselves, for up to certain distances the fry are easily transported from place to place. At other hotels so numerous are the lochs over which they have fishing rights (one landlord told me he had upwards of 80!) that a

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certain number might be closed every year and fished only in alternate seasons, or even in every third one.

To form an approximate estimate of the sums disbursed by the renters of salmon fishings is a more difficult matter; but, leaving out the money paid for salmon fishing included in a shooting-rent, the money paid for salmon fishing, together with the incidental expenses incurred, may be put down at another £80,000, not one penny of which would Scotland see if there were no salmon fishing. I have arrived at this sum in a roundabout sort of way, but believe it is under the mark. Thus, when I first began to fish on my own account in the early sixties, I could rent a month on a fairly good stretch of water for from £40 to £60, the services of a gillie being usually included in the rent. For that outlay I used to average as nearly as possible a fish for every sovereign; my worst month, which cost £45, was 16 fish; my best 88, for £35, and both of them were on the Dee. About 1867 the rents began to rise and fish were costing me quite £2 10s. each, which speedily went to £5 a head; until, from 1870 up to the present, angling rents have increased by leaps and bounds, forcing me to retire—for as anglers became more plentiful good angling became scarcer; and nowadays it may be reckoned that fish cost the catcher quite £10 each.

To revert to Sutherland, in which county there are the Borgie, Brora, Dionard, Halladale, Helmsdale, Hope, Inchard, Inver, Kirkaig, Laxford, Naver and Shin—12 good rivers in all, the whole of which, with the exception of the Shin, are owned from source to mouth by the Duke of Sutherland, who, inasmuch as he also possesses all the coast netting-rights, is doubly monarch of all he surveys.

Let us look at the rentals of these rivers in the order in which they are printed. The angling rent of the Borgie is included in the rental of the shootings, but may fairly be valued at £100.

The Brora angling is also let with the shootings of Gordon Bush and Balnakoil; and if both tenants cared to let the spring fishing from February 11 to the end of May they would get upwards of £600 for it.

The Dionard is a late river, in which clean fish are seldom seen until after the first flood at the end of June. There are the Durness and Gualen beats; and if both were let from July 1 to September 30, they would bring in from £150 to £200.

The Halladale, which opens on January 11, is totally dependent on rain. It is divided into six beats, one to each of the hotels at Gorsinard and Melvich, one to Mr. Pilkington, of Sandside, one to the tenant of the Bighouse shootings, and two go to

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Mr. Fox, who has had the Forsinard shootings for many years. The beats are fished in rotation, No. 6 being nearest the sea; the two upper ones are not of much account, and the probable value of the angling is about £200.

The Helmsdale is let with the six shooting-lodges on its banks. It is one of the best and earliest of the Scotch rivers; it opens on January 11, and if a rod is let for the early fishing, from £80 to £100 is usually paid from the opening to the end of February, which, according to the weather, is either very cheap or very dear—more often than not it is the latter; but if by chance the weather is mild and open, then very fine sport is nearly a certainty. If a rod is let later, then up till the end of May from £100 to £120 a month is asked and readily paid. Therefore, if all the six tenants choose to let their angling, they would get for division between them about £2,300.

The angling of the Hope goes with the shooting of the same place. It is a late river, not worth a cast till July. From Loch Hope to the sea there are seven good pools, which go with Hope Lodge, which also has a boat on the loch along with two other adjacent shootings, which have the fishing in the upper river running through Strathmore. The whole of the angling may be put down as worth £150.

The Inchard is a July stream, hardly worth calling a salmon river, for the mile of its course is just one swift rocky run of foaming water. Loch Garbet-Beg, out of which it flows, holds a good many sea trout, with some salmon and grilse, all of which rise to the fly. The angling of this loch may be put down as worth £80 a year.

The angling of the Inver, Kirkaig and Laxford can be lumped together at about £400. The Shin produces about £650 a year, and the Naver £600.

These figures give us £5,200 spent on angling rentals in the county of Sutherland.

In a like manner I have estimated the value of the anglings in all the other Scotch counties; but it would be wearisome to give them in detail. Suffice it to say their total comes to £75,000. Therefore, on the showing of these figures, which I have been particular to keep under rather than over the mark, salmon and trout fishing brings a yearly sum of £200,000 into Scotland, finds work for at least 2,000 keepers and gillies, and maintains 100 hotels, with all their servants, etc. Were it not for the salmon and the trout the gillies would be idle, and not one penny of this large sum would find its way over the Border.

There would, of course, always be the usual amount of tourist traffic in the summer, of people who come north merely in search



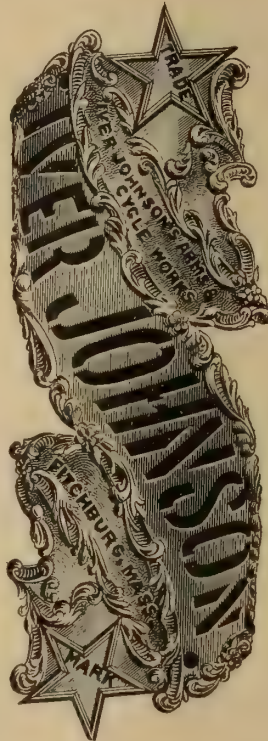
of pretty scenery, bracing air and change; and though their united disbursements must represent a large sum, yet without the fishers and the shooters the Highlands would be in a sorry plight. I am at a loss to understand how it is that hotelkeepers, tacklemakers, and gillies, and all those who are benefited by supplying the wants of the anglers, do not take a greater interest in the threatened extirpation of the salmon and the sea trout; for if these fish became so nearly extinct as to make the pleasure of fishing for them a mockery and a farce, then good-bye to the anglers and their money.

As to the sums spent on shootings, so large is the total that it is a difficult matter to arrive even at an approximate estimate. In Perthshire alone there are 465 shootings, of which about four-fifths are let to tenants, and bring in about £150,000 a year—or an average of £400 a year, which seems about a fair estimate, if it be borne in mind that this is an expensive county, and that 50 of its best shootings fetch £35,000, or an average of £700 a year! In the whole of Scotland there are about 4,000 shootings; and as each of them must at least employ one keeper and one gillie during the shooting season, some estimate may be formed of the money expended in wages and the number of people employed. In the deer forests and on the larger shootings there will often be from four to six men permanently engaged, and from six to eight others working for the shooting season only. In a well known forest, where I once spent many pleasant days, there were three foresters, three gillies, and three pony-men out each day; on the grouse-ground there were three keepers with three underkeepers, a kennel-man, and two carriers going to and from the nearest railway station—a total of 18 men and 5 horses; not to mention the ponies kept for riding into the forest and those kept to carry grouse-panniers. On this property three rifles could stalk each day, while three other parties of two each could shoot grouse, or the six could combine for driving.

There are plenty of other places in the north worked on nearly identical lines, and the mention of this class of shooting brings one naturally to the subject of the enormous rents now paid. Those who 40 years ago were accustomed to kill 8 or 10 stags, 300 to 400 brace of grouse, and 100 salmon, all for from £250 to £350 a year, never cease grumbling at the excessive rise in values and the rapacity of the proprietors. As an instance of this appreciation, I well remember that in 1857 a friend rented the Loch Inver and Inchnadamph shootings, together with a daily beat on the Inver, for £250 a year; this included the use of two bedrooms and a sitting-room at Loch Inver hotel, and the same at Inchnadamph, for in those

days there was no house on the ground. It was to this little paradise that my premier trip to Scotland was made, and there I killed my first stag, grouse and salmon. We used to get from 6 to 10 stags, 300 to 400

brace of grouse, a certain amount of ptarmigan, black-game, duck and snipe, with about 100 salmon. The same shooting at present brings in a good deal over £1,000 a year, though I doubt if the grouse shooting



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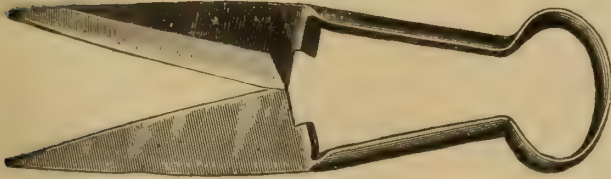
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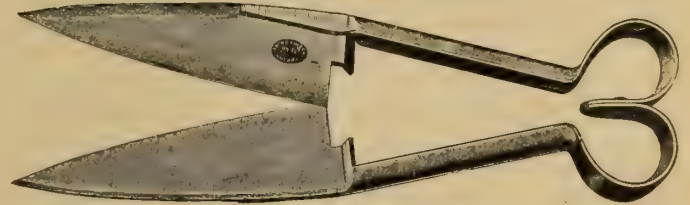
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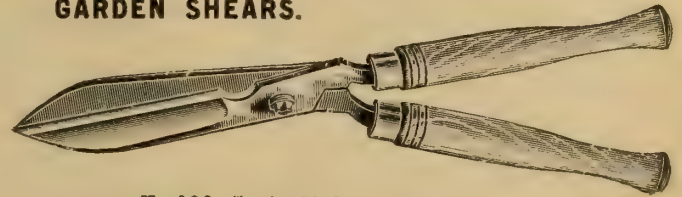


No. K22—6-in. blades, polished.



No. 4—5-in. blades, polished, trowel handles.

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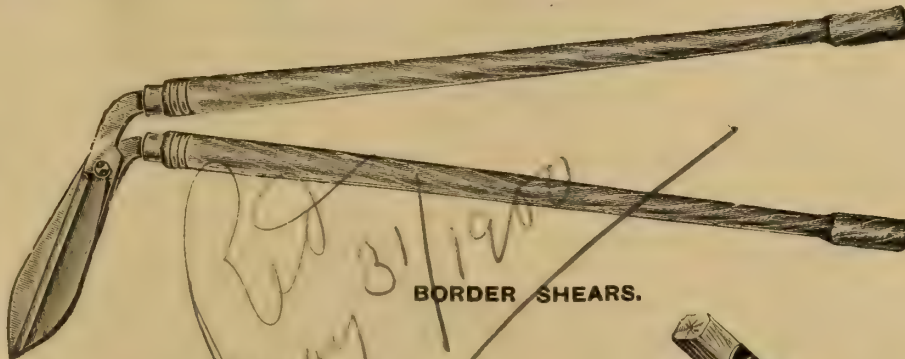


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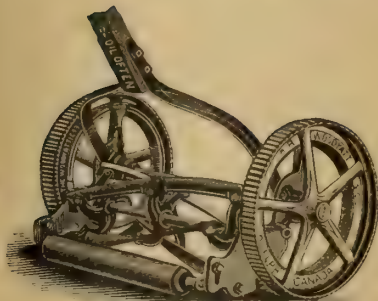
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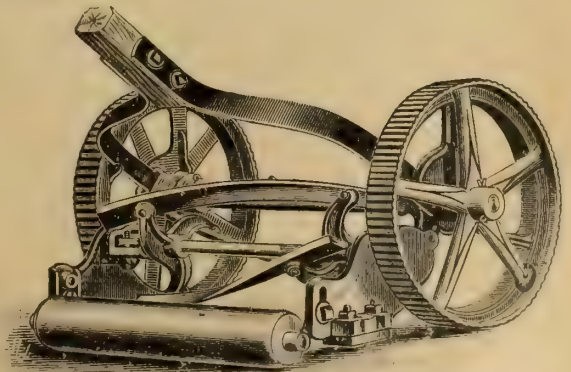
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SEND US  
YOUR ORDERS.



is better than ours was. The fishing is certainly very, very much worse, and the difference is that a good house has been built and a large tract of hill cleared of sheep, so that more deer are killed; also, the place is easier of access, for in our day the railway had not got as far as Lairg, and stopped at either Invergordon or Tain—I cannot remember which; but it was from one or the other that we had to post. All the grumbling in the world will not make rents any less. It is true that the much-to-be-pitied old-fashioned sportsman is now asked to pay £1 where years ago he paid 5s. Then later on how he “kicked” when it came to 10s. But £1—an increase of 75 per cent. on the original rent!—oh dear, no! He would rather strike than submit, so sadly he takes his departure from the lodge, the while grumbling furiously, and chiding the owner with his greed. Nevertheless, in the lapse of a few weeks someone will have taken the place at the rent asked. Unfortunately for the sportsman with moderate means, rich men appear to become more plentiful each season. It is a case of supply and demand, and cannot be helped.

With regard to the renting of shootings, it seems almost laughable and unnecessary to caution any one against being too easily led away by the wording of an advertisement or the ipse dixit of a shooting agent without duly verifying the same. But, in spite of all the warnings that have been published, the man who wants a thing hotly will be apt to forget that every advertisement is framed to make the very best of the place it describes, and that every agent will be likely to do the same with regard to any place put into his hands. Therefore, after the intending lessee has satisfied himself that the sport is likely to be all right, he should take special care to make sure that the “thoroughly well-furnished mansion or lodge” is a fact and not a myth. On this point much trouble and unpleasantness has frequently arisen. What can be more annoying for a host who has paid a big rent to take a party to a shooting house on August 10, perhaps 15 miles from anywhere, and to find it short of beds and bedding, arm-chairs and sofas, curtains, crockery, glass, pots and pans, etc.? For these sort of troubles the estate factor is to blame more often than the London shooting agent, who can but take the description as furnished to him, and who cannot be expected to go to the expense of verifying it. Thus the agent is often innocently led into making “misrepresentations,” as they are mildly called. The would-be renter’s best plan is to go and see for himself, or to send someone who will ascertain for him the true state of affairs. There is not, I think, so much

misrepresentation about shootings as existed formerly. Several actions at law for recovery of rent have ended in the victory of the plaintiff, a result which has done wonders for the interests of future shooting lessees. In spite of all drawbacks and paltry bothers, money paid for a shooting is money well spent. The class of men who pay each year clearly shows which way the wind blows. I take up my Watson-Lyall—that capital shilling’s worth—and open it at random at “The Shootings and Salmon-fishings of Scotland.” In the first 50 over which I run my eye are the names of well-known bankers, brewers and brokers; of dukes and distillers; of Jews, judges and jam-makers, picture-dealers and pickle-makers, soldiers and sailors, M.P.s and merchants, newspaper owners, lawyers, etc. Depend on it, all these gentlemen, representatives of the brains and the wealth of the country, would not be silly enough to spend large sums in rents purely because it is the fashion to have a Highland shooting. No! There is something more in it than that. There is the relief from working at high pressure. There is the inducement to take exercise—and hard exercise, too—in the finest air in the world. There is the sensation of hardening muscles, clearer eyesight, and daily increasing health and vigor. There is the delight of lovely scenery, the scent and the color of the heather, the sight of distant lochs and the sound of rippling burns; and every footstep of a day at the grouse offers some gratification to our best senses, while the philosopher-sportsman may even train himself to really laugh at his misses.

The bulk of the shooting-renters are men who work hard and make money freely. The same may be said of the salmon-fishers; but the bulk of the trouters are men who work hard but do not make money in such large sums. I have shown how in their case “every mickle makes a muckle,” and that they spend £120,000 a year on trout-ing; that the salmon-fishers spend £80,000 a year on rent alone; and now to come to some estimate of the yearly sum disbursed by the shooters. It would be well within bounds if we estimate that every Scotch shooting is let at an average rent of £250 a year. There are 4,000 of them; and, supposing that three-quarters are let, we arrive at a sum of £750,000 paid for rent only, and which does not include the wage-bill or any of the hundred and one sundries that are necessary. If we add these results together we arrive at a total of £995,000 annually spent in sport in the Highlands; and I believe it would be quite safe to add another £100,000 to this and yet be within the mark.

I was on one occasion the guest of an

intimate and rich friend whose shooting expenditure was very large; and, as he first mentioned the subject to me in the course of conversation, I dropped some remark which he construed into a censure of his big rent; whereupon he turned on me, exclaiming: “Worth the money? Why, of course it is—and no one knows it better than yourself. Why, rather than miss it, I would pay the whole thing twice over.” And, in the belief that that man was right, so, if he could only afford it, would also do.

#### RELIEF FROM DETAILS.

The fact that a merchant holds the position of head of a business presupposes the possession by him of abilities beyond the ordinary, says a contemporary. The creation and maintenance of a large business is not accomplished by mediocre minds. To achieve success there must be force somewhere. In some men it is found in ability to plan; in others in a personality that forces others to do as the former wish; in a few instances ordinary mental power, coupled with unwearied diligence, have forced a successful result. But this fact is patent, it is brain work, not manual labor, that always counts. The most profitable business is made by successfully utilizing the labor of others. A man’s powers for personal effort are limited; he must depend upon others to help him. His task is to derive a profit from the labor of those he employs. To do this he must have leisure to plan, to watch, to oversee and direct. He must not occupy his time so that he cannot do this. The minute that a business man permits the details of his business to master him he loses the mastery of his business. He ceases to progress.

#### TO IMPROVE THEIR CITY.

Last June, a number of the citizens of Hamilton, Ont., organized the Hamilton City Improvement Society for the purpose of promoting the improvement, cleanliness, and beautifying of that city, and to assist and stimulate the authorities in enforcing the laws relating thereto. R. Tasker Steele, of Lucas, Steele & Bristol, was elected president of the society. That the society is determined to make its influence felt is evident, for, with the opening of spring, it is reaching out to secure the co-operation of Hamilton citizens in the attempt to make the city more attractive. They have issued a small booklet containing the city by-laws relating to the streets and parks, etc.; also useful hints to young people, lists of police stations and the fire alarm boxes.

This society should receive hearty support from every business man and citizen of Hamilton. It would be a good thing if every municipality in Canada boasted an organization with aims similar to this one.



# A HIGH STANDARD FOR HORSE NAILS:

We have been manufacturing one single article—horse nails—since the year 1865, a period of 35 years, and during that time have always set before ourselves and workpeople that the best, and the best only, should ever be identified with the name of our Company, and the horse nails made and sold by us under our registered trade mark—the letter “C.”

We use the best material that we know is produced in Sweden as our basis—Swedish Charcoal Steel Nail Rods. We use the only natural process for making our “blanks” from these rods, that is the “hot forged” process which thoroughly hammers and consolidates the nail while at a white heat. We have finishing processes which are not to be found elsewhere in Canada. We finally examine every nail singly, and we warrant every box to be perfect.

If you wish to encourage the production of the best horse nails, you must buy them in preference to any other. Low price is not economy in horse nails. Good nails cost a good price to produce, and are sold at a good price. Our “C” brand horse nails have always commanded the best price in Canada, simply because they were the best, and for no other reason.

Your expressed preference in ordering will be in your own interest and be appreciated by us.

Canada Horse Nail  
Company,

MONTREAL.

## HARRINGTON & RICHARDSON ARMS CO.

WORCESTER, MASS., U. S. A.

Makers of

High Grade

# REVOLVERS

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and  
Hardware Stores almost everywhere.



### MANUFACTURERS

Babbitt Metals . . .  
Tinnerns' and Plumbers' Solder  
Ingot Brass, etc.

### IMPORTERS AND DEALERS

Pig Tin, Pig Lead  
Ingot Copper . . .  
Antimony, etc.

## SYRACUSE SMELTING WORKS.

Factories: MONTREAL,  
and SYRACUSE, N.Y.

## The “DAISY” Barrel Churn

### SPECIAL FEATURES FOR SEASON OF 1900.



Angle Steel Stand, with extra patented  
centre brace.  
Patented Double Levers or Bow.  
Wheels on the feet.  
Hardened and Polished Steel Ball-Bearings.  
Patent cover and drip tube.

SIZES—Nos. 0, 1, 2, 3, 4 and 5.

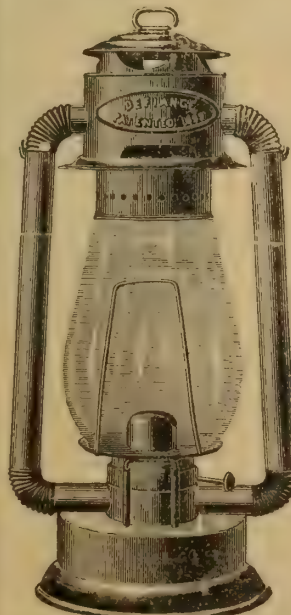
The Barrels are made of the best imported  
White Oak Staves, and will last many years.

Manufactured only by

The WORTMAN & WARD  
MFG. CO., Limited

Head Office:  
LONDON, ONT.

Eastern Branch:  
60 McGill St.,  
MONTREAL



## Defiance Cold Blast Lantern

With Patent Fluted  
Plate, by which the air is  
admitted so as to come in  
contact with the Globe, so  
tending to keep it cool.

SOLD BY LEADING JOBBERS.

Manufactured by

# W. W. CHOWN & CO.,

Belleville, - - - Ontario.



# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

MONTREAL, April 27, 1900.

### HARDWARE.

**T**HE volume of business in hardware has shown material increase this week, the fine, warm weather and the opening of navigation down the river being important factors in producing this result. Values generally show no change, for up to this writing the slump in wire material in the United States has not been reflected in Canada, though whether it will not, in the near future, is another matter. Considerable quantities of wire and wire nails have been moved down the river during the week, and large quantities of cut nails are moving also. Screws, bolts and rivets also maintain a noticeable degree of activity, and the same is to report in cordage and harvesting and gardening implements of all sorts. Cutlery and sporting goods are by no means neglected.

**BARBED WIRE**—There has been no change in prices, and a fair movement is noted. We quote the base price at \$3 72½.

**SMOOTH WIRE**—A good demand is noted

for oiled and annealed wire, and prices are unchanged at \$3.45 per 100 lb. base.

**GALVANIZED WIRE**—There is nothing special to report in this line, trade being rather quiet. We quote: Nos. 6, 7 and 8 gauge, \$4.37½; No. 9, \$3.47½; No. 10, \$4.52½; No. 11, \$4.57½; No. 12, \$3.62½; No. 13, \$3.72½; No. 14, \$5.12½; No. 15, \$5.42½; and No. 16, \$5.62½.

**FINE STEEL WIRE**—In moderate request, with discounts at 12½ per cent.

**BRASS AND COPPER WIRE**—As last noted. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

**FENCE STAPLES**—There is a fair demand, with prices unchanged at \$3.75 for bright and \$4.35 for galvanized.

**WIRE NAILS**—Orders are still coming in, and the movement on account of old business is quite large. Prices are: \$3.45 for jobbing and \$3.35 for carlots.

**CUT NAILS**—There has been an active trade in these, and prices are steady at \$2 85 for small and \$2.75 for carlots.

**HORSE NAILS**—A quiet trade is noted at

50 per cent. discount on Standard and 50 and 10 on Acadian.

**HORSESHOES**—There is only a moderate movement in these. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow shoes, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; X L steel shoes all sizes, 1 to 5, No. 2 and larger, \$4.20; No. 1 and smaller, \$4.45; feather-weight, all sizes, \$5.45; toe weight steel shoes, all sizes, \$6.55 f.o.b. Montreal.

**SCREWS**—Trade continues active in these. Discounts are: Flat bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

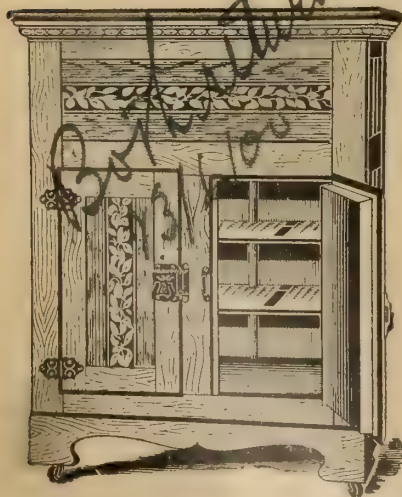
**BOLTS, ETC.**—There is a brisk trade in these. Discounts are: Tire bolts, 60 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.;

## WE RECOMMEND

THE . . .

## Model Refrigerator.

MADE IN SIX SIZES.



**For Cleanliness,  
Coldness and  
Sweetness.**

It embodies all the best features necessary for the most perfect results, viz:

**Removable Sectional Ice Box.**

**CERITE LINING**, a non-heat conductor.

**BEST ARRANGED ZINC LININGS.**

**No Glued Joints to Loosen with Dampness.**

**Solid Bronze Locks and Handles. Golden Oak Finish.**

## Japanned Ice Box.

3 SIZES.



Made of **HEAVY GALVANIZED SHEETIRON**, with double walls.

**Large Provision Chamber** and suitable Ice Compartment.

**NICKEL-PLATED LEVER TAP** for drawing water off ice.

**SECTIONAL SHELVES** allow of larger articles being placed in box.

**Moderate in Price. Unequalled in Utility.**  
**Just the thing for Small Families or Campers.**

# THE McCLARY MFG. CO.

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER

Our Large Resources allow us to **GUARANTEE PROMPT SHIPMENT.**



## American Sheet Steel Company

Manufacturers of Black  
and Galvanized Sheets  
Battery Park Building  
New York

## Drain Pipes Portland Cements Fire Bricks

Contractors' and  
Founders' Supplies.

## F. HYDE & CO.

31 Wellington street, MONTREAL

## English Castor Oil

GUARANTEED PURE.

Pharmaceutical, Tasteless, Cold Drawn  
First Pressure  
Second Pressure

In cases of 2 tins and in barrels. Stocked  
by all Hardware, Oil and Color men.

The Hull Oil Manufacturing Co.  
LIMITED

B. & S.H. THOMPSON & CO.

Agents for Canada - MONTREAL

**PORTLAND CEMENTS  
FIREBRICKS  
FIRECLAY  
LIVERPOOL SALT  
LAND PLASTER  
PLASTER OF PARIS  
WHITING**

Straight or mixed cars.

**J. WATTERSON & CO.**  
MONTREAL.

bolt ends, 52½ per cent.; nuts, square, 3¼c. per lb. off; nuts, hexagon, 4c. off; tire bolts, 60 per cent.; stove bolts, 60 and 10; plough bolts, 50 per cent.

**RIVETS ETC.**—There is a satisfactory trade in these. Discounts are as follows: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 45 per cent. off; swedes iron burrs, 40 per cent. off; copper rivets, 35 per cent.; coppered iron rivets and burrs, in 5-lb. carton boxes, 45 per cent. off.

**CORDAGE**—An active movement is noted in all kinds of rope. We quote: Manila, 16c.; sisal, 11¼c., and lath yarn 10¼c. base.

**HARVEST TOOLS**—There are good quantities of these goods moving. The same applies to gardening tools such as lawn mowers, etc.

**SPADES AND SHOVELS**—Continue to move out of stock in large quantities. Discounts are unchanged at 40 and 5 per cent.

**CUTLERY**—A good sorting demand is experienced for cutlery.

**SPORTING GOODS**—Meet a fair demand.

**FIREBRICKS**—In fair demand for forward account, at \$16 to \$22 per 1,000 ex wharf.

**CEMENT**—Several large lots have been sold for May delivery, at \$2.45 ex wharf. We quote: German, \$2.35 to \$2.50; English, \$2.20 to \$2.40; Belgian, \$1.75 to \$2.05 per bbl. ex wharf.

### METALS.

Heavy iron and metals are generally firm with a good volume of trade doing in all lines.

**PIG IRON**—There has been a fair business in pig iron and prices are firm on the basis of \$26 to \$27 for No. 1 Scotch to arrive as to quantity.

**BAR IRON**—This material is quite firmly held with a good movement in progress at \$2.40 to \$2.45 as to quantity.

**BLACK SHEETS**—More inquiry is noted for these. We quote: 8 to 15, \$3.10; 18 to 20, \$2.90; 22 and 24, \$2.95; 26, \$3.10, and 28, \$3.15.

**GALVANIZED IRON**—An active business has been transacted in the staple gauges. We quote: No. 28 Queen's Head, \$4.75 to \$5.00, and No. 26, \$4.50 to \$4.75; Comet, No. 28, \$4.45 to \$4.70, and No. 26, \$4.15 to \$4.45.

**INGOT COPPER**—Stocks here are not heavy, and prices are steadily held at 18c.

**INGOT TIN**—A fair demand is noted for forward shipment, and prices are held steady at 35 to 36c.

**LEAD**—There is no change in this metal, which has been well inquired for this week. We quote \$4.60 to \$4.70.

**LEAD PIPE**—The demand for pipe is well maintained. We quote: 7c. for ordinary

## STEEL

Bars, Plates,  
Sheets, Beams,  
Angles, Channels,  
FOR IMPORT.

We solicit your specifications.

**A. C. LESLIE & CO.**  
MONTREAL



IRON AND  
BRASS

## Pumps

Force, Lift and Cistern  
Hand and Power.

For all duties. We can  
supply your wants with  
—quality the best and  
prices right. Catalogues  
and full information for a  
request.

**THE R. McDOUGALL CO., Limited**  
Manufacturers, Galt, Canada.

## ADAM HOPE & CO.

30 JOHN STREET N.

Hamilton, Ont.

Offer from Store,  
Montreal, Toronto and Hamilton:

**PIG TIN, "Straits"  
INGOT COPPER  
PIG LEAD  
ZINC SPELTER  
ANTIMONY**

WRITE FOR QUOTATIONS.

## NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

## Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel



NOW that the season for varnishing is near at hand, it is good policy to have on hand a stock of varnish you have confidence in and can safely recommend.

## ELASTILITE VARNISH

*Will Fill This Want  
to Perfection.*

You can recommend it for either interior or exterior use and rest perfectly assured that it will give complete satisfaction.



Manufactured only by

**The Imperial Varnish and Color Co., Limited**  
TORONTO, ONTARIO, CANADA.

# We are Offering

Window Glass, Paints, Oils, Cordage, Builders' Hardware, Wire, Wire Nails, Lawn Mowers, Harvest Tools, Spades and Shovels at closest prices.

OUR MOTTO:

PROMPT SHIPMENT, RIGHT PRICES.

**JOHN BOWMAN**  
**HARDWARE & COAL CO.,**  
....London, Ont.

and 7½c. for composition waste, with 15 per cent. off.

**IRON PIPE**—There is a fair inquiry. We quote: ¼, \$3.10; ⅜, \$3.10; ½, \$3.40; ¾, \$3.85; 1, \$5.50; 1¼, \$7.50; 1½, \$9.10, and 2-in., \$12.25.

**TIN PLATES**—In fair demand and steady, at \$4.50 for coke, and \$4.75 for charcoal.

**CANADA PLATE**—Fairly active. We quote: 52's, \$3.25; 60's, \$3.35; 75's, \$3.45; full polished, \$3.50, and galvanized, \$4.85.

**TERNE PLATE**—Unchanged at \$8 75.

**SWEDISH IRON**—Firmly held at \$4.25.

**COIL CHAIN**—As last noted. We quote: No. 6, 12½c.; No. 5, 11c.; No. 4, 10½c.; No. 3, 10c.; ¼-inch, 8½c.; 5-16, \$6.00; ¾, \$5.40; 7-16, \$5.15; ½, \$5.00; 9-16, \$4.85; ⅝, \$4.80; ¾, \$4.75; ⅞, \$4.75, and 1 inch, \$4.75.

**SHEET ZINC**—In fair request and firm at 7 to 7½c.

**ANTIMONY**—Continues quiet, at 10½c.

**SPELTER**—Remains unaltered.

### PAINTS AND OILS.

The fine, warm weather has led to a sensible increase in the volume of business in this branch of trade, and the opening of navigation in the river below here has also contributed to materially increase the movement. In fact, both makers and jobbers have had a busy week of it all around.

There has been another acute break of 5c. in turpentine, while linseed oil, on the other hand, has advanced 2c. No other changes in prices are noted. We quote:

**WHITE LEAD**—Best brands, Government standard, \$6.75; No. 1, \$6.37½; No. 2, \$6; No. 3, \$5.62½, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

**DRY WHITE LEAD**—\$5.75 in casks; kegs, \$6.

**RED LEAD**—Firm; casks, \$5.10; in kegs, \$5.35.

**WHITE ZINC PAINT**—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

**PUTTY**—We quote: Bulk, \$1.75; bladders, in bbls., \$1.90; bladders, in cases, \$2.05; in tins, \$2.15 to \$2.40.

**LINSEED OIL**—Raw, 73c.; boiled, 76c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

**TURPENTINE**—Single barrels, 77c.; two to four barrels, 76c.; five barrels and over, open terms, the same terms as linseed oil.

**MIXED PAINTS**—Firm; \$1.20 to \$1.40 per gallon.

**CASTOR OIL**—Firm; 7½ to 8c. in whole-sale lots, and ¼c. additional for small lots.

**SEAL OIL**—45 to 47½c.

**COD OIL**—32½ to 35c.

**PARIS GREEN**—Firmly held at the rise: 1-lb. packets, 19½c., and drums, 18½c.

**NAVAL STORES**—Fair demand for all lines, and prices show no change: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

### GLASS.

There has been a good movement in window glass. We quote: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

### HIDES.

Steady. We quote as follows: Beef hides, 9, 8 and 7c. per lb. Lambskins and clips, 10c. each. Sheepskins, \$1 to \$1.10 each, and calfskins, 9 to 11c. per lb.

### PETROLEUM.

Unchanged. We quote: "Acme," 19c.; "Perfection" and "Silver Star," 17½c.; Canadian refined, 17½c., and Pratt's Astral, 22½c.

### COAL.

As last quoted: Stove, \$6; chestnut, \$6; egg, \$5.75; Scotch grate, \$6.25; Scotch steam, \$4.25 to \$4.75; Tower ports steam, \$3.75 to \$4.

### MONTREAL NOTES.

The break in wire material in the United States has not affected prices here yet.



Turpentine has had another break of 5c., making a slump of 11c. in three weeks.

Linseed oil continues firm, having advanced 2c. per gallon, and is strong at the rise.

Mr. Alex. Glbb, the well-known broker, has removed his office to 15 St. John street.

#### ONTARIO MARKETS.

TORONTO, April 27, 1900.  
HARDWARE.

THE feature of the week has been extraordinary developments in the United States on account of the action of The American Steel and Wire Co. in reducing its prices \$20 per ton on barbed wire and \$1 per keg on wire nails, and, although the reduction which took place early in the week was followed by the withdrawal of all quotations on Thursday for the Canadian market, jobbers in this country were still much bewildered, and they did wisely in holding meetings on Thursday afternoon in Toronto and Montreal, and deciding for the present that no change should take place in quotations, and, as we go to press, the manufacturers are in session in Montreal. As the trade in Canada is pretty well supplied with barbed wire and wire nails, there is, naturally, not much demand at the moment. In seasonable lines, trade is gradually improving. And a feature of the business during the past week has been the large number of letter orders which have been received. A good deal of activity is also to be noticed around the warehouses in getting goods ready for the opening of navigation on the upper lakes. Some boats start on April 30. The strike among the carters of the companies doing work for the railways has caused a good deal of annoyance, but the wholesale trade, by utilizing their own teams and those which they could hire, have managed to get off their goods fairly promptly during the past few days.

**BARBED WIRE**—The action of The American Steel and Wire Co. in reducing prices on barbed wire \$20 per ton early in the week, and then withdrawing quotations on Thursday, put the wholesale trade somewhat at sea, but, at a meeting held on Thursday evening, it was decided to keep prices as before until more definite action on the part of The American Steel and Wire Co. was taken, in the meantime, therefore, we still quote barbed wire from stock at \$3.72½ per 100 lb., and \$4.47½ f.o.b. factory for small lots, and 10c. less for carlots. It should be stated that the reduction made by The American Steel and Wire Co. for the Canadian market was only about \$9 per ton.

**GALVANIZED WIRE**—The wholesale trade still quote galvanized wire as before. There is not much business being done, however, as most of the trade have been supplied with orders booked some time ago. We quote: f.o.b. Toronto: Nos. 6, 7, 8 gauge, \$4.40; No. 9, \$3.47½; No. 10, \$4.55; No. 11, \$4.60; No. 12, \$3.62½; No. 13,

## Experienced Builders

... VALUE ...

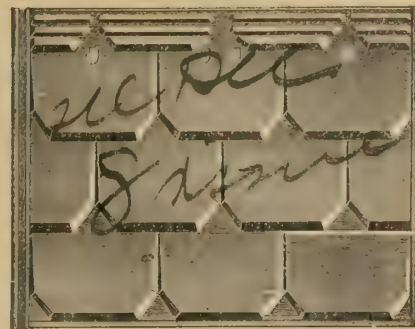
## EASTLAKE SHINGLES

Galvanized or Painted

Because they're easier and quicker applied, last longer, and give better protection than others.

Experienced Dealers are doing a big business in these reliable shingles—they satisfy the requirements of those who want permanent fire and lightning proof protection, that will withstand all weather conditions, and is economically trustworthy.

If you're not handling them, better write us for Price Lists.



METALLIC ROOFING CO., Limited **KING and DUFFERIN STREETS, Toronto.**

\$3.77½; No. 14, \$5.15; No. 15, \$5.45; No. 16, \$5.65.

**SMOOTH STEEL WIRE**—The situation is much the same as before, business being largely confined to filling orders booked some time ago; the trade still quote at the \$3.45 base.

**WIRE NAILS**—As we go to press, trade has somewhat recovered from the shock which the reduction of \$1 per keg by The American Steel and Wire Co. occasioned. The jobbers having decided, on receipt of the information on Thursday last, that all quotations had been withdrawn, decided not to change prices for the present. Of course, The American Steel and Wire Co. do not quote wire nails for the Canadian market, according to an agreement which they have with the Canadian trade. The demand for wire nails is only moderate, and the base price is still \$3.50 per keg for small lots and \$3.40 per keg for carlots, Toronto, Hamilton and London.

**CUT NAILS**—There are a few cut nails going out, but the volume of business is still light. The base price is still \$2.85 per keg, Toronto, Hamilton, London and Belleville.

**HORSESHOES**—Trade in this line is quiet and without feature. We quote f. o. b. Toronto, Hamilton, London and Guelph as follows: No. 2 and larger, light, medium and heavy iron shoes, \$4.05; snow shoes, \$4.30; light steel shoes, \$4.35; featherweight shoes, all sizes, \$5.60. No. 1 and smaller, light, medium and heavy iron shoes, \$4.30 per keg; iron snow shoes, \$4.55; light steel shoes, \$4.60; featherweight steel shoes, all sizes, \$5.60.

**HORSE NAILS**—Trade is still quite. Discount 50 per cent. on standard oval head, and 50 and 10 per cent. on Acadia.

**SCREWS**—Trade keeps up well in this line and prices are unchanged. We quote: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

**BOLTS AND NUTS**—Carriage bolts, plough

bolts, harrow bolts and coach screws are all in good demand, and prices are as before. We quote: Norway bolts, full, square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 62½ per cent.; nuts, square, 3½c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

**RIVETS AND BURRS**—Trade keeps steady in this line. We quote as follows: Carriage section, wagon box, rivets, etc. 45 per cent.; black M rivets, 45 per cent.; iron burrs, 40 per cent.; copper rivets, 35 per cent.; bifurcated, with box, 5-lb. carton boxes, 30c. per lb.

**CHURNS**—Although the volume of business is not as large as it was in this line, there are still a good many going out. Discount 58 per cent. on revolving churns from factory and 56 per cent. from stock in Montreal.

**OIL AND GAS STOVES**—An active business is still being done in gas stoves and a light one in oil stoves.

**ENAMELED WARE**—There is still a fair quantity of enameled ware moving out, and trade in general in this line is reported to be good.

**TINWARE**—A very good business has been done during the past month in tinware, and business is still keeping up well, particularly in such lines as milk cans, creamery pails, etc.

**ROPE**—A large trade is being done this week in rope on account of the opening of navigation within the next few days.

**LAMP CHIMNEYS**—An association having been formed by the makers in Canada, a new list of prices has been issued. No. 0 is quoted at 39c. per doz., A at 40c. per doz., and B at 58c. per doz.; lots of 100 cases in one shipment, 20 per cent. off the list; lots of 25 cases in one shipment, 10



per cent. off; lots of less than 25 cases, net list. Cases will be charged for at the following net figures: No. 0, 25c. each; A and B, 40c. each. No allowance will be made for cases returned. Discount for cash, 30 days, 3 per cent. from date of shipment.

**HARVEST TOOLS**—Hoes, rakes, spading forks and manure forks are all in active demand. Discount is unchanged at 50 and 10 to 50, 10 and 5 per cent.

**SPADES AND SHOVELS**—These are all moving out well and the discount as before, 40 and 5 per cent.

**LAWN MOWERS**—A nice trade is being done in this line an improvement having taken place during the past week.

**CUTLERY**—A nice business is being done in this line, quite a few orders having been received during the past week.

**SPORTING GOODS**—Guns are moving more freely than they were, and business generally in sporting goods is looking up.

**SCREEN DOORS AND WINDOWS**—There is still a good business being done in this line, some large shipments having gone forward during the past week.

**GREEN WIRE CLOTH**—The Canadian manufacturer is reported to have all he can do to keep up with orders, and jobbers who have stocks on hand are considering themselves fortunate. The price is unchanged at \$2 per 100 sq. ft.

**BUILDING PAPER**—Some large shipments are being made this week on account of contracts, and trade generally in this line is fairly good at quotations.

**CEMENT**—The demand keeps heavy. Canadian makers are having all they can do to fill orders and importations are heavy. The construction of the new cement works at Shallow Lake begins next week, but it is not likely they will be producing much this season. Prices are unchanged. We quote nominally in barrel lots: Canadian Portland, \$2.80 to \$3.00; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

**REFRIGERATORS AND ICE CREAM FREEZERS**—Some good shipments of refrigerators have been made during the past week, and quite a few of ice cream freezers have gone forward. Trade in the latter line has been exceptionally good so far this season.

#### METALS.

Trade, generally speaking, is fairly good in metals, and prices, on the whole, are steady.

**PIG IRON**—Business is fairly good in this line. As far as can be learned, a feature of the market is the offering for future delivery of Midland furnace pig iron. This furnace, while not yet completed, is nearly so, and will be turning out iron in the course of the next two months. Hamilton iron is being quoted at \$23.50 for No. 1, and \$23 for No. 2, f.o.b. Hamilton.

**BAR IRON**—A fairly steady trade is being done at \$2.45 to \$2.50 Toronto.

**HOOPS**—Business keeps fairly active and prices unchanged at \$3.25 base.

**PIG TIN**—The market rules steady, and local prices are without change. The scarcity noted last week on the local market

is even more pronounced than it was a week ago. Shipments are, however, on the way from New York. Local quotations are unchanged at from 37 to 38c. per lb.

**TINPLATES**—The movement is not brisk, but it appears to be fairly good for this time of the year. There has been no change in prices.

**TINNED SHEETS**—A little more business has been done in this line than for some time. At the same time, however, the volume of business is not large. As some of the jobbing houses are making inquiries for prices from their competitors, it is evident that stocks on the local market are not excessive.

**CANADA PLATES**—Trade in this line is quiet and without any special feature. We quote, all dull, \$3.35 to \$3.50; half polished, \$3.45 to \$3.60; all bright, \$3.85 to \$4.

**BLACK SHEETS**—The demand in this line is active both for large and small lots, and the base price is unchanged at \$3.60.

**GALVANIZED IRON**—This is one of the most active lines in the metal trade this week. It is difficult to get delivery of import orders for American iron and customers of local jobbers who placed these import orders are beginning to get anxious. Local stocks, however, are in fairly good condition, and, while jobbers could fill import orders from stock, it would not pay them to do so at the prices at which these import orders were booked. Case lots of English are still being quoted at \$5.10 and for American at \$4.75, with an additional 15c. for less than case lots.

**COPPER**—Trade has been light in ingot copper, but a moderate business is being done in sheet copper. Ingot is still quoted at 19½ to 20c. per lb., and sheet copper at 23 to 23½c.

**BRASS**—A fair trade is to be noted for brass, and 10l and sheet copper continues to be quoted at 15c. for 14 to 30 gauge.

**SPELTER**—A moderate business is being done in spelter at 7 to 7½c. per lb.

**SHEET ZINC**—The demand is good. Prices are creeping up in the United States, but quotations locally are unchanged at 7½c. per lb. for cask lots and 7¾c. per lb. for part casks.

**LEAD**—Business has improved a little, and is now reported fair at 5 to 5½c. per lb.

**SOLDER**—An active trade is being done in solder, prices are quoted as before: Half-and-half, 21 to 22c. per lb.; refined, 20 to 21c., and wiping, 20 to 20½c.

**IRON PIPE**—Trade in black iron is brisk and prices are unchanged. In galvanized, however, the cutting of prices has resulted in lower quotations being given to the trade. The decline in galvanized iron pipe is quite marked. We quote as follows: Black pipe, ¼ to ¾ inch, \$3.60; ½ inch, \$3.70; ¾ inch, \$4.20; 1 inch, \$5.90; 1¼ inch, \$7.85; 1½ inch, \$9.75; 2 inch, \$13; 2½ ch, discount off to 6 in the list 45 per cent. Galvanized pipe is quoted as follows: ½ inch, \$5.30; ¾ inch, \$6.35; 1 inch, \$9; 1¼ inch, \$12.45; 1½ inch, \$13.75; 2 inch, \$19.90.

**RANGE BOILERS**—Business continues good, with quotations much as before. We quote as follows: Standard, tested to 200 lb., guaranteed for 2 years, 30

## OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery.  
6d. and 1s. Canisters.

# 'WELLINGTON' KNIFE POLISH

## JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and  
Flint Cloths and Papers, etc.

Wellington Mills, London, England.

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### COVERT MFG. CO.

West Troy, N.Y.

### DERBY SNAP.

With Plated Rust Proof  
and Guarded Spring.

"THE LATEST AND BEST."

For Sale by  
all Jobbers at Manufacturers' Prices.

## PRIEST'S CLIPPERS

BALL  
BEARINGS



Largest Variety,  
Toilet, Hand, Electric Power  
**ARE THE BEST.**  
Highest Quality Grooming and  
Sheep-Shearing Machines.

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## NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies. MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.

## BURMAN & SONS', LIMITED HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many qualities. Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts' Power Sheep Shearing Machines.

BURMAN & SONS, Limited, Birmingham.

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## Aylmer Spray Pumps?

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THE AYLMER is universally acknowledged by the fruit-growing community to be the best Pump in the market to-day, and during the past two years has taken first place at every contest wherever shown, taking the Jubilee award at Toronto Industrial Exhibition, also first place at St. Petersburg, Russia, at Manchester, Eng., and at Ottawa.

THE AYLMER is to-day the most powerful, easiest-working and most durable Pump in the market. If our travellers have not called on you write us for terms. Liberal discounts to the trade. EVERY PUMP WARRANTED.

AYLMER IRON WORKS.



gals., \$6.75; 35 gal., \$7.75; 40 gal., \$9. Standard, extra heavy, tested 250 lb., guaranteed for 5 years, 30 gal., \$8.40; 35 gal., \$9.25; 40 gal., \$10.60.

#### PAINTS AND OILS.

Jobbers are having a quiet week. Spring orders have been filled, and as the consumption has not yet been large, few repeat orders are coming in. Turpentine is steady since last week's decline. Linseed oil is dearer in English markets for June and July delivery. Stocks here are light, and prices have been raised 2c. per gal. There is some talk of an advance in white lead after May 15, but, as stocks are considerable, it is a question whether this will occur. Paris white and whiting are scarce. Paris green is steadier, as orders are coming in more freely. Red lead, litharge and orange mineral are firm. We quote:

**WHITE LEAD**—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½; No. 3, \$5.75; No. 4, \$5; dry white lead in casks, \$5.75.

**RED LEAD**—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

**LITHARGE AND ORANGE MINERAL**—Litharge, 6 to 6½c.; orange mineral, 8 to 8½c.

**WHITE ZINC**—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

**PARIS WHITE**—90c.

**WHITING**—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

**GUM SHELLAC**—In cases, 22½c.; in less than cases, 25c.

**POTTY**—Bladders, in bbls., \$1.90; bladders, in 100 lb. kegs, \$2.05; bulk, in bbls., \$1.75; bulk, in less quantities, \$1.90.

**PLASTER PARIS**—New Brunswick, \$1.90 per barrel.

**PARIS GREEN**—Petroleum, bbls., 18c.; arsenic, kegs, 18½c.; drums, 50 and 100 lb. 18¾c.; drums, 25 lb., 19¾c.; tins, 1 lb., 20¾c.; tins, ½ lb. 22¾c.; packages, 1 lb., 19¾c.; packages, ½ lb., 21¾c.

**PUMICE STONE**—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

**LIQUID PAINTS**—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

**SEAL OIL**—54c. per gallon, and yellow seal at 45c.

**CASTOR OIL**—East India, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

**LINSEED OIL**—Raw, 1 to 4 barrels, 72c.; boiled, 75c.; 5 to 9 barrels, raw, 71c.; boiled, 74c., Toronto, Hamilton, London and Guelph. To outside points, 2c. more is charged.

**TURPENTINE**—Single barrels, 72c.; two to four barrels, 71c., freight allowed; in less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged, Toronto, Hamilton, London and Guelph. To outside points 2c. more.

#### GLASS.

The market keeps firm, with a moderate movement from stock. We quote first break locally: Star, in 50-foot boxes, \$2.20, and

84,000 Daily Production.  
5 Factories. 5 Brands.

## NICHOLSON FILES

For sale all  
over the World.



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.  
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

## BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass.** Also of a durable, highly-polished material called "**MARBLETT**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Borders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No 68 St. Helens.

100-foot boxes, \$4.20; double diamond under 25 united inches, \$6.25, Toronto, Hamilton and London; terms 4 months or 3 per cent., 30 days.

#### OLD MATERIAL.

A good movement from outside points is noted, as prices are easier but unchanged. We quote jobbers' prices as follows: Agricultural scrap, 75c. per cwt.; machinery cast, 75c. per cwt.; stove cast scrap, 50c.; No. 1 wrought scrap, 70c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 10½c.; heavy copper, 14c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, 11c.; scrap lead, 3c.; zinc, 3c.; scrap rubber, 6c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

#### HIDES, SKINS AND WOOL.

**HIDES**—An improved demand is noted. Prices are stronger, but unchanged. We quote as follows: Cowhides, No. 1, 8½c.; No. 2, 7¼c.; No. 3, 6¼c. Steer hides are worth ¼c. more. Cured hides are quoted at 9c.

**SKINS**—There is little doing. Dekins are 10c. higher. Otherwise prices are unaltered. We quote: No. 1 veal, 8-lb. and up, 10c. per lb.; No. 2, 9c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep and lambskins are selling at \$1.25 to \$1.40.

**WOOL**—There is practically nothing doing as there is little stock in the market. Combing fleece is nominally worth 16 to 17c. and unwashed 10c. per lb.

#### SEEDS.

There is a good jobbing trade being done

in alsike and timothy seed. Red clover shows a decline of 25c. Alsike and timothy are unchanged. We quote red clover at \$5 to \$5.75; alsike at \$4.80 to \$7.50, and timothy at \$1.40 to \$1.80. Limited demand is already noted for Hungarian grass seed and millet at 75 to 90c.

#### COAL.

There is no change. The demand is light. We quote anthracite at Buffalo and bridges for immediate delivery as follows: Nut, \$5 per gross ton, or \$4.46 per net ton; egg and stove, \$4.75 per gross ton, or \$4.24 per net ton; grate, \$4.50 per gross ton, or \$4.01 per net ton.

#### PETROLEUM.

There is a fair demand, with prices steady. We quote as follows: Pratt's Astral, 20c. in bulk (barrels, \$1 extra); American water white, 20c. in barrels; Photogene, 19c.; Sarnia water white, 18½c. in barrels; Sarnia prime white, 17c. in barrels.

#### MARKET NOTES.

Galvanized iron pipe is quoted lower.

A new list of prices has been issued by the lamp chimney manufacturers.

The Toronto branch of The McClary Manufacturing Co. is in receipt of two carloads of the "Model" refrigerator.

When the average politician undertakes to wrestle with business problems, he is usually thrown into a sea of trouble.



**OFF EASY.  
ON QUICK.**

**No intending purchaser** can afford to overlook the advantages presented in the completeness of **G. & J.** detachables. You will get, first of all, a tire of the very highest type, newest in design, and most easy to repair—the soft edge does it.

Add a feature to your machine that will force your sales. All up-to-date dealers are specifying them.

American Tire Co., Limited  
164-166 King Street West, Toronto.



## MANITOBA MARKETS.

WINNIPEG, April 16, 1900.

**M**ARKET is somewhat slower, although houses are still busy. Linseed oil has again advanced, and is quoted at 81 and 78c. Turpentine has dropped slightly. Crowbars show an advance of 5c., as the price has been changed from 50 and 5 per cent. off to 50 straight.

Among the week's happenings is the formation of a union of the retail implement dealers of the Province. Mr. McLeod, of Hanley & McLeod, Brandon, is the president. It is hoped the union will prevent the cutting of prices so prevalent in recent years.

The sale of farm implements this year has been very large.

Geo. D. Wood & Co. are enlarging their office accommodation.

Price list for the week is as follows :

|                                            |                  |
|--------------------------------------------|------------------|
| Barbed wire, 100 lb.                       | \$4 00           |
| Plain twist                                | 4 00             |
| Staples                                    | 4 50             |
| Oiled annealed wire.                       | 10 4 12          |
| "                                          | 11 4 19          |
| "                                          | 12 4 25          |
| "                                          | 13 4 40          |
| "                                          | 14 4 52          |
| "                                          | 15 4 65          |
| Wire nails, 30 to 60 dy, keg.              | 4 00             |
| " 16 and 20                                | 4 05             |
| " 10                                       | 4 10             |
| " 8                                        | 4 15             |
| " 6                                        | 4 30             |
| " 4                                        | 4 35             |
| " 3                                        | 4 40             |
| Cut nails, 30 to 60 dy.                    | 3 40             |
| " 20 to 40                                 | 3 45             |
| " 10 to 16                                 | 3 50             |
| " 8                                        | 3 55             |
| " 6                                        | 3 60             |
| " 4                                        | 3 90             |
| " 3                                        | 4 15             |
| Horsenails, 45 per cent. discount.         |                  |
| Horseshoes, iron, No. 0 to No. 1.          | 4 90             |
| No. 2 and larger                           | 4 65             |
| Snow shoes, No. 0 to No. 1.                | 5 15             |
| No. 2 and larger                           | 4 90             |
| Steel, No. 0 to No. 1                      | 5 20             |
| No. 2 and larger                           | 4 95             |
| Bar iron, \$3.10 basis                     |                  |
| Swedish iron, \$5 basis.                   |                  |
| Tool steel, Black Diamond, 100 lb.         | 8 50             |
| Jessop                                     | 13 00            |
| Sheet iron, black, 10 to 20 gauge, 100 lb. | 3 50             |
| 20 to 26 gauge.                            | 3 75             |
| 28 gauge.                                  | 4 00             |
| Galvanized American, 16 gauge.             | 4 25             |
| 18 to 22 gauge                             | 4 50             |
| 24 gauge.                                  | 4 75             |
| 26 gauge.                                  | 5 00             |
| 28 gauge.                                  | 5 25             |
| Genuine Russian, lb.                       | 12               |
| Imitation "                                | 8                |
| Tinned, 24 gauge, 100 lb.                  | 7 55             |
| 26 gauge                                   | 8 80             |
| 28 gauge                                   | 8 00             |
| Tinplate, 1C charcoal, 20 x 28, box        | 11 00            |
| " IX                                       | 13 00            |
| " IXX                                      | 15 00            |
| Ingot tin.                                 | 35               |
| Canada plate, 18 x 21 and 18 x 24          | 4 00             |
| Sheet zinc, cask lots, 100 lb.             | 9 00             |
| Broken lots.                               | 9 50             |
| Pig lead, 100 lb.                          | 4 50             |
| Wrought pipe, black up to 2 inch.          | 50 and 10 p.c.   |
| Over 2 inch.                               | 45 p.c.          |
| Rope, sisal, 7-16 and larger.              | 13 50            |
| " 3/4                                      | 14 00            |
| " 1/2 and 5-16                             | 14 50            |
| Manila, 7-16 and larger                    | 16 00            |
| " 3/4                                      | 16 50            |
| " 1/2 and 5-16                             | 17 00            |
| Solder                                     | 25 1/2           |
| Cotton rope, all sizes, lb.                | 16               |
| Axes, chopping                             | \$ 7 00 to 12 00 |
| " double bits.                             | 12 00 to 18 00   |

|                                          |                   |
|------------------------------------------|-------------------|
| Screws, flat head, iron, bright.         | 75 and 10 p.c.    |
| Round "                                  | 70 p.c.           |
| Flat " brass                             | 70 p.c.           |
| Round " "                                | 60 and 5 p.c.     |
| Coach                                    | 57 1/2 p.c.       |
| Bolts, carriage 5-16 and smaller.        | 42 1/2 p.c.       |
| 3/4 and larger.                          | 37 1/2 p.c.       |
| Machine                                  | 45 p.c.           |
| Tire                                     | 55 p.c.           |
| Sleigh shoe.                             | 65 p.c.           |
| Plough                                   | 40 p.c.           |
| Rivets, iron.                            | 37 1/2 p.c.       |
| Copper, No. 8, lb.                       | 33 1/2 c.         |
| Spades and shovels.                      | 40 p.c.           |
| Harvest tools.                           | 50, 10 and 5 p.c. |
| Axe handles, turned, s. g. hickory, doz. | \$2 50            |
| No. 1.                                   | 1 50              |
| No. 2.                                   | 1 25              |
| Octagon extra.                           | 1 65              |
| No. 1.                                   | 1 25              |
| Linseed oil, raw, per gal.               | 81                |
| " boiled "                               | 78                |
| Ammunition, cartridges, Dominion R.F.    | 50 p.c.           |
| Dominion, C.F., pistol.                  | 30 p.c.           |
| military.                                | 15 p.c.           |
| American R.F.                            | 40 p.c.           |
| C.F. pistol.                             | 10 p.c.           |
| C.F. military.                           | Net.              |
| Loaded shells, Robin Hood, M             | \$20 00           |
| Eley's soft, 12 gauge.                   | 16 50             |
| chilled, 12 gauge.                       | 18 00             |
| soft, 10 gauge.                          | 21 00             |
| chilled, 10 gauge.                       | 23 00             |
| American, M.                             | 16 25             |
| Shot, Ordinary, per 100 lb.              | 6 25              |
| Chilled.                                 | 6 75              |
| Powder, F.F., keg.                       | 4 75              |
| F.F.G.                                   | 5 00              |
| Robin Hood                               | 10 00             |
| Tinware, pressed, retinned.              | 75 and 2 1/2 p.c. |
| plain.                                   | 70 and 15 p.c.    |
| Graniteware, according to quality.       | 50 p.c.           |
| Turpentine, by barrel.                   | 87c.              |
| Less than barrel.                        | 89c.              |

## TRADE CHAT.

**T**HE following officers have been elected for the ensuing year by the Woodstock, N.B., Board of Trade: Harry Noble, president; A. D. Holyoke, vice-president; T. C. L. Ketchum, secretary; members of council, H. P. Baird, J. T. Garden, Jas. Carr, Geo. Balmain, W. Fisher, J. T. A. Dibblee.

John Meiklejohn is starting a general store and sawmill in Olla Creek, B.C.

Mattawa merchants have agreed to close their stores every evening except Saturdays at 8 p.m.

The indications in Manitoba and the Northwest point to a considerable increase in the wheat acreage this year. The weather lately has favored seeding.

The Ottawa and New York Railway intend moving their car shops from Santa Clara, N.Y., to Ottawa, in August. They will employ about 125 hands.

F. Babb and George Kirkland, both of the retail department of J. H. Ashdown, Winnipeg, have purchased the hardware business of A. L. Ashdown, of Portage la Prairie, Man.

A Niagara Falls, N.Y., despatch states that John Milne, of the firm of Burrow, Stewart & Milne, and J. P. Steedman, manager of The Gurney Scale Co., Hamilton, have been in that city in the interests of a company which intends erecting a large scale factory there.

## WHITE CROSS

BRAND  
PERMANENT  
WHITETHE  
**Canada Paint  
Company**

respectfully announce that the quotations for this paint are only **VALID** up to, and including, Monday, May 7th, 1900



For all work. Inside or Out, this brand is the perfection of Paint.

The **WHITE CROSS** brand has been frequently imitated but never equalled.

**PAINTERS** express the greatest satisfaction with the Paint.

In ordering, note the registered **TRADE MARK**:

**WHITE CROSS BRAND  
PERMANENT WHITE**

This is a **SNOWY WHITE PAINT** with great covering power—will take as much thinner as **PURE WHITE LEAD** and do as much work. Ground extremely fine in **SPECIAL MILLS**.

Put up in 25-lb. Irons.

Price Ex Montreal, \$6.37 1/2 per 100 lbs.

Price Ex Toronto, \$6.50 per 100 lbs.

THE  
**Canada Paint  
Company, Limited**  
Montreal and Toronto.



# WHITE MOUNTAIN FREEZER



See these cogs? Well, the secret of successful ice cream making lies in the action of these cogs. They operate the other parts, produce the famous triple motion, and place the

## White Mountain Freezer

in a class by itself. By this clever scheme the can, the outside beater and the inside beater have each a separate and distinct motion. This triple motion makes it possible for the White Mountain to freeze cream in one-half the time, yet finer and smoother than can be produced with any other freezer made.



The construction of this double dasher is very simple, but very effective. The metal used is **malleable iron and practically unbreakable**. The outside beater is made with two self-adjusting wood-scraping bars, working on small hinges; while the inside beater consists of a metal shaft with six metal beaters which catch the cream and throw it back to the can. These beaters, as well as every other part of the mechanism that touches the cream, are heavily plated with the purest block tin, and therefore it's absolutely impossible for poisoned cream to come out of it.

## White Mountain Freezer.

Agencies

for the

Dominion

are

*also return*  
**THE MCCLARY  
MFG. CO.**

London, Toronto,  
Montreal, Winnipeg,  
and Vancouver,

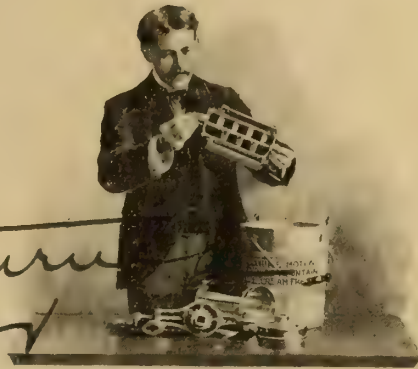
And \_\_\_\_\_

**H. S. HOWLAND,  
SONS & CO.**

...Toronto.

Write them for complete descriptive catalogue, special information or prices on our complete line.

SOLE MANUFACTURERS:



Here are the two beaters just mentioned, forming the duplex dasher, which belongs exclusively to the

## White Mountain Freezer

Of course, you know what the theory of ice cream making is. The salt, while melting the ice, draws the heat from the cream in the can, resulting in the freezing of the cream that lies in contact with the can. Well, this double dasher sees to it that all the cream is brought in contact with the can, and thus causes every particle to freeze rapidly and evenly. Here again is demonstrated the purpose of the triple motion—that is, to keep the cream constantly moving, and shows why the 'White Mountain' freezes faster and more evenly than it is possible for any other freezer to do.



NOW THEN,  
YOU CAN SELL

## White Mountain Freezers

and do it easily. They have earned a reputation. They actually have and do all that is claimed for them. They can be relied upon to do their work and do it nicely.

They have always given such satisfaction to purchasers that they recommend them to other intending buyers.

These are good, strong, true arguments why you should sell White Mountain Freezers.

**The White Mountain Freezer Co., Nashua, N.H., U.S.A.**



**HALIFAX TOURIST ASSOCIATION.**

THE council of the Nova Scotia Tourist Association held a meeting at the Halifax Hotel on April 20. There was a full attendance, and considerable business was transacted. The following officers were elected for the ensuing year :

President—Geo. S. Campbell.

Vice-President—H. D. Blackadar.

Treasurer—Ald. Geo. E. Faulkner.

Executive Committee—H. L. Chipman, L. J. Hesselein, T. J. Egan, F. A. Huntress, I. C. Stewart, F. S. West, W. E. Hebb, Geo. E. Boak, and J. W. Vidito.

Finance Committee—Geo. E. Faulkner, W. L. Kane, Geo. E. Boak, W. E. Hebb, Ald. Butler, I. C. Stewart, J. W. Vidito, W. H. Troop, Charles Johnston, and W. J. Clayton.

Entertaining Committee—A. C. Pyke, F. S. West, H. L. Chipman, L. J. Hesselein, F. A. Huntress, E. A. Wilson, Ald. Mitchell, W. R. Dunn, Wm. Dennis.

The secretary will be appointed by the executive.

The council authorized the executive to make arrangements for the holding of band concerts at Greenbank this season, which had proved so popular in the past.

The old executive reported that the new booklet is now in the hands of the engravers at Boston, and will be ready in a short time. An additional 30,000 have been ordered.

The council discussed the necessity of taking some steps and using its influence in trying to have the roads in Halifax county improved. A committee was appointed to deal with the matter.

It was also suggested to have a Merchants' Day this year, together with a big illumination on the harbor. The executive will act on the suggestion.

The executive reported that there are already many inquiries in about Halifax and the surrounding county. The inquiries are far more numerous than heretofore. The members of the New England Teachers' Institute, some 500 or 600 in number, are coming to Halifax on a visit in July. The visit of this organization was mainly brought about by the members of the Tourist Association.

Finances were discussed at some length, and it was decided to issue an appeal to the liberality of retail dealers of Halifax, who are greatly benefited by the work of the association. The coming season promises to be a good one.

**WINDOW DRESSING.**

A correspondent of Ironmonger writes as follows in a recent issue of that paper : " In window dressing, it is essential, in order to save time and prevent a muddle, that the assistant who has the job in hand shall have a clear idea of what he is about to do before he begins—that is to say, he must make up his mind (1) as to the class of goods suitable

for the season ; (2) what shall be shown ; (3) how and where the larger articles shall be placed. All tickets, window-cards, stands, etc., should be prepared before the existing arrangement is disturbed. The materials themselves should then be removed, dusted and put away, or those that require much cleaning put on one side, and, while the porter is sweeping out the window and cleaning the glass, the assistant may instruct an apprentice as to what things to get ready, and these he can then dust and prepare, and, if room be available, bring forward in readiness to hand into the window.

"Overhead goods in front should be first got in ; then, the shelves and bracket-arms, etc., should be dressed ; next, the centre-piece ; then, the goods on the floor in front, and, lastly, the larger articles, etc., for the back, and smaller things for filling up the spaces.

"In order to reap the utmost benefit from a good window-show, all goods should be marked in plain figures and at lowest prices for cash."

**CATALOGUES, BOOKLETS, ETC.****TINNERS AND ROOFERS' SUPPLIES.**

Berger Bros., manufacturers of tanners and roofers' supplies, 231-237 Arch street, Philadelphia, have issued their 1900 catalogue. As the 120 pages of this catalogue are full from cover to cover of illustrations of the various lines of standard goods, and of the great variety of novelties and specialties made by this firm, which claims to have

the largest plant of its kind in the United States, it should be a valuable booklet for tanners and roofers' to possess. It is unquestionably one of the most complete catalogues of these goods that has ever been received by **HARDWARE AND METAL**.

**ZERO VALVE & BRASS MFG. CO.**

The Zero Valve & Brass Mfg. Co., Buffalo, N.Y., in issuing their 1900 catalogue of sanitary frostproof specialties and plumbers' supplies, state that the purchase of The Casler Valve and Brass Works has enabled them to increase the number of specialties made by them, as well as the output of their old lines. A perusal of their catalogue shows that they have now an unusually complete range of valves, hydrants, closets, compressed air tanks, connections and sundries. Plumbers should get a copy of this catalogue.

**KENTVILLE BOARD OF TRADE REPORT.**

Few small towns boast such an enterprising board of trade as does Kentville, N.S. **HARDWARE AND METAL** has just received from M. G. DeWolfe, president of the Maritime Board of Trade, and member of council of the Kentville board, a copy of the report of the annual meeting of the latter body. This report includes the annual report of the retiring president, C. L. Dodge, which shows that 1899 was a prosperous year for Kentville business men; that several industries had been started, or enlarged, during the year ; that the town is steadily winning attention as a tourist resort; that the association was growing steadily in membership, influence and prestige.

**CONDENSED OR "WANT" ADVERTISEMENTS.**

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

SEND for specimen copy of Phillips' Monthly Machinery Register, containing over 5,000 entries of new and second-hand machinery of every description. The oldest established and most successful medium in the world. Established 25 years for the purpose of introducing those who have machinery for sale, to those who wish to buy, has a circulation of about 50,000 copies per annum, all over the world, and is used for continual reference by a large number of firms. It is consequently a most valuable advertising medium for all engineers and manufacturers. Subscription, 6s. per annum, price per copy, 6d. Sole Proprietor, U.S.A. D. PHILLIPS, M.I.M.E., Newport, Mon., England. Telegraphic address "Machinery, Newport, Mon."

## Hardwood CHARCOAL in Bulk or Sacks.

## WOOD ALCOHOL equalling Methylated Spirits as a solvent.

Manufactured only by...

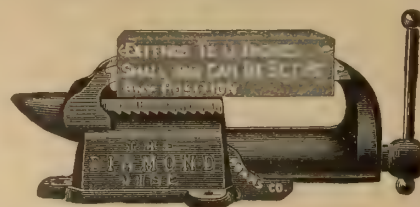
**THE STANDARD CHEMICAL CO., Limited**

Factories { Fenelon Falls.  
Deseronto.

Gooderham Building, TORONTO

**DIAMOND VISE AND DRILLING ATTACHMENT**

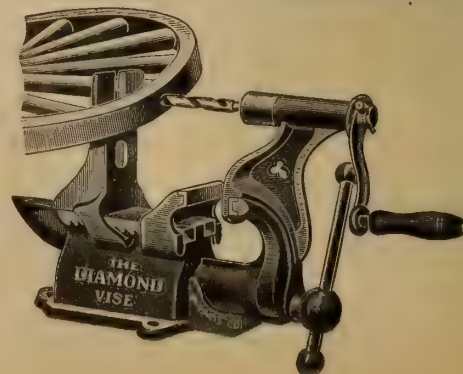
U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95.



JAWS are faced with steel  $\frac{3}{8}$  inch wide, 4 inches long, firmly fastened to jaw, checked and hardened. VISE weighs 38 pounds. DRILL weighs 18 pounds. For Sale by Jobbers of Hardware.

Made by—

The Adams Company, Dubuque, Iowa, U.S.A.  
Made by A. E. Woodyatt & Co., Guelph, Ont.





CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY  
MONTREAL.

## KNOX HENRY

Heavy Hardware and Metal Broker  
Room 220½ Board of Trade, MONTREAL.

**SPECIALTIES**—C Brand Horse Nails—Canada  
Horse Nail Co.

**BOLTS**—Tire and Stove Rivets of all kinds—Chal-  
craft Screw Co.

**BRASS GOODS**—Gunn Castor Co., Limited, Bir-  
mingham, Eng.

## BUSINESS NEWS

of any kind that is of value to business men  
supplied by our Bureau. We can give you  
market quotations from any town in Can-  
ada, reports from the city markets, stock  
quotations, etc. You can get commercial  
news from any Canadian paper through us.

Write us, giving us particulars of what  
you want and where you want it from, and  
we will quote you prices by return.

"Clippings from any Canadian paper on  
any subject."

### CANADIAN PRESS CLIPPING BUREAU,

505 Board of Trade Bldg., MONTREAL, QUE.  
Telephone Main 1255.

26 Front St. West, Toronto. Telephone 2148.

Crescent Steel Agateware.

**SOME OF OUR  
SPECIALTIES:**

Standard Wickless Oil Stoves.

## Close Observers

will not fail to notice the great advantages to be derived  
in dealing with us, in the

**EXTENSIVE VARIETY OF OUR LINES.  
REPUTATION OF THEIR HIGH QUALITIES.  
NEWEST HOUSEFURNISHING NOVELTIES.  
UNIQUE METHODS OF PACKING AND SHIPPING.**

A sample order will convince you.

Write for Catalogue and Prices.



**THE THOS. DAVIDSON MFG. CO., LIMITED**  
MONTREAL.

Labelle Refrigerators.

Kitchen Range Boilers.

Combination "Triple" Saucepans.

Double Rolled Rim Can Trimmings.

A BRIGHT STORE DRAWS TRADE

## THE AUER GASOLINE LAMP

is brighter than City Gas or Electricity and costs less  
than an Oil Lamp to run.

Approved by . . .

Canadian Fire Underwriters'  
Association.

SEND FOR CATALOGUE.

**Auer Light Co., Montreal.**



We Carry a Great  
Variety of . . .

## LAMPS

For Lighting  
**STORES,  
HALLS and  
CHURCHES,**

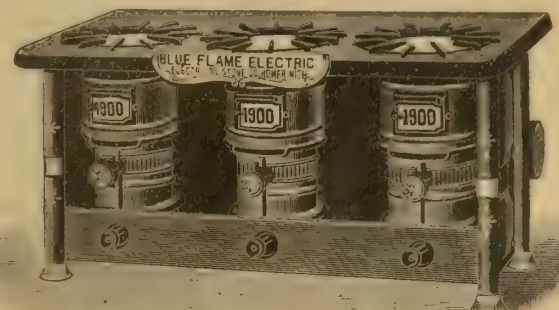
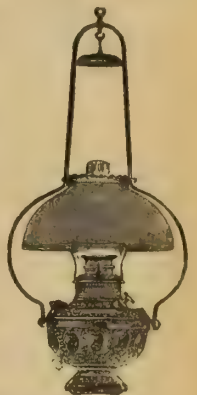
As well as for all house-  
hold uses.

We also carry an  
assortment of

**FIVE O'CLOCK KETTLES.**

**Our Blue Flame Electric Oil Cook Stove**

Is the Most Perfect Stove on the Market.



**THE ROCHESTER LAMP CO. OF CANADA**

24½ Front Street West, TORONTO.



# HEATING AND PLUMBING

## HAMILTON'S PLUMBING BY-LAWS.

THE efforts of the Hamilton Master Plumbers' Association towards securing a by-law providing for the inspection of work, are likely to bear fruit. According to The Hamilton Times, the sub-committee of the board of health of that city, which was appointed to draft a plumbing by-law, has completed its work, and it is expected that the by-law which it prepared will be passed. It contains the following regulations:

All plumbing work of, in, and in connection with any building, shall be left unconcealed until the same shall have been inspected and approved by the building inspector. Any person having charge of the construction of the plumbing work shall notify the building inspector in writing that such plumbing work is ready for inspection by him, and the building inspector shall at once, without any unnecessary delay, inspect the same, and it shall be unlawful for any person to cover up or enclose or hide from view any part of such plumbing work until after the building inspector has inspected and approved of the same.

The interior drainage pipes of every building shall be made by either lead, steel, cast, wrought or malleable iron, or of vitrified glazed tile pipe and free from defects, and of sufficient weight per foot to properly serve the purpose for which they are to be used and to prevent the escape of all sewer gas into the building.

Every connection between lead and iron pipes shall be made with brass thimbles, or ferrules, having properly gasketted, leaded and caulked into the iron pipe. All joints in lead pipes shall be properly wiped. All joints of iron pipe connected with tile pipe shall be made with Portland cement and sharp, clean sand.

Every closet, bath, sink, urinal, washbasin or other similar fixture shall have each a separate trap, and each trap shall be properly placed, set and ventilated.

The building inspector shall submit the plumbing work hereafter constructed or altered to the smoke test, or to such other test as may be found by him to be most practicable, and a test calculated to disclose any defect in the work. In the event of any defect being found, the person having charge of the work shall, upon the request of the building inspector, immediately remedy the same until the work meets the approval of the building inspector.

## TORONTO PLUMBERS MEET.

The Toronto Master Plumbers' Association held their regular monthly meeting on Monday. President James Wilson occupied the chair, and there was a good attendance of the members.

The principal matter discussed was the plumbing by-law which the association intends asking the city to adopt. This by-law has met with the approval of practically all the master and journeymen plumbers of the city. The main new feature is a registration

clause. This makes provision for a board of examiners, whose duty will be to examine every person who desires to engage in the plumbing business as a master or to work at it as a journeyman. If the candidate proves a competent workman, he shall be allowed to register, after which he may work at the business in the city.

This feature has been recognized as a reasonable safeguard to prevent incompetent plumbers from doing inferior plumbing work, which is a menace to public health in most of the larger cities of the United States, and has been made a State law in New York.

A committee was appointed to draft a petition to accompany the by-law when presented to the council for adoption. It is understood that about 200 masters and journeymen will sign the petition.

## THE CAPACITY OF DRAIN PIPES.

In an article on cast iron house drains in The Decorators' Gazette and Plumbers' Review, of London, Gerard J. G. Jensen, C.E., gives the table we reprint herewith, of the capacity of drain pipes when flowing full at different velocities. The table will be convenient for ascertaining the discharging capacity of various drains laid at different gradients:

TABLE OF VELOCITY (V.) IN FEET PER MINUTE AND DISCHARGE (D.) IN GALLONS PER MINUTE, OF DRAINS, WITH VARIOUS FALLS, WHEN RUNNING FULL.

| Diameter.<br>Fall. | 4 Inches. |        | 5 Inches. |        | 6 Inches. |        | 9 Inches. |          | 12 Inches. |          |
|--------------------|-----------|--------|-----------|--------|-----------|--------|-----------|----------|------------|----------|
|                    | V.        | D.     | V.        | D.     | V.        | D.     | V.        | D.       | V.         | D.       |
| 1 in 20            | 395       | 214.90 | 441       | 375.40 | 481       | 589.18 | 582       | 1,604.3  | 664        | 3,254.16 |
| 1 in 25            | 353       | 192.07 | 395       | 335.52 | 432       | 529.15 | 525       | 1,447.6  | 600        | 2,940.28 |
| 1 in 30            | 322       | 175.21 | 360       | 306.07 | 395       | 483.84 | 481       | 1,326.0  | 551        | 2,700.67 |
| 1 in 35            | 298       | 162.18 | 333       | 283.31 | 366       | 448.34 | 446       | 1,229.3  | 513        | 2,514.09 |
| 1 in 40            | 278       | 151.25 | 311       | 264.21 | 342       | 418.95 | 418       | 1,152.53 | 481        | 2,357.47 |
| 1 in 45            | 261       | 142.02 | 291       | 248.09 | 322       | 394.43 | 395       | 1,088.8  | 454        | 2,225.19 |
| 1 in 50            | 246       | 134.04 | 278       | 234.15 | 307       | 375.46 | 375       | 1,033.9  | 432        | 2,115.98 |
| 1 in 60            | 226       | 123.11 | 253       | 215.06 | 279       | 341.20 | 343       | 945.98   | 395        | 1,935.03 |
| 1 in 70            | 209       | 113.88 | 234       | 198.93 | 257       | 314.31 | 317       | 874.22   | 366        | 1,792.75 |
| 1 in 80            | 194       | 105.71 | 217       | 184.66 | 239       | 292.28 | 296       | 816.19   | 342        | 1,675.44 |
| 1 in 90            | 182       | 99.15  | 203       | 173.20 | 225       | 275.18 | 279       | 769.39   | 322        | 1,577.47 |
| 1 in 100           | 172       | 93.72  | 192       | 163.71 | 213       | 260.52 | 264       | 728.21   | 306        | 1,498.85 |

## PLUMBING AND HEATING CONTRACTS.

Purdy, Mansell & Co., Toronto, have the contract for the plumbing in an eight-roomed school in Welland, Ont., and for the plumbing and gasfitting in four houses on Lewis street.

Guest & Co., Toronto, have secured from architect J. J. Bird the contract for lighting and heating a large summer cottage at Burk's Falls, Ont., and for the plumbing and gasfitting in a residence on Waverley street, for John Buxley.

The Bennett & Wright Co., Limited, Toronto, have the contract for heating and electric-wiring in the new works for The

Canadian General Electric Co., Limited, Peterboro', Ont., and for heating and plumbing in a residence, for Miss Franklin, on Spadina road.

## SOME BUILDING NOTES.

THE new science building for the University of New Brunswick, of which E. E. Fairweather is architect, will likely be commenced shortly. It will cost over \$30,000.

A new station will be built by the C.P.R. at MacGregor, Man.

The Presbyterians of Longburn, Man., are advertising for tenders for a new church.

Thomas G. Smith, Rosemont, Ont., will erect a very handsome brick residence this summer.

Excavations are being made for the addition to St. Paul's church, Bloor street east, Toronto.

A. C. Hancock, Golden, B.C., has prepared the plans for a new Episcopal church at Windermere, B.C.

J. C. Robson, architect, Sarnia, is preparing plans for the reconstruction of the Belchamber House, of that place.

Andrew P. Taylor, architect, Montreal, is preparing plans for an addition to the Bank

of Montreal building, in Ottawa, that will about double its capacity.

Architect Dillon, Brockville, Ont., is preparing plans for the erection of a new Methodist parsonage at Chapleau, Ont.

Jesse Bartle, contractor, Brantford, has the contract for erecting an \$8,000 extension to the House of Refuge in Brantford.

Architect Wheeler is calling for tenders for the erection of an additional storey on the Campbell block on Main street, Winnipeg.

It is estimated that 300 new buildings will be erected in Sydney, N.S., this summer. These will include many large struc-





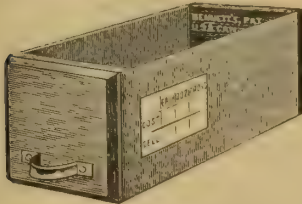
TRADE MARK  
**JMT**  
**VALVES**

The Standard  
for Excellence.  
All dealers  
handle them.

THE  
**JAS. MORRISON  
BRASS MFG. CO.  
LIMITED,**  
Toronto.



ONLY ONE OPINION ABOUT



## BENNETT'S SHELF BOX.

Toronto, March 15, 1900.

To J. S. Bennett, Toronto.

Dear Sir,—Having installed in my store 362 of your patent shelf boxes, I must say that I am more than pleased at not only the utility of the boxes, but at the striking appearance they give the store generally. I feel that they are a boon to the trade and should be in every up-to-date store.

Yours truly, W. O. McFARLAND.

Boxes made to fit your present shelving. Full particulars from

**J. S. BENNETT, 20 Sheridan Ave., Toronto**

## LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

**B. S. VANTUYL, - Petrolia, Ont**

## CHARLES E. TALBOT

19 Castle St., Liverpool.

**General Merchant and Agent.**

Agencies undertaken for Canadian manufacturers and produce.

British goods of all kinds supplied.  
Correspondence solicited.



**Pullman Sash Balance Co.**

Makers of the

**"Pullman"  
Hardware  
Specialties**

Main Office and Works,

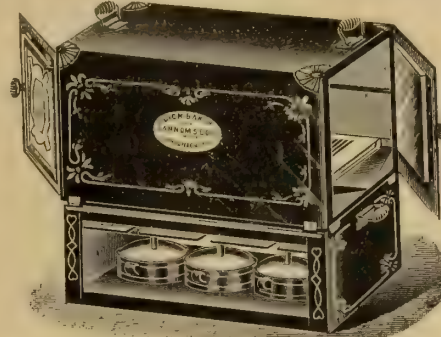
**Rochester, N.Y., U.S.A.**

On sale all round the globe.

# ECONOMY GASOLINE STOVE AND QUICK=BAKER OVEN.

The Stove and Oven that always give perfect satisfaction. No Dust. No Dirt. No ashes.  
No Waste. No Discomfort. Baking and Ironing in summer a pleasure.

10 POUNDS  
BREAD  
BAKED FOR  
ONE CENT.



8 DOZEN  
BISCUITS  
BAKED FOR  
ONE CENT.

Two-Burner Stove, with Extra Burner for Oven.

The Quick-Baker is ready for use in seven minutes.

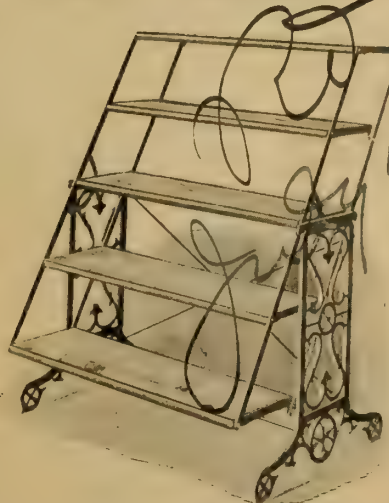
— MANUFACTURED BY —

**The Cannom Stove & Oven Co., Limited**  
197 King St., LONDON, ONT.

We want the trade in all parts of the DOMINION TO HANDLE THIS STOVE AND OVEN.

**LIBERAL TERMS. WRITE FOR PRICES.**

*Your Sales will*



*..Increase*

IF YOU  
USE THE

**Adjustable  
Display  
Tables**

It is the most up-to date piece of store furniture on the market. Designed specially to meet the requirements of wholesale and retail hardware merchants. Just the thing for your sample room.



**80 York  
Street,  
TORONTO**



tures. F. A. Crowell intends building a four-storey hotel fitted in modern style. Norman McDonald will erect a large store and warehouse. Neil McNeil intends to erect a dwelling and store. E. Johnson will build a residence fitted with all modern conveniences.

Willard Kitchen is asking for tenders for a two-storey brick addition to a brick building on Queen street, Fredericton, which is to be used as a laundry.

William Stuart, contractor, Ottawa, has been awarded the contract for erecting the new Jeffery Hale hospital in Quebec, which is to cost \$40,000.

Building operations are now in full swing in Winnipeg, and already permits have been taken out for about 75 new blocks, warehouses and stores in that city.

#### PIPES LINED WITH GLASS.

**R**EPAIRS to the plumbing in the house built by Nathan Prince in the early "forties" at 181 Harrison avenue, Boston, says The Herald, revealed the fact that the pipes throughout were lined with glass. What made the discovery more interesting was the fact, that, while the original owner and builder had spared no expense in the matter of drainage, his residence boasted of no gas whatsoever. The house depended entirely for its lighting upon the humble kerosene lamp.

The writer, curious to learn something of the history of the house, had the good fortune to meet with a gentleman who is an encyclopædia of old Boston. He leaned back in his arm-chair, smiling over reminiscences of his boyhood, passed in the district of Harrison avenue, when that part of the city was the "Back Bay," literally and figuratively—literally, because he remembered the time when vessels anchored at the wharves; figuratively, because it afterwards became a swell residential street.

"The house of which you speak," he said, "was built in the very early 'forties' by Nathan Prince. He and his family lived there, too."

"Do you know why he lined his pipes with glass?"

"Because he was afraid of lead poisoning. When Cochituate water was first introduced, there was a panic. Everyone wanted to secure himself against the possibility of such poisoning, so pipes were lined with zinc, brass, etc. One or two wealthy families tried glass, but this was unsatisfactory, as the heated solder cracked the glass at the joints. Because the glass could not be made tight where it was welded, and because of its expense, this style of plumbing was never popular. I don't know of any

other case besides the house you mention where it can be found to-day."

"If Mr. Prince was a wealthy man, why didn't he have gas in his house?"

"Because he was afraid of that, too. In his day, people were rather in dread of gas and its pernicious consequences. Even coal was very little used. Wood constituted the entire fuel."

#### BUILDING PERMITS ISSUED.

Building permits have been issued in Ottawa to A. J. Marshall for a frame dwelling on Lyon street, at a cost of \$900; to Joseph Goyette, frame dwelling, Lyon street, \$900; J. M. Cromwell, six small buildings, Cooper street, \$400 each; A. E. Shaver, brick veneered store and dwelling, second avenue, \$2,200; J. L. Orme & Son, music hall, Wellington street, \$17,000, and H. N. Bate, brick veneered dwelling, Wilbrod street, \$3,500.

In Toronto, building permits have been granted to R. McKay for a brick addition and alterations at 226 and 228 Yonge street, costing \$3,000; to the Hon. J. E. Aikins, for a \$5,000 three-storey storage warehouse at 541 Yonge street; W. J. Benner for a \$1,700 brick residence on Simpson avenue near Broadview; to J. F. Conneley for a pair of semi-detached, two-storey and attic residences at the corner of Jameson avenue and Fife street, to cost \$7,500; to J. W. Walker and N. J. Craig, for four two-storey and attic residences at 243 and 247 1/2 Markham street, to cost \$8,000; to A. S. Rogers, for alterations and brick foundations to 63 and 65 Alexander street, to cost \$1,700; to Geo. Gooderham, for a three-storey factory on Millstone lane, near York street, to cost \$6,500; to R. J. Edward & Wagner, for restoring the factory at 122 Adelaide street, to cost \$4,000; to The Canada Permanent Loan Co., Limited, for alterations to their office building at 18 Toronto street, to cost \$40,000.

#### PLUMBING AND HEATING NOTES.

D. Arcand has been appointed curator of Charles Vezina, plumber, Quebec.

L. J. Marien has been temporarily appointed building inspector in Montreal, to succeed inspector Lacroix, who was recently suspended.

The new steamer Kingston, which is being erected at the Bertram Engine Works for The Richelieu and Ontario Navigation Co., Limited, will be heated by steam and have an electric plant of 1,000 lights.

#### MOVING MACHINERY TO GALT.

J. C. Dietrich, of Shurley & Dietrich, saw manufacturers, has returned from his eastern business trip. The townspeople will

be pleased to learn that this enterprising firm have decided to bring the machinery from their Sherbrooke, Que., factory to Galt, and incorporate it in the factory here.

Whether or not they will continue to operate a small branch in Sherbrooke has not been definitely decided. This move will mean the employment of more hands here in the course of time.—Galt, Ont., Reporter, April 25.

#### THE NEW STEAMER KINGSTON.

**T**HE new steamer Kingston, which is being erected at the Bertram Engine Works for the Richelieu and Ontario Navigation Co., Limited, will be one of the finest boats touching Lake Ontario ports. Her length over all will be 290 feet, breadth of hull, 36 feet; depth of hull, 14 feet; draught of water, 8 feet 6 inches. The hull will be of open-hearth steel, with four water-tight bulkheads; the main deck, also, will be wholly of steel. The general shape will be like that of the Toronto, built last summer. The boilers will be four in number, of Scotch pattern, 11 feet in diameter, and 11 feet 6 inches long. Each boiler will have two furnaces of Adamson type, 40 inches in diameter, fitted with the Howden system of hot draught.

The engine will be inclined triple expansion, with three cranks and three cylinders, respectively 28, 44 and 74 inches in diameter and 6 feet stroke, each with a working pressure of 175 lb. steam per square inch, capable of making 40 revolutions, with feathering paddle-wheels 22 feet in diameter with curved steel buckets 10 feet 4 inches long and 3 feet 6 inches wide.

The average time-table speed will be 17 miles per hour, with capacity for 20 miles when required.

There will be 165 state-rooms, eight parlor rooms, smoking and correspondence rooms, barber shop, saloon, dining-rooms, and all other essentials to a really first-class boat for tourist travel. With the exception of the open seating space at the bow, sides and stern, the saloons and staterooms will occupy the whole of the first and second decks, above the main deck, arranged in the form usual on the large inland steamers.

#### INQUIRIES AND ANSWERS.

WANTS TO START A GENERAL STORE.

A subscriber writes: "Do you know of any good point north on the C.P.R. where I could start a general store with a \$3,000 or \$4,000 stock?"

[Remarks: We cannot at the moment think of a suitable point, but will make inquiries. Perhaps some of our readers can supply the desired information.—EDITOR HARDWARE AND METAL.]





Ontario Nut Works, Paris  
**BROWN & CO.**  
Manufacturers of  
All sizes of Hot Pressed  
Nuts, Square and Hexagon

... FULL STOCK ...

**Salt Glazed Vitrified**



Double Strength Culvert Pipe  
a Specialty.

**THE CANADIAN SEWER PIPE CO.**

TORONTO, ONT. HAMILTON, ONT.  
ST. JOHNS, QUE.

## ASK FOR TINT CARD

Of 16 beautiful tints (and white) of that sanitary and absolutely permanent covering for the walls and ceilings of your rooms—Church's cold water Alabastine. The card will help you **every way**. Goodbye to the worry of constant wall-papering. Alabastine (never sold in bulk)

becomes as hard as the wall itself. It won't rub off, peel, or scale.

Painters use it and recommend it, but you can apply it yourself, if there is no painter handy—ask your dealer for the "**TINT CARD**" of

## ALABASTINE

For sale by paint dealers everywhere.

Free to any one who will mention this paper, a 45-page book, "The Decorator's Aid." It gives valuable information about wall and ceiling decorating.

**The Alabastine Co. (Limited), - Paris Ont.**

TRADE IN THE NORTHWEST SUPPLIED BY  
G. F. Stephens & Co., - Winnipeg, Man.  
Vancouver Hardware Co., - Vancouver, B.C.

# DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA

## "MAXWELL FAVORITE CHURN"

**PATENTED FEATURES:** Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive.

## LAWN MOWERS.

High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

## WHEELBARROWS.

In Four different sizes.

If your Wholesale House does not offer you these articles

**SEND DIRECT TO US.**



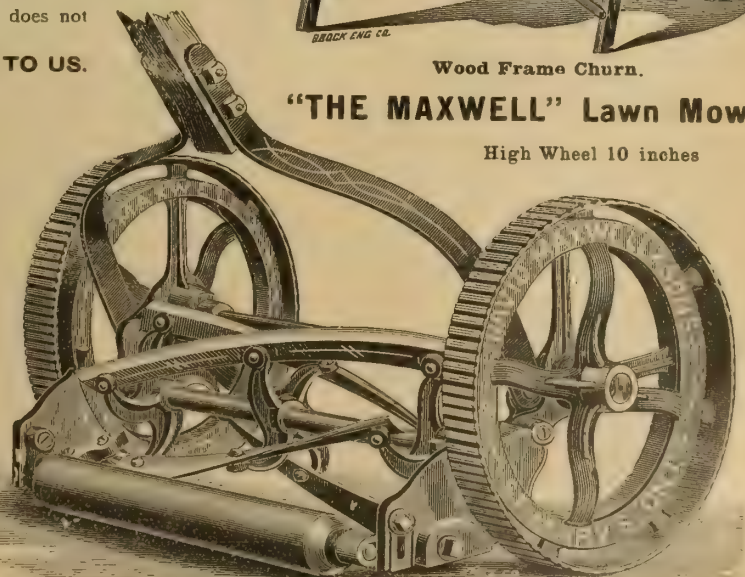
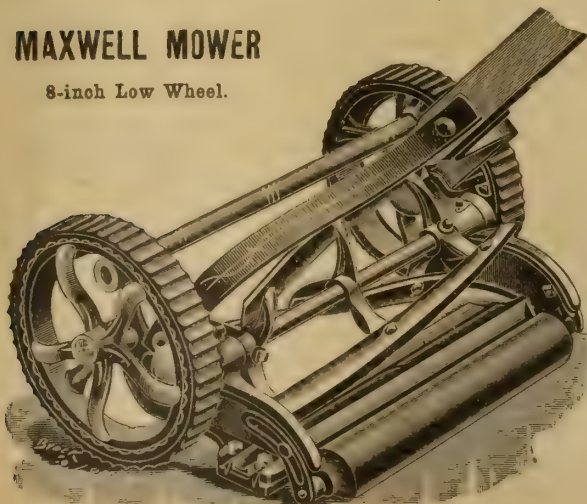
Wood Frame Churn.

## "THE MAXWELL" Lawn Mower

High Wheel 10 inches

## MAXWELL MOWER

8-inch Low Wheel.





**DOWN 150-FOOT STAIR ON A WHEEL**

PROFESSOR KILPATRICK thrills a great audience twice a day by riding on a bicycle down a stair 150 feet long without breaking his neck, according to *The New York Sunday World*. He has only one leg. His feat suggests the idea that if he had two legs he could ride down one of the steeples on St. Patrick's cathedral and land in Fifth avenue.

The sight of this strange speedway reminds one of Jacob's ladder. True it does not reach the celestial regions, but its upper extremity is so far obscured in the distant regions under the eaves at the north-west corner of Madison Square Garden that one might imagine almost anything.

It needs the muscles of 100 men, with a vast deal of puffing and grunting and squeaking of pulleys, to lower Kilpatrick's ladder from where it is stowed aloft during the earlier part of the show. People catch their breath when they see it, and nervous women vow that nothing shall induce them to watch a man, whether with one leg or two, scorch down the structure.

Picture a narrow wooden stairway, with steps about eight inches apart, dropping from roof to arena at an angle of about 40 deg. It would take some nerve to undertake the descent on foot, with a balustrade for support.

"M ta-rara!" brays the band, when the last guy rope has been made fast, and out into the ring pedals a man in white and red—white hat, red coat, white knickerbockers, red stocking, white shoe, red lace. This is Professor Kilpatrick.

With his one unimpaired leg he rides briskly around the arena once or twice, bending his head to the scattered hail of applause that greets him. Then, after dismounting and bowing, he takes his crutch from an attendant and hobbles over to the ladder. First he tries the strength of every rope. He does it methodically, with a grave expression of countenance. Then, very slowly, he begins to ascend the ladder, taking with his crutch one step at a time.

Each step he inspects with the scrutiny of one whose life may hang on the hazard of a splinter or a nail. Hence, his upward progress is slow and painful. It is followed by the spectators with growing interest.

This close, personal inspection of all the accessories to the feat appeals to the imagination of those who witness it.

As Kilpatrick proceeds, apparently unconscious of observation—wholly wrapped in the thought of minimizing the chances of death—a realization of the risk he is about to run impresses itself upon all minds.

And so, at length, he enters the shadows

at the top of the ladder and is nearly lost from view. There a bicycle is in readiness for him.

All necks are strained to see the start of that terrific descent. Kilpatrick's red and white costume shows but dimly at that distance, but those who are sharp-eyed see him mount, with the assistance of attendants.

The band stops playing. The silence can be felt. For many seconds the strain grows tenser.

Then rings out a sharp voice:

"Are you ready?"

"Yes!" is the reply that floats down from the roof.

"Then, go!"

A murmur rises and swells quickly to a roar. The red and white figure is seen to launch itself down the dizzy stairway. It grows larger, speeds faster.

In a moment it has lost all semblance of a man on a bicycle. It is simply a streak, a flash of red.

Three, four, five heart beats, and the tale is told. The speed lessens almost instantly. Kilpatrick is once more a human being in red and white. Within 200 yards he has dismounted, and is again bowing to the multitude.

Kilpatrick rides an Iver Johnson wheel in performing this feat.

**THE VALUE OF PUBLICITY.**

Human nature is prone to error, even in business and its management, remarks Stoves and Hardware Reporter. Napoleon made the mistake of his life by ignoring the influence of the French journals, even when he was master of half the world. He went to St. Helena and never came back. A great many business men who aspire to be Napoleons in their own spheres are guilty of making the same mistakes. They get along without the papers, without advertising. They may possibly learn in time that the public can get along without their goods.

**CAST HORSESHOES IN GERMANY.**

United States Consul Kehl writes from Stettin, February 9, 1900: "Cast horse-shoes are manufactured to considerable extent at Ueckermunde, close to Stettin. The shoes are cast without toe or heels, although heels can be attached, holes being left at the end of the curves for that purpose. A square groove, commencing about one inch from the end of each curve, is formed in the bottom part of each shoe. This groove is filled very tightly with one piece of three-fourth inch tarred hemp rope. The wholesale price for any size or shape is 36 marks (\$8.56) per 100 kilograms (220.46

lb.) A set of shoes (medium size) weighs 5½ lb. and would cost about 21c. wholesale."

**DETERMINING THE PROFIT.**

WHEN a hardware dealer first goes into business, one of the most puzzling questions that confronts him is the margin of profit to be charged on the goods, says Stoves and Hardware Reporter. This is even a difficult matter for the older dealers in the business, but is especially so to the novice. If he charges too much his sales are likely to be small, whereas if he goes to the other extreme his profits will shrink and he may not be able to make more than a living from his investment, and not always that. Naturally, therefore, it is a matter which causes considerable anxiety before the correct basis is determined.

Like many other business questions, this is a matter which cannot be determined by a general rule. What would be the right profit in an individual case would not be sufficient in another. There is one point, however, that has a universal application and which cannot be ignored with safety. The actual cost to the dealer must first be determined. This cost is not covered alone by the amount of the bills, with the freight added. There are other considerations, such as rent, insurance, clerical hire, depreciation of stock, and all that goes to make up the expense account in the average store. Some merchants make a practice of charging to expense account the amounts they draw for personal expenses, but this is assuredly an error if the amount thus drawn is added to the total cost of the goods.

A novice in the business, especially if he has never engaged in mercantile pursuits, is apt to ignore these principles of establishing a selling price. If a pocket-knife is billed to him at \$1 and he sells it at \$1.25, he is apt to figure out that he has made 25c. by the transaction, whereas it is safe to say that he has made only one-half as much, after deducting the items of expense that should be added to the first cost. It is an actual fact that many dealers can never tell the exact profit they are making, whereas it is one of the safeguards against loss that the rate of profit should be determined as closely as possible, whether this be 10, 25 or even 50 per cent.

A busy summer is anticipated by Quebec merchants in consequence of the brisk building operations at Shawenegan Falls, Grand Mere and along the northern part of the Laurentide branch of the C.P.R. Over 2,000 men are engaged at Shawenegan Falls erecting pulp mills and other works.



THEIR CONVENIENCE IN OPERATION AND SPECIAL ECONOMY

MAKE OUR

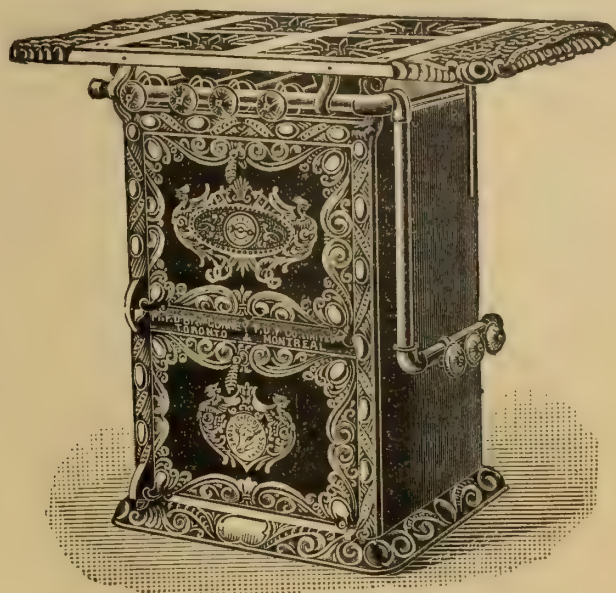
# OXFORD Gas Ranges

## SPLENDID SELLERS.

Their special values, reversible oven burner, improved oven burner lighter, and many other perfected details—as well as the comprehensive lines of sizes and styles, insure satisfaction to your customers.

Where gas is not used, "Quick Meal" Gasoline and Blue Flame Oil Stoves give the best value obtainable—their superiority has been thoroughly proved. We are sole Canadian agents for all "Quick Meal" lines.

Write now for catalogues. These lines cover every possible summer need.



**THE GURNEY FOUNDRY CO., Limited, Toronto, Winnipeg, Vancouver.**

THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

### IRON

{ Galvanized Sheets  
Black Sheets

### TINPLATES

{ Coke  
Charcoal  
Best Charcoal

### CANADA PLATES

{ Half Bright  
Galvanized

### OIL

{ Linseed  
Castor

### CEMENTS

{ English  
Belgian.

TO ARRIVE OR TO IMPORT.  
QUOTATIONS ON APPLICATION.

**J. Watterson & Co.**  
MONTREAL.

## HORSE POKES.

Improved  
L. X. L.

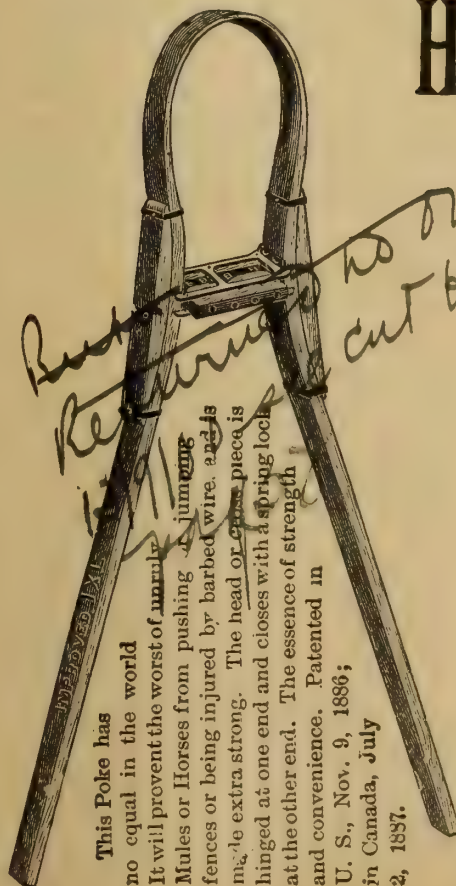
ALSO:

**Montreal,  
Climax,  
Dominion,  
Dictator,  
Champion.**

Ask your wholesale house for our make,  
or write

**Strathroy  
Manufacturing Co.**

STRATHROY, ONT.



This Pike has no equal in the world. It will prevent the worst of mauling Mules or Horses from pushing jumping fences or being injured by barbed wire, and is made extra strong. The head or cross piece is hinged at one end and closes with a spring lock at the other end. The essence of strength and convenience. Patented in U. S., Nov. 9, 1886; in Canada, July 2, 1887.



## ANCIENT LEAD.

THE etymology of the term "lead," says an English paper, has been the subject of much research, and, as a sequence, has given rise to great diversity of opinion. Professor Tychsen says that the word "bedil" has been applied to both lead and tin, and that it means "the separated." This may, therefore, be what Pliny calls "stannum"—lead from which the silver had not been wholly separated. The passage in Isaiah (chap. i., ver. 25) appears to afford a confirmation, because the word there is put in the plural—equivalent to *scoriæ*, as something separated by fusion. In the oldest passage where "bedil" occurs (namely, Numbers, chap. xxxi., ver. 22) the Seventy translate it by "oferet" (the Hebraic word for lead), and the Vulgate by "plumbum." The East has

## STILL ANOTHER NAME

for lead and tin—"anac," which occurs only in Amos (chap. vii., vers. 7 and 8), but is frequent in Syriac, Chaldaic and Armenian, and comprehends "plumbum," "nigrum" and "candidum." As tin was brought from India, it is not unreasonable to assume that the oldest name, like "tombak," might be Malayan; but in the Malayan, "tima" is the name for both lead and tin.

There can be little doubt that the *nigrum plumbum* of the ancients was our lead. This metal, according to Pliny, they obtained in two ways—from their own lead mines, or from lead ore, which, on fusion,

## GAVE PURE LEAD.

It may appear singular that the ancients had lead of this kind in such abundance that Pliny was able to give it special notice, but it must be remembered that in ancient times small attention was paid to a little admixture of silver, and that this metal was only separated (by the old and imperfect process of smelting) when it defrayed the cost, which it did not when a quintal of ore only contained a few ounces, or, at the most, 1 lb. of silver. Therefore such ores were then simply used as lead, although, of course, silver refiners of the present time would find a lucrative means of extracting the silver even from the lead of the ancients. It was the use of these ores that gave rise to the opinion that the lead, and even copper, with which some of the oldest buildings were covered had become argentiferous. This, of course, is impossible; it was because the ancients either did not know how, or did not think it worth the trouble, to separate from them

## THE NOBLE METAL.

At the same time, the ancients also obtained a considerable quantity of lead

from the argentiferous ores, from which they separated the silver and revived the lead. The ore was finely pulverized, or stamped; it was then washed and roasted, and formed into a powder. This was put into a furnace, and the first fusion gave a regulus consisting of silver and lead, called "stannum," and was the same substance known to the metallurgists as "werk." If it was desired to separate the silver, it was again fused, not in the same furnace, but in a special refining furnace with a hearth of lixiviated ashes. The substance obtained by this second fusion was silver and half-vitrified lead, which fell into the hearth. The lead (called by Pliny "galena"—a word which also denotes "molybdæna") was again fused or revived, which then gave pure lead. In this manner were obtained

## THREE DISTINCT PRODUCTIONS,

all used for commercial purposes: *stannum*, *galena* and *plumbum nigrum*. Pliny regarded these as component parts of lead ore.

The appellation "galena" seems to have been borrowed from foreign metallurgical works, probably from the Spanish. This is more probable than the derivation of Vossius from the Greek "*splendere*," especially as the Greeks have not the word "galena." Some writers have thought that Pliny gave three ways of obtaining lead only—from lead ore, argentiferous ore and galena; or that he meant that silver formed a third part, lead a third part, and slag a third part. Though it must be admitted that this passage of Pliny cannot be fully understood, it shows that the *stannum* of the ancients was neither tin nor a peculiar metal, but the *werk* of smelting houses. This has been confirmed by early writers on metallurgy—namely, Agricola, Excelius, Fallopius, Savot, Bernia and Jung.

The ancients used, as a peculiar metal,

## A MIXTURE OF GOLD AND SILVER,

because they were unacquainted with the art of separating them, and afterwards assigned to it the name of "*electrum*." In like manner they employed *stannum*, which was obtained in a similar manner in the fusion of silver. In all probability this *stannum* was employed as lead before they became acquainted with a method of separating the two metals, and continued in use long after they had discovered a process, partly from habit and partly because it answered the purpose and was very easily obtainable. If the ore subjected to fusion was abundant in silver, this mixture approached nearer to the noble metals; if poor in silver, it consisted chiefly of lead. When it consisted of silver and lead only (*stannum*) it was soft and ductile; but if intermixed with other metals difficult of

fusion, such as copper, iron or zinc, it was hard and brittle, and unsuitable for the purposes for which the *stannum* was employed.

## AMERICAN VS. ENGLISH LOCKS.

HARDWAREMAN, of Birmingham, Eng., in a recent issue had the following: "The style and general design of American locks presents as great a contrast to those of this country as the factories do. The American lock is mostly of cast iron, both as regards the outward frame and the interior bolts and fittings. The key is usually stamped out of steel, and for the most part presents a flat surface. But nickel-plating enters much more largely into lock-making in America than in England. The keys are invariably covered with a good coat of nickel, and in the best locks the bolts and other fittings present the same silvery hue. In the matter of door knobs and finger-plates, important developments have taken place during the last few years. The penchant of the English lock-maker towards round brass knobs, with common lacquer, finds no favor in America. They prefer bronze color, and instead of the plain round knob, the design is usually floriated in design, and frequently oval in shape. In the matter of finger-plates, the American certainly excels, and as they are stamped out of a soft metal at a single blow, they cost little to produce. But the ornamentation is beautiful, often a groundwork of light bronze, shaded at various points with happily blended colors. There are in the English lock trade many features of practical utility which the Americans do not excel in, but there is no doubt that the present-day lock production in America affords in many ways an object lesson of which the representatives of the trade in this country would do well, like the illustrious Captain Cuttle, to 'make a note of.'"

## MR. CROWDY TO VISIT ENGLAND.

Mr. G. J. Crowdy, of Montreal, was in Toronto on Monday on his way home from a business visit as far west as Hamilton. Mr. Crowdy leaves in a few days per ss. *Lake Megantic* for Great Britain. He will be accompanied by Mrs. Crowdy, and will be away a couple of months.

New machinery is being installed in the Kamloops, B.C., sawmill.

Work at the new steel casting works, The Wm. Kennedy & Sons, Limited, Owen Sound, Ont., has now actively commenced. Last week the moulds were made ready, and on Monday evening the first cast was made. It was highly successful, and chemical tests have demonstrated that an excellent quality of steel was produced.



**ALEXANDER GIBB**

Manufacturers' Agent and Metal Broker  
15 St. John Street, Montreal.

Representing British and American manufacturers of  
Tinplates, Tinned Sheets, Terne Plates, Canada Plates, Gal-  
vanized Sheets, Imitation Russia Sheets, Black Sheets—Iron  
and Steel—Hoops and Bands, Proved Coil Chain, Brass and  
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.

**VanTuyl & Fairbank**

Petrolia, Ont.

Headquarters for...

Oil and Artesian Well  
Pumps, Casing, Tubing  
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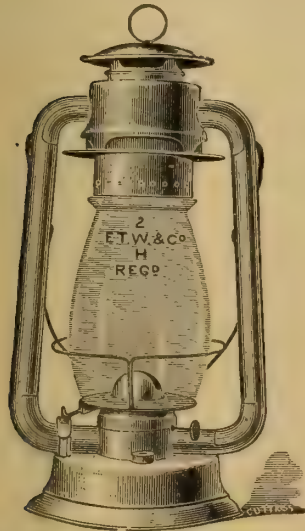
**R. C. LEVESCONTE**

Barrister, Solicitor, Notary, Etc.

THE McKINNON BUILDING  
Cor. Jordan and Melinda Streets

... TORONTO

Telephone 689.  
Cable "LeVesconte" Toronto.



**E. T. WRIGHT & CO.**

Hamilton, Ont.

Ask your Jobber for **WRIGHT'S**

The only genuine  
Cold Blast Lantern made.

**"JARDINE"**

**TIRE UPSETTERS  
WILL UPSET TIRTS**

Some machines sold as Upsetter will not.  
Perhaps you make as much money on the  
sale of a useless Upsetter as on a good  
one, but your customer does not. He  
don't want a machine because it is called  
an Upsetter he wants a machine to upset  
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

**A. B. JARDINE & CO.**  
**HESPELER, ONT.**

**...FREE**  
To anyone for the asking

**1900 Catalogue, showing complete line  
Tinnners' and Roofers' Supplies.**

Large Stock, Great Variety, Prompt Shipments. **GET OUR PRICES.**

**BERGER BROS. CO.,**  
231 AND 237 ARCH STREET, - PHILADELPHIA  
Factory—3114-16-18 and 20 North 17th Street.

**Nobles & Hoare.**

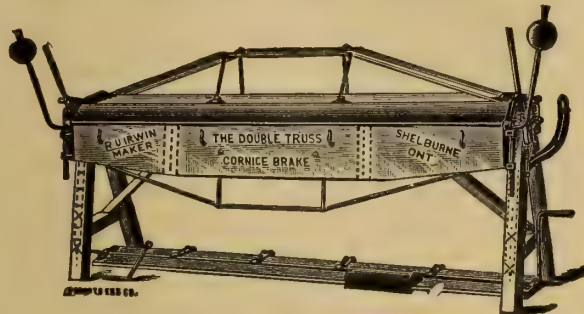
CORNWALL ROAD STAMFORD STREET.

**LONDON, ENG.**

Manufacturers of

**HIGH-CLASS VARNISHES ONLY**

Which can be obtained direct from the works  
or from the principal Color Dealers in Canada.



This eight-foot Brake bends 22-gauge iron  
and lighter, straight and true.

**Price, \$50**

Very handy beader attachment, \$10 extra  
if required.

Send for circulars and testimonials to

**The Double Truss Cornice  
Brake Co. SHELBURNE, ONT.**

**STEVENS IDEAL, NO. 44**

This is as reliable and  
accurate a rifle as can be  
constructed. Placed at a  
moderate price to meet the  
demand for such a rifle. It  
is recommended without  
qualification and fully guar-

anteed. Made in the following styles:

.22 Long-Rifle R. F., .25 Stevens R. F., and .32 Long R. F. Standard length of barrel for rim-fire  
cartridges, 24 inches. Weight 7 3/4 pounds.

.25-20 Stevens C. F., .32-40 C. F., .38-55 C. F., and .44-40 (.44 W. C. F) Standard length of barrel  
for center-fire cartridges, 26 inches. Weight, 7 3/4 pounds.

Half-octagon barrel, oiled walnut stock and fore-arm, rifle butt, case-hardened receiver, sporting rear  
and Rocky Mountain front sight.

Price, with standard length of barrel, \$13.00.

Can be obtained of any of the leading jobbers in Canada at liberal discount from this price.

Send for complete catalogue of our full line of Rifles, Pistols and Machinists' Tools.

**J. Stevens Arms & Tool Co., P. O. Box 217, Chicopee Falls, Mass., U.S.A.**

**HUTCHISON, SHURLY & DERRETT**

**DOVERCOURT  
TWIN MILLS.**

**1078 BLOOR STREET WEST  
TORONTO.**

Having equipped our Factory with entirely new machinery, we are prepared  
to furnish the best made goods in the market at closest prices and make  
prompt shipments.

**Hand Laid Cotton Rope and Clothes Lines,  
Cotton and Russian Hemp Plough Lines, plain and colored.  
Cotton and Linen Fish Lines, laid and braided.  
Netted Hammocks, white and colored, Tennis and Fly Nets,  
Skipping Ropes, Jute, Hemp and Flax Twines.**



**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**A** MEETING of the creditors of C. B. Poisson, general merchant, St. Sophie de Levrard, Que., will be held on May 4.

Assignment has been demanded of Arthur Toupin, builder, Montreal.

G. Moore, hardware dealer, Aylmer, Que., is offering to compromise.

E. J. Hartley, general merchant, Everett, Ont., has assigned to R. G. Hector.

Eugene Paquin, contractor, St. Henri de Montreal, Que., has assigned on demand.

Assignment has been demanded of A. Landry, general merchant, Little Metis, Que.

Joseph Leduc, general merchant, St. Isidore de Prescott, Ont., is offering 50c. on the dollar.

A. Kent has been appointed curator of Desjardins & Frere, hardware dealers, Lachine, Que.

Joseph Loranger, general merchant, Berthierville, Que., has assigned, and a meeting of creditors has been called.

The Selkirk Trading Co., Limited, general merchants, Selkirk, Man., have assigned to C. H. Newton all their real estate, etc., which may be sold under execution.

PARTNERSHIPS FORMED AND DISSOLVED.

Raney, Selby & Co., founders and machinists, Kingston, Ont., have dissolved, and Charles Selby continues.

SALES MADE AND PENDING.

The stock of Joseph St. Julien, general merchant, Rigaud, Que., has been sold.

Burnet & Cromarty, blacksmiths, Galt, Ont., are advertising their business for sale.

The stock, etc., of The Mills Co., general merchants, Arden, Ont., is advertised for sale by auction.

The stock of F. E. Tourigny & Co., general merchants, Yamaska, Que., has been sold at 63½c. on the dollar.

The stock of the estate of Oliver & Byron, general merchants, Selkirk West, Man., has been sold at 70½c. on the dollar.

CHANGES.

Brown Bros., bicycle dealers, Florence, Ont., are closing their business.

John Gray, general merchant, Coldwater, Ont., has retired from business.

Charles Pangborn, blacksmith, Dutton, Ont., has sold out to James Bruce.

D. McNutt, general merchant, Jeffrey, N.B., has sold out to B. K. Lisson.

Brown & Co., general merchants, Ashdown, Ont., have removed to Rosseau.

McLevey Bros., blacksmiths, Florence, Ont., have sold out to Hodge & Malampy.

John T. Weeks, general merchant, Alberton, P.E.I., has sold the balance of his stock to Woodman Bros.

Alex. Hollister, carriagemaker, etc., Deloraine, Man., has sold out to C. L. Bissett.

Wm. P. Kearney has registered as proprietor of The Rubber Tire Wheel Co., Montreal.

W. J. Edwards, hardware dealer, Ochre River, Man., has been succeeded by John Graham.

Murray & McGougan are starting a general store in Kensington, P.E.I., in succession to E. H. Beer & Co.

FIRES.

The estate of H. L. Drew, general merchant, Fitch Bay, Que., has been burned out; insured.

Laurin & Co., hardware dealers, etc., Pointe Gatineau, Que., have been burned out; partially insured.

DEATHS.

Leon Charlebois, sr., general merchant, Pointe Claire, Que., is dead.

James Duke, of Duke & Wallace, blacksmiths, etc., Vancouver, is dead.

Robert Cowans, of John McDougall & Co., manufacturers of carriage wheels, Montreal, is dead.

**PUNCHING HOLES WITH A RIFLE.**

"Up at my camp near the Four Peaks," told Jim Bark, the well-known cattleman, "the boys are all handy with a rifle. We've a lot of guns up there. The old-fashioned black powder Winchester has been discarded, and nothing but the best goes. Most of the new guns were bought during the Spanish War, when we would experiment all day with tree trunks and rough trenches, learning the art of war at home. We found that a bullet from one of the new Winchesters, driven by smokeless powder, was good for four feet and more of pine timber and for more than an inch of iron.

"I thought the boys had done about everything in the shooting line that could be done long ago, but I was mistaken. I sent them up a wagon. In hauling down some firewood they broke the bolsters all to flinders. The bolsters hold up the wagon bed, you know. Well, the boys figured out all right the rebuilding of the wood parts, but came near being stumped on the iron fixings. They got some old iron wagon tires and cut them in proper lengths, but hadn't a way that they could see to punch the necessary bolt holes. Finally, the question was solved. One of the boys carefully marked the places for the bolts, stood the piece of tire against a tree, and put a bullet, 30 calibre, through the tire at each place marked. It was a novel sort of blacksmithing, but it worked." — The Arizona Grapevine.

**INQUIRIES REGARDING CANADIAN PRODUCTS.**

**T**HE following were among the most recent inquiries relating to Canadian trade received at the Canadian Government offices in London:

1. A firm of carriage-builders, who purpose sending a representative to Canada this year, make inquiry respecting the opening that exists for their goods in the Dominion.

2. An English firm in Boulogne, who are making arrangements for the sale in France of Canadian hams, bacon and cheese, ask to be placed in communication with exporters prepared to consign direct for sale on commission or otherwise.

3. An Irish merchant wishes to be placed in communication with Canadian manufacturers of shop-fittings, such as mahogany counter cases for displaying cigars, cigarettes and other goods.

4. The publishers of a trade circular, which has for its object the endeavor to facilitate commercial relations with Holland, express their willingness to forward a copy of the work to any Canadian firm who may care to correspond with them.

5. A Glasgow firm desire to be placed in communication with Canadian manufacturers of wooden rings for sieves.

6. A firm of papermakers' agents, who are desirous of bringing Canadian papers more prominently before British consumers, ask to be placed in communication with mill-owners in the Dominion who may be in a position to offer any of their output not required locally.

The names of the firms making the above inquiries can be obtained on application to the editor of **HARDWARE AND METAL**.

**TRADE IN DAWSON CITY.**

The United States Deputy Consul at Dawson City writes under date of February 28:

"Business in Dawson City this season has been very quiet, without, however, any great change in prices. The burnt district is again covered with buildings, mostly of one storey only, and not as substantial in character as those destroyed, which indicates that there is doubt in the minds of the property owners as to what will be the condition of business affairs next summer, after the exodus to Nome takes place.

"Notwithstanding the difficulties and dangers attending a trip of from 1,200 to 1,400 miles over snow and ice in the most inclement season of the year, no less than 700 people left Dawson for Nome between December 4, 1899, and March 1, 1900, and thousands more are getting ready to leave in the spring by the first boats for the new Eldorado. Most encouraging reports have been received from Nome.

"The output for this season is estimated at from \$20,000,000 to \$25,000,000, or about double that of a year ago, which large increase is chiefly due to improved methods of working the mines."



## CANADA IRON FURNACE CO.,

Manufacturer of Limited

## CHARCOAL Pig IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que.  
Lac a lac Tortue.Three Rivers.  
Grand Piles.

Geo. E. Drummond,

Managing-Director and Treasurer

James Warnock &amp; Co., - Galt, Ont.

We Manufacture

AXES, PICKS

MATTOCKS, MASONS'

and SMITH HAMMERS  
and MECHANICS' EDGE  
TOOLS.

All our goods are guaranteed.

## CURRENT MARKET QUOTATIONS.

April 27, 1930.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

## METALS.

## Tin.

Lamb and Flag—  
56 and 28 lb. ingots, per lb. 0 37 0 38  
traits ..... 0 37 0 38

## Tinplates.

Charcoal Plates—Bright  
M.L.S., equal to Bradley, Per box \$7 00  
I.C., usual sizes ..... 8 50  
I.X., ..... 10 00  
I.X.X., ..... 10 00

Famous—  
I.C., ..... 6 50  
I.X., ..... 8 01  
I.X.X., ..... 9 00

Raven & Vulture Grades—  
I.C., usual sizes ..... 5 25  
I.X., ..... 6 25  
I.X.X., ..... 7 25  
I.X.X.X., ..... 8 25  
D.C., 12 1/2 x 17 ..... 4 75  
D.X., ..... 5 50  
D.X.X., ..... 7 50

## Coke Plates—Bright.

Bessemer Steel—  
I.C., usual sizes ..... 4 60  
I.C., special sizes, base, ..... 4 81  
20x28 ..... 9 50

## Charcoal Plates—Terns.

Dean or J. G. Grade—  
I.C., 20x28, 112 sheets ..... 9 50  
I.X., Terns Tin ..... 11 50

## Charcoal Tin Boiler Plates.

Cookley Grade—  
X X, 14x56, 50 sheet bxs } Per lb.  
" 14x60 " } 0 07 0 07 1/2  
" 14x65, " } 0 07 0 07 1/2

## Tinned Sheets.

72x30 up to 24 gauge ..... 0 08 0 08 1/2  
" 26 " ..... 0 08 1/2 0 09  
" 28 " ..... 0 09 0 09 1/2

## Iron and Steel.

Common Bar, per 100 lbs ..... 2 45 2 55  
Refined " ..... 2 85 2 95  
Horse Shoe Iron " ..... 2 70 2 80

Hoop steel, 1 1/2 to 3 in. base, ..... 3 25  
extra for smaller sizes ..... 4 00 4 25  
Swedish " ..... 2 85  
Sleigh Shoe Steel " base ..... 2 85  
Tire Steel ..... 3 25  
Machinery " ..... 0 10 0 14  
Cast Steel, per lb ..... 3 50  
Toe Calk Steel ..... 0 12 0 14  
Thos. Pirth & Sons' Cast Steel ..... 0 10 1/2 0 11  
Russian Sheet, per lb ..... 3 25  
Tank Plates, 1-5 and thicker. 3 00 3 25  
Boiler Rivets ..... 4 50 5 00

## Boiler Tubes.

1 1/2-inch ..... 0 13 0 14  
2 " ..... 0 15 0 16  
3 " ..... 0 18 0 19  
3 " ..... 0 19 0 20

## Steel Boiler Plate.

1/4 inch ..... 3 25  
3/16 inch ..... 3 40  
1/2 inch and thicker ..... 3 25

## Black Sheets.

18 gauge ..... 3 20

20 gauge ..... 3 20  
22 to 24 " ..... 3 31  
26 " ..... 3 41  
28 " ..... 3 60

## Canada Plates.

All dull, 52 sheets ..... 3 35 3 50  
Half polished ..... 3 45 3 60  
All bright ..... 3 85 4 00

## Iron Pipe.

Wrought pipe, per 100 feet, 1/4 to 3/4 inch, \$3.61; 1/2 inch, \$3.10; 3/4 inch, \$3.20; 1 inch, \$3.91; 1 1/4 inch, \$7.85; 1 1/2 inch, \$9.75; 2 inch, \$13.01. 2 1/2 to 6 inch, discount 45 p.c.  
Galvanized, 1/2 inch, \$1.31; 3/4 inch, \$6.35; 1 inch, \$3.01; 1 1/4 inch, \$12.45; 1 1/2 inch, \$13.75; 2 inch, \$19.90.

## Galvanized Sheets.

G.O. Comet. Amer. Head  
16 gauge ..... 4 50 4 35  
18 to 24 gauge 4 61 4 21  
26 " ..... 4 81 4 45  
28 " ..... 5 10 4 70 4 75 5 10  
Less than case lots, 15c. per 100 lb. additional.  
28 gauge: American equals 26 gauge English.

## Chain.

Proof Coil, 3-16 in., per 100 lb ..... 8 50  
" 5-16 " " ..... 6 00  
" 3/4 " " ..... 5 45  
" 7-16 " " ..... 5 15  
" 1 " " ..... 5 00  
" 1 1/4 " " ..... 4 81  
" 1 1/2 " " ..... 4 75  
Halter, kennel and post chains, 4" and 50 p.c.  
Cow ties ..... 40 p.c.  
Stall fixtures ..... 35 p.c.  
Trace chain ..... 25 and 5 p.c.  
Jack chain, iron, single and double, discount 31 p.c.  
Jack chain, brass, single and double, discount 40 p.c.

## Copper.

Ingot  
English B. S., ton lots ..... 0 19 1/2 0 20 1/2  
Lake Superior ..... 0 20 1/2 0 21 1/2

Cut lengths, round, 1/2 to 3/4 in. round and square  
1 to 2 inches ..... 0 23 1/2 0 25  
Sheet  
Untinned, 14 oz., and light, 16 oz., 14x49 and 14x60 ..... 0 23 0 23 1/2  
Untinned, 14 oz., and light, 16 oz., irregular sizes ..... 0 23 0 23 1/2  
Note.—Extra for tinning, 2 cents per pound, and tinning and half plating 3 cents per pound.

Tinned copper sheets ..... 0 26  
Planished ..... 0 32  
Braziers. (In sheets.)  
x6 ft. 25 to 30 lbs. ea., per lb. .... 0 25 1/2  
" 35 to 45 " ..... 0 24 1/2  
" 50-lb. and above, " ..... 0 23 1/2  
Boiler and T. K. Pitts.  
Plain Tinned, per lb ..... 0 28  
Spun, per lb ..... 0 32

## Brass.

Roll and Sheet, 14 to 30 gauge, 15 percent. Sheets, hard-rolled, 24 " ..... 0 24 0 25  
Tubing, base, per lb ..... 0 24 0 25

## Zinc Spelter

Foreign, per lb ..... 0 07 0 07 1/2  
Domestic " ..... 0 07 0 07 1/2

## Zinc Sheet.

5 cwt. casks ..... 0 07 1/2  
Part casks ..... 0 07 3/4

## Lead.

Imported Pig, per lb ..... 0 05  
Bar, 1 lb ..... 0 06 1/2  
Sheets, 2 1/2 lbs. sq. ft., by roll. .... 0 05 3/4

Sheets, 3 to 6 lbs., per sq. ft., by roll ..... 0 05 1/2  
NOTE.—Cut sheets 1/2 cent per lb. extra  
Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 15 percent discount f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 7 1/2 cents.

## Shot.

Ordinary, drop, \$5.25 per 100 lb.; chilled \$5.50 per 100 lb. F.O.B. Toronto: terms 3 percent cash, freight equalized on Montreal

Soil Pipe and Fittings.  
Discount, 50 percent, on medium and extra heavy, and 45 percent, on light.

## Solder.

Per lb. Per lb.  
Bar half-and-half ..... 0 21 0 22  
Refined ..... 0 20 1/2 0 21  
Wiping ..... 0 20 0 20 1/2

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

## Antimony.

Cookson's, per lb ..... 0 11 0 11 1/2  
White Lead, Percwt.

Pure, Assoc. guarantee, ground in oil  
25 lb. irons ..... 6 87 1/2  
No. 1 do ..... 6 50  
No. 2 do ..... 6 12 1/2  
No. 3 do ..... 5 75  
No. 4 do ..... 5 37 1/2  
Munro's Select Flake White ..... 7 12 1/2  
Elephant and Decorators' Pure ..... 6 87 1/2

## Red Lead.

Genuine, 560 lb. casks, per cwt. .... \$5 50  
Genuine, 100 lb. kegs, per cwt. .... 5 75  
No. 1, 560 lb. casks, per cwt. .... 5 25  
No. 1, 100 lb. kegs, per cwt. .... 5 00

## White Zinc Paint.

Elephant Snow White ..... 0 08 0 09  
Pure White Zinc ..... 0 08 0 09  
No. 1, casks ..... 0 06 0 07 1/2  
No. 2 ..... 0 05 0 06 1/2

## Dry White Lead.

Pure, casks ..... 5 75  
Pure, kegs ..... 5 25  
No. 1, casks ..... 5 00  
No. 1, kegs ..... 6 00

## Prepared Paints.

In 1/4, 1/2 and 1 gallon tins.)  
Pure, per gallon ..... 1 20  
Second qualities, per gallon ..... 1 00  
Barn (in bbls.) ..... 0 75 0 85  
The Sherwin-Williams Paints ..... 1 30  
Canada Paint Co's Pure ..... 1 20  
Sanderson Peary's Pure ..... 1 20  
Stewart & Wood's Champion Pure ..... 1 10

## Colors in Oil.

(25 lb. tins, Standard Quality.)  
Venetian Red, per lb ..... 0 05  
Chrome Yellow ..... 0 11  
Golden Ochre ..... 0 06  
French ..... 0 05  
Marine Black ..... 0 09  
Green ..... 0 08  
Chrom ..... 0 08  
French Imperial Green ..... 0 19

## Colors, Dry.

Yellow Ochre (J.C.) bbls ..... 1 35 1 40  
Yellow Ochre (J.F.L.S.) bbls ..... 2 75  
Yellow Ochre (Royal) ..... 1 10 1 15  
Brussels Ochre ..... 2 00  
Venetian Red (best), per cwt. 1 80 1 90  
English Oxides, per cwt. 3 00 3 25  
American Oxides, per cwt. 1 75 2 00  
Canadian Oxides, per cwt. 1 75 2 00  
Super Magnetic Oxides, 93 p.c. 2 00 2 25  
Burnt Sienna, pure, per lb. .... 0 10  
do Raw " ..... 0 09  
Drop Black, pure ..... 0 09  
Chrome Yellows, pure ..... 0 18  
Chrome Greens, pure, per lb. .... 0 12  
Golden Ochre ..... 0 03 1/2

Itramarine Blue in 28-lb boxes, per lb. .... 0 08 0 24  
Fire Proof Mineral, per 100 lb. .... 1 00  
Genuine Eng. Litharge, per lb ..... 0 07  
Mortar Color, per 100 lb. .... 1 25  
English Vermilion ..... 0 80  
Pure Indian Red, No. 45, lb. .... 0 08  
Whiting, per 100 lb. .... 0 55

Blue Stone.  
Casks, for spraying, per lb. .... 0 07  
100-lb. lots, do, per lb. .... 0 08

Putty.  
Bladders in bbls ..... 1 90  
Bladders in 100 or 200 lb. kegs or bxs 2 05  
Bulk in bbls., per 100 ..... 1 75  
Bulk in less quantities ..... 1 90  
25-lb. tins, 4 in case ..... 2 15  
12 1/2-lb. tins, 8 in case ..... 2 40

Varnishes.  
(In 5-gal. lots.) Per gal.  
Carriage, No. 1 ..... 1 45 1 65  
" body ..... 4 00 4 50  
" rubbing ..... 2 00 2 50  
Gold Size, Japan ..... 1 50 1 70  
Brown Japan ..... 1 20 1 40  
Elastic Oak ..... 1 45 1 65  
Furniture, extra ..... 1 20 1 40  
" No. 1 ..... 0 80 1 00  
Hard Oil Finish ..... 1 35 1 55  
Light Oil Finish ..... 1 60 1 80  
Demar. .... 1 65 1 85  
Shellac, white ..... 2 20 2 40  
" orange ..... 2 00 2 20  
Furniture Brown Japan ..... 0 80 1 00  
Black Japan ..... 1 20 1 40  
" No. 1 ..... 0 80 1 00

The Imperial Varnish & Color Co's., Limited  
Elastiline Varnish,  
1 gal. can, each,  
\$3.00.

Granatine Floor  
Finish, per gal.,  
\$2.75.

Maple Leaf  
Coach Enamels:  
Size 1, \$1.10;  
Size 2, 60c.; Size  
3, 40c. each.

Linseed Oil.  
Raw. Boiled.  
1 to 4 bbls delivered ..... \$0 74 \$0 77  
5 to 9 bbls ..... 73 76

Montreal, Toronto, Hamilton, Quebec,  
London, Ottawa, Kingston and Guelph,  
2c. less.

Turpentine.  
Single barrel ..... 0 74  
2 to 4 barrels ..... 0 75  
Freight allowed, Toronto, Hamilton, London, Guelph, 2c. less.

Castor Oil.  
East India, in cases, per lb. .... 0 (9) 0 10  
small lots ..... 0 10 0 10 1/2

Cod Oil, Etc.  
Cod Oil, per gal. .... 0 50 0 55  
Pure Olive ..... 1 20  
" Neatsfoot ..... 90

Glue.  
Common ..... 08 1/2 0 09  
French Medel ..... 0 14 0 14 1/2  
Cabinet, sheet ..... 0 12 0 13  
White, extra ..... 0 18 0 20  
Gelatine ..... 0 22 0 30  
Strip ..... 0 18 0 20  
Coopers ..... 0 19 0 20  
Huttner ..... 0 18

ONE QUART  
FOR  
INTERIOR OR EXTERIOR  
PALE PURPLE  
AND  
BRILLIANT  
THE IMPERIAL VARNISH & COLOR CO. LIMITED  
TORONTO, CANADA



# STEEL, PEECH & TOZER, Limited

Phoenix Special Steel Works. The Ickles, near Sheffield, England.

Manufacturers of

Axles and Forgings of all descriptions, Billets and Spring Steel, Tyre, Sleigh Shoe and Machinery Steel.

Sole Agents for Canada.

## JAMES HUTTON & CO., - MONTREAL

### HARDWARE.

#### Ammunition.

Cartridges.  
B. B. Caps, Dom., 50 and 5 per cent.  
Rim Fire Pistol, dis. 45 p. c., Amer.  
Rim Fire Cartridges, Dom., 50 and 5 p. c.  
Rim Fire, Military, net list, Amer.  
Central Fire Pistol and Rifle, 18 p. c. Amr  
Central Fire Cartridges, pistol sizes, Dom  
30 per cent.  
Central Fire Cartridges, Sporting and Mil-  
itary, Dom., 15 and 5 per cent.  
Central Fire, Military and Sporting, Amer.  
net list. B. B. Caps, discount 45 per cent.  
Amer.  
Loaded and empty Shells, "Trap" and  
"Dominion" grades, 25 per cent. Rival  
and Nitro, 10 p. c.  
Brass-shot Shells, 55 and 10 per cent.  
Primers, Dom., 30 per cent.

Wads. per lb.  
Best thick white felt wadding, in 3/4-lb  
bags. 1 00  
Best thick brown or grey felt wads, in  
3/4-lb. bags. 0 70  
Best thick white card wads, in boxes  
of 500 each, 12 and smaller gauges 0 99  
Best thick white card wads, in boxes  
of 500 each, 10 gauge. 0 35  
Best thick white card wads, in boxes  
of 500 each, 8 gauge. 0 55  
Thin card wads, in boxes of 1,000  
each, 12 and smaller gauges. 0 20  
Thin card wads, in boxes of 1,000  
each, 10 gauge. 0 25  
Thin card wads in boxes of 1,000  
each, 8 gauge. 0 25  
Chemically prepared black edge grey  
cloth wads, in boxes of 250 each—  
11 and 1 smaller gauge. 0 60  
9 and 11 gauges. 0 70  
7 and 8 gauges. 0 90  
5 and 6 gauges. 1 10  
Superior chemically prepared pink  
edge, best white cloth wads, in  
boxes of 250 each—  
11 and 1 smaller gauge. 1 15  
9 and 10 gauges. 1 40  
7 and 8 gauges. 1 65  
5 and 6 gauges. 1 90

#### Adzes.

Discount, 20 per cent.  
**Anvils.**  
Per lb. 10 0 12 1/2  
Anvil and Vise combined. 4 51  
Wilkinson & Co.'s Anvils. lb. 0 15 0 09 1/2  
Wilkinson & Co.'s Vices. lb. 0 13 0 10

#### Augers.

Gilmour's, discount 50 and 10 p. c. off list.  
**Axes.**  
Chopping Axes—  
Single bit, per doz. 5 51 10 00  
Double bit, " 12 00 13 01  
Bench Axes, 40 and 15 p. c.  
Broad Axes, 33 1/2 per cent.  
Hunters' Axes. 5 50 6 00  
Boy's Axes. 5 75 6 75  
Splitting Axes. 6 50 12 01  
Handled Axes. 7 00 10 00

#### Axle Grease.

Per gross. 5 50 6 00

#### Bath Tubs.

Zinc. 3 91 4 07  
Copper, discount 40 and 10 p. c. off revised list

#### Baths.

Standard Enamelled.  
5 1/2-inch rolled rim 1st quality. 30 00  
" 2nd. 23 00

#### Anti-Friction Metal.

Tandem " A. 0 23  
" B. 0 19  
" C. 0 11 1/2  
Magnolia Anti-Friction Metal, per lb. 0 25

#### Bells.

Hand.

Brass, 60 per cent.  
Nickel, 55 per cent.

#### Cow.

American make, discount 68 1/2 per cent.  
Canadian, discount 45 and 50 per cent.

#### Door.

Gongs, Sargent's. 5 50 8 00  
" Peterboro', discount 27 1/2 per cent.

Farm.  
American, each. 1 25 3 00  
House.  
American, per lb. 0 35 0 40  
**Bel lows.**  
Hand, per doz. 3 35 4 75  
Moulders, per doz. 7 50 10 00  
Blacksmiths, discount 40 per cent.  
**Belting.**  
Extra, 50 and 10 per cent.  
Standard, 60 per cent.  
No. 1 Agricultural, 60 and 10 p. c.  
**Bits.**  
Auger.  
Gilmour's, discount 50 and 10 per cent.  
Rockford, 50 and 10 per cent.  
Jennings' Gen., net list.  
Car.  
Gilmour's, 47 1/2 to 50 per cent.  
Expansive.  
Clark's, 40 per cent.

Gimlet. 0 65 0 90  
Diamond, shell, per doz. 1 00 1 50  
Nail and Spike, per gross. 2 25 5 20

#### Blind and Bed Staples.

All sizes, per lb. 0 07 1/2 0 12

#### Bolts and Nuts. Per cent.

Norway Bolts, full square. 65  
Common Carriage Bolts, all sizes. 50  
" full square. 65  
Machine Bolts, all sizes. 52 1/2  
Coach Screws. 65  
Sleigh Shoe Bolts. 70  
Blank Bolts. 52 1/2  
Bot's Ends. 62 1/2  
Nuts, square. 3 1/2  
Nuts, hexagon. 4c. off  
Tapping Nuts. 60  
Tire Bolts. 60  
Stove Bolts. 60 and 10  
Stove rod, per lb. 5 1/2 to 6c.  
Plough Bolts. 50

#### Root Calks.

Small and medium, ball, per M. 4 25  
Small heel, per M. 4 50

#### Bright Wire Goods.

Discount. 55 per cent.

#### Broilers.

Light, dis. 65 to 67 1/2 per cent.  
Reversible, dis. 65 to 67 1/2 per cent.  
Vegetable, per doz., dis. 37 1/2 per cent.

Henis, No. 8. 6 00  
Henis, No. 9. 7 00  
Queen City. 7 50 0 00

#### Butchers' Cleavers.

German, per doz. 6 00 11 00  
American, per doz. 12 00 20 00

#### Building Paper, Etc.

Plain building, per roll. 0 33  
Tarred lining, per roll. 0 40  
Tarred roofing, per 100 lb. 1 60  
Coal Tar, per barrel. 3 50  
Pitch, per 100-lb. 0 81  
Carpet felt, per ton. 45 00

#### Butt.

Wrought Brass, net revised list  
Cast Iron.  
Loose Pin, dis. 6 per cent.  
Wrought Steel.  
Fast Joint, dis. 6 and 10 per cent.  
Loose Pin, dis. 6 and 10 per cent.  
Berlin Bronzed, dis. 70, 70 and 5 per cent.  
Gen. Bronzed, per pair. 0 40 0 65

#### Carpet Stretchers.

American, per doz. 1 00 1 50  
Bullard's, per doz. 6 50

#### Castors.

Bed, new list, dis. 55 to 57 1/2 per cent.  
Plate, dis. 52 1/2 to 57 1/2 per cent.

#### Cattle Leaders.

Nos. 31 and 32, per gross. 50 9 50

#### Cement.

Canadian Portland. 2 83 3 03  
English. 3 00  
Belgian. 2 75 3 00  
Canadian hydraulic. 1 00 1 10

#### Chalk.

Carpenters, Colored, per gross. 0 45 0 75  
White lump, per cwt. 0 60 0 65  
Red. 0 05 0 06  
Crayon, per gross. 0 14 0 18

### Chisels.

Socket, Framing and Firmer.  
Broad's, dis. 60 and 5 per cent.  
Warnock's, dis. 60 per cent.

### Churns.

Revolving Churns, metal frames—No. 0, \$8—  
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—  
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,  
wood frames—20c. each less than above.  
Discounts: Delivered from factories, 18  
p. c.; from stock in Montreal, 56 p. c.  
Terms, 3 months or 3 p. c. cash in 30 days.

### Closets.

Plain Ontario Syphon Jet. \$8 00  
Emb. Ontario Syphon Jet. 8 50  
Fittings. 1 00  
Plain Teutonic Syphon Washout. 4 75  
Emb. Teutonic Syphon Washout. 5 25  
Fittings. 1 00  
Plain Richelieu. 4 75  
Emb. Richelieu. 5 00  
Fittings. 1 25  
Closest connection. 1 25  
Basins, round, 14 in. 0 65  
" oval, 17 x 14 in. 1 55  
" 19 x 15 in. 2 30

### Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

### Cradles, Grain.

Canadian, dis. 25 to 33 1/2 per cent.

### Crosscut Saw Handles.

S. & D., No. 3, per pair. 17 1/2  
" 5, 22 1/2  
" 10, 30  
Boynton pattern. 20

### Door Springs.

Torrey's Rod, per doz. (15 p. c.) 2 00  
Coil, per doz. 0 88 1 60  
English, per doz. 2 00 4 00

### Draw Knives.

Broad's, dis. 60 to 60 and 7 1/2 per cent.  
Warnock's, dis. 60 to 60 and 7 1/2 per cent.

### Drills.

Miller's Falls, per doz. net list.

### DRILL BITS.

Morse, dis. 37 1/2 to 40 per cent.  
Standard, dis. 50 and 5 to 55 per cent.

### ELBOWS. (Stovepipe.)

No. 1, per doz. 1 80  
No. 2, per doz. 1 60

### ES-CUTCHEONS.

Discount, 27 1/2 per cent.

### ES-CUTCHEON PINS.

Discount off revised list, 40 per cent.

### FACTORY MILK CANS.

Discount off revised list, 40 per cent.

### FILES.

Black Diamond, 50 and 10 to 63 per cent.  
Kearney & Foste, 50 and 10 per cent. to 60,  
10, 10.

### FORKS.

Hay, manure, etc., dis. 50 and 10 per cent  
revised list.

### FRUIT PRESSES.

Henis', per doz. 3 25 3 50  
Shepard's Queen City, dis. 15 per cent.

### GLASS—Window—Box Price.

Star D. Diamond  
Size Per Per Per  
Inches 50 ft. 100 ft. 50 ft. 100 ft.

Under 26. 2 20 4 20 6 25  
26 to 40. 2 40 4 60 7 00  
41 to 50. 5 00 7 50  
51 to 60. 5 25 8 25  
61 to 70. 5 61 9 50  
71 to 80. 6 00 10 50  
81 to 85. 6 85 11 50  
86 to 90. 7 65 13 50  
91 to 95. 15 00  
96 to 100. 18 00  
101 to 105. 20 00  
106 to 110. 23 00  
111 to 115. 27 00

16 x 16 10 per cent. off.

### GAUGES.

Marking, Mortise, Etc.  
Stanley's dis. 50 to 55 per cent.  
Wire Gauges.

Winn's, Nos. 26 to 33, each. 1 65 2 40

### HALTERS.

Rope, 3/8 per gross. 9 00  
" 1/2 to 3/4. 14 00  
Leather, 1 in., per doz. 3 87 1/2 4 00  
" 1 1/4 in. 5 15 5 20  
Web, — per doz. 1 87 2 45

### HAMMERS.

Nail  
Maydole's, dis. 5 to 10 per cent. Can. dis.  
25 to 27 1/2 per cent.

Tack. 1 10 1 20  
Magnetic, per doz. 0 07 1/2 0 08 1/2  
Canadian, per lb. 0 07 1/2 0 08 1/2

### Ball Pean.

English and Can., per lb. 0 22 0 25

### HANDLES.

Axe, per doz., net. 1 50 2 00  
Store door, per doz. 1 00 1 50

### Fork.

C. & B., dis. 40 per cent. rev. list.  
Hoe.  
C. & B., dis. 40 per cent. rev. list.  
Saw.  
American, per doz. 1 00 1 25  
Plane.  
American, per gross. 3 15 3 75  
Hammer and Hatchet.  
Canadian, 40 per cent.  
Cross-Cut Saws.  
Canadian, per pair. 0 13 1/2

### HANGERS. doz. pairs

Steel barn door. 5 85 6 00  
Stearns, 4 inch. 5 00  
" 5 inch. 6 50

### Lane's covered.

No. 11, 5-ft. run. 8 40  
No. 11 1/2, 10-ft. run. 10 80  
No. 12, 10-ft. run. 12 60  
No. 14, 15-ft. run. 21 00  
Lane's O.N.T. track, per foot. 4 1/2

### HARVEST TOOLS.

Discount, 50 and 10 per cent.

### HATCHETS.

Canadian, dis. 40 to 42 1/2 per cent.

### HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent  
Heavy T and strap, 4-in., per lb. 0 16 1/2  
" 5-in. " 0 06 1/2  
" 6-in. " 0 18  
" 8-in. " 0 05 1/2  
" 10-in. " 0 15 1/2

### Light T and strap. dis. 60 and 5 per cent.

Screw hook and hinge—  
6 to 12 in., per 100 lbs. 4 50  
14 in. up, per 100 lbs. 3 50  
Spring. Per gro. pair 12 10

### HOES.

Garden, Mortar, etc., dis. 50 and 10 p. c.  
Planter, per doz. 4 00 4 50

### HOLLOW WARE.

Discount, 45 and 5 per cent

### HOOKS.

Cast Iron.  
Bird Cage, per doz. 0 50 1 10  
Clothes Line, per doz. 0 27 0 63  
Harness, per doz. 0 72 0 88  
Hat and Coat, per gross. 1 00 3 00  
Chandelier, per doz. 0 50 1 00

### Wrought Iron.

Wrought Hooks and Staples, Can., ls.  
47 1/2 per cent.

### Wire.

Hat and Coat, discount 45 per cent.  
Belt, per 1,000. 0 60  
Screw, bright, dis. 55 per cent.

### HORSE NAILS.

"C" brand 50 p. c. dis. Oval head.  
"M" brand 50 p. c.

Acadian, countersunk head and oval  
top, 50 and 10 per cent.



# THOS. FIRTH & SONS, Limited, SHEFFIELD

## Tool Steel and Rock Drill Steel

The Standard for past 50 years  
in Canada and United States.

ALWAYS CARRIED IN STOCK.



### H. W. DECOURTENAY & Co.

Sole Agents for Canada.

476 St. Paul St., MONTREAL.

Always Specify this BRAND When Ordering.



#### HORSESHOES.

| Iron Shoes.                | F.O.B. Toronto<br>No. 2<br>and<br>larger, smaller | No. 1<br>and<br>larger, smaller |
|----------------------------|---------------------------------------------------|---------------------------------|
| Light, medium, and heavy.  | 4 05                                              | 4 30                            |
| Snow shoes.                | 4 31                                              | 4 55                            |
| Steel Shoes.               |                                                   |                                 |
| Light.                     | 4 35                                              | 4 61                            |
| Featherweight (all sizes). | 5 61                                              | 5 61                            |
| Toe weight steel shoes.    |                                                   | 6 70                            |

#### JAPANNED WARE.

Discount, 45 and 5 per cent. off list, June, 1899.

#### ICE PICKS.

|                |      |      |
|----------------|------|------|
| Star, per doz. | 3 00 | 3 25 |
|----------------|------|------|

#### KETTLES.

|                                        |      |  |
|----------------------------------------|------|--|
| Brass spun, 7½ p.c. dia. off new list. |      |  |
| Copper, per lb.                        | 0 30 |  |
| American, 60 and 10 to 65 and 5 p.c.   |      |  |

#### KEYS.

|                              |    |  |
|------------------------------|----|--|
| Lock, Can., dia., 27½ p.c.   |    |  |
| Cabinet, trunk, and padlock, |    |  |
| Am. per gross.               | 60 |  |

#### KNOBS.

|                                               |      |      |
|-----------------------------------------------|------|------|
| Door japanned and N.P., per doz.              | 1 52 | 2 50 |
| Bronze, Berlin, per doz.                      | 2 75 | 3 25 |
| Bronze Gunite, per doz.                       | 6 00 | 9 00 |
| Shutter, porcelain, F. & L. screw, per gross. | 1 30 | 4 00 |
| White door knobs—per doz.                     | 1 25 |      |

#### HAY KNIVES.

|                               |  |  |
|-------------------------------|--|--|
| Discount, 50 and 11 per cent. |  |  |
|-------------------------------|--|--|

#### LAMP WICKS.

|                        |  |  |
|------------------------|--|--|
| Discount, 60 per cent. |  |  |
|------------------------|--|--|

#### LANTERNS.

|                                 |      |  |
|---------------------------------|------|--|
| Cold Blast, per doz.            | 7 50 |  |
| No. 1, "Wright's," per doz.     | 8 50 |  |
| Ordinary with O burner.         | 4 25 |  |
| Dashboard, cold blast.          | 9 50 |  |
| No. 0.                          | 6 00 |  |
| Japanning, 50c. per doz. extra. |      |  |

#### LEMON SQUEEZERS.

|                  | per doz. |      |
|------------------|----------|------|
| Porcelain lined. | 2 21     | 5 60 |
| Galvanized.      | 1 87     | 3 85 |
| King, wood.      | 2 75     | 2 91 |
| King, glass.     | 4 00     | 4 50 |
| All glass.       | 1 21     | 1 30 |

#### LINES.

|                  |      |      |
|------------------|------|------|
| Fish, per gross. | 1 05 | 2 50 |
| Chalk.           | 1 90 | 7 40 |

#### LOCKS.

|                           |      |      |
|---------------------------|------|------|
| Canadian, dia. 27½ p.c.   |      |      |
| Russell & Erwin, per doz. | 3 05 | 3 25 |
| Cabinet.                  |      |      |

#### PADLOCKS.

|                            |      |      |
|----------------------------|------|------|
| English and Am., per doz.  | 50   | 6 00 |
| Scanlinian.                | 1 00 | 2 40 |
| Eagle, dia. 15 to 17½ p.c. |      |      |

#### MACHINE SCREWS.

|                              |  |  |
|------------------------------|--|--|
| Flat head, discount 25 p.c.  |  |  |
| Round head, discount 20 p.c. |  |  |

#### MALLETS.

|                                |      |      |
|--------------------------------|------|------|
| Tinsmiths', per doz.           | 1 25 | 1 50 |
| Carpenter's, hickory, per doz. | 1 25 | 3 75 |
| Lignum Vitae, per doz.         | 3 85 | 5 00 |
| Caulking, each.                | 63   | 2 00 |

#### MATTOCKS.

|                    |      |      |
|--------------------|------|------|
| Canadian, per doz. | 8 50 | 1 00 |
|--------------------|------|------|

#### NEAT CUTTERS.

|                              |  |  |
|------------------------------|--|--|
| American, dia. 25 to 30 p.c. |  |  |
| German, 15 per cent.         |  |  |

#### MILK CAN TRIMMINGS.

|                        |  |  |
|------------------------|--|--|
| Discount, 25 per cent. |  |  |
|------------------------|--|--|

#### NAILS.

| Quotations are:               | Cut.   | Wire.  |
|-------------------------------|--------|--------|
| 2d. and 3d.                   | \$3 85 | \$4 50 |
| 3d.                           | 3 51   | 4 15   |
| 4 and 5 l.                    | 3 25   | 4 00   |
| 6 and 7 l.                    | 3 15   | 3 85   |
| 8 and 9 l.                    | 3 01   | 3 65   |
| 10 and 12 l.                  | 2 91   | 3 60   |
| 16 and 20 l.                  | 2 91   | 3 55   |
| 30, 40, 50 and 60 l. (basel.) | 2 85   | 3 50   |
| Steel Cut Nails 10c. extra.   |        |        |

#### NAIL PULLERS.

|                      |      |      |
|----------------------|------|------|
| German and American. | 1 85 | 3 50 |
|----------------------|------|------|

#### NAIL SETS

|                             |       |       |
|-----------------------------|-------|-------|
| Square, round, and octagon, | 3 38  | 4 00  |
| per gross.                  |       |       |
| Diamond.                    | 12 00 | 15 00 |

#### NETTING.

|                                       |             |  |
|---------------------------------------|-------------|--|
| Poultry, 45 per cent. for McMullen's. |             |  |
| OAKUM.                                | Per 100 lb. |  |
| Navy.                                 | 6 00        |  |
| U. S. Navy.                           | 7 25        |  |

#### OIL.

|                           |       |  |
|---------------------------|-------|--|
| Canada refined (Toronto). | 0 13½ |  |
| Sarnia Water White.       | 0 15  |  |
| Pratt's Astral.           | 0 18  |  |
| Sarnia, Prime White.      | 0 14  |  |
| American w. w.            | 0 16½ |  |

#### OILERS.

|                                                              |      |       |
|--------------------------------------------------------------|------|-------|
| McClary's Model galvan. oil can, with pump, 5 gal., per doz. | 0 00 | 10 00 |
| Zinc and tin, dia. 50, 50 and 10.                            |      |       |
| Copper, per doz.                                             | 1 25 | 3 50  |
| Brass.                                                       | 1 50 | 3 50  |
| Malleable, dia. 25 per cent.                                 |      |       |

#### PAIS.

|                                                 |  |  |
|-------------------------------------------------|--|--|
| Galvanized nails, discount 45 per cent.         |  |  |
| Galvanized flaring pails, discount 45 per cent. |  |  |
| Galvanized wash tubs, discount 45 per cent.     |  |  |

#### PIECED WARE.

|                                             |  |  |
|---------------------------------------------|--|--|
| Discount 40 per cent. off list, June, 1899. |  |  |
|---------------------------------------------|--|--|

#### PICKS.

|            |      |      |
|------------|------|------|
| P. r. doz. | 6 00 | 9 00 |
|------------|------|------|

#### PICTURE NAILS.

|                            |      |      |
|----------------------------|------|------|
| Porcelain head, per gross. | 1 50 | 3 00 |
| Brass head.                | 0 40 | 1 00 |

#### PLANES.

|                                                       |  |  |
|-------------------------------------------------------|--|--|
| Wood, bench, Canadian dia. 55 per cent.               |  |  |
| American dia. 55.                                     |  |  |
| Wood, fancy Canadian or American, 37½ to 40 per cent. |  |  |
| Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.     |  |  |
| Miscellaneous, dia. 25 to 27½ per cent.               |  |  |
| Bailey's Victor, 25 per cent.                         |  |  |

#### PLANE IRONS.

|                   |      |      |
|-------------------|------|------|
| English, per doz. | 2 00 | 5 00 |
|-------------------|------|------|

#### PLIERS AND NIPPERS.

|                                           |      |      |
|-------------------------------------------|------|------|
| Button's Genuine, per doz pairs, dia. 37½ |      |      |
| 40 p.c.                                   |      |      |
| Button's Imitation, per doz.              | 5 00 | 9 00 |
| German, per doz.                          | 0 60 | 2 60 |

#### PLUMBERS' BRASS GOODS.

|                                                              |      |  |
|--------------------------------------------------------------|------|--|
| Impression work, discount, 60 per cent.                      |      |  |
| Puller's w. r. k., discount 65 per cent.                     |      |  |
| Rough stops and stop and waste cocks, discount, 61 per cent. |      |  |
| Jenkins' disk globe and angle valves, discount, 51 per cent. |      |  |
| Stanford valve, discount, 60 per cent.                       |      |  |
| Jenkins' radiator valves discount 55 per cent.               |      |  |
| " standard, dia. 60 p.c.                                     |      |  |
| Quick opening valve, discount, 60 p.c.                       |      |  |
| No. 1 compression bath cock.                                 | 2 00 |  |
| No. 4.                                                       | 2 01 |  |
| No. 7 Puller's.                                              | 2 70 |  |
| No. 4½.                                                      | 3 00 |  |

#### PRESSED SPIKES.

|                        |  |  |
|------------------------|--|--|
| Discount, 20 per cent. |  |  |
|------------------------|--|--|

#### PULLEYS.

|                    |      |      |
|--------------------|------|------|
| Hothouse, per doz. | 0 55 | 1 00 |
| Axle.              | 0 22 | 0 33 |
| Screw.             | 0 27 | 1 00 |
| Awning.            | 0 35 | 2 50 |

#### PUMPS.

|                         |      |      |
|-------------------------|------|------|
| Canadian cistern.       | 1 80 | 3 60 |
| Canadian pitcher spout. | 1 40 | 2 10 |

#### PUNCHES.

|                          |      |       |
|--------------------------|------|-------|
| Sawdriers', per doz.     | 1 00 | 1 85  |
| Conductors.              | 9 00 | 15 00 |
| Tinners' solid, per set. | 0 00 | 0 72  |
| " hollow, per inch.      | 0 00 | 1 00  |

#### RANGE BOILERS.

|                         |       |  |
|-------------------------|-------|--|
| Galvanized, 30 gallons. | 6 75  |  |
| " 25 "                  | 7 75  |  |
| " 40 "                  | 9 00  |  |
| Copper.                 | 22 00 |  |
| " 30 "                  | 26 00 |  |
| " 40 "                  | 30 00 |  |

#### RAKES.

|                                                                          |  |  |
|--------------------------------------------------------------------------|--|--|
| Cast steel and malleable Canadian list dia. 51 and 10 p.c. revised list. |  |  |
| Wood, 25 per cent.                                                       |  |  |

#### RASPS AND HORSE RASPS.

|                                              |  |  |
|----------------------------------------------|--|--|
| New Nicholson horse rasp, discount 60 p.c.   |  |  |
| Globe File Co.'s rasps, 60 and 10 to 70 p.c. |  |  |
| Heller's Horse rasps, 50 to 50 and 5 p.c.    |  |  |

#### RAZORS.

|                      | per doz. |       |
|----------------------|----------|-------|
| Geo. Butler & Co.'s. | 8 00     | 18 00 |
| Hoker's.             | 7 50     | 11 00 |
| Wade & Butler's.     | 3 60     | 10 00 |
| Theile & Quack's.    | 7 00     | 12 00 |
| Eliot's.             | 4 00     | 18 00 |

#### REAPING HOOKS.

|                               |  |  |
|-------------------------------|--|--|
| Discount, 50 and 10 per cent. |  |  |
|-------------------------------|--|--|

#### REGISTERS.

|           |              |  |
|-----------|--------------|--|
| Discount. | 60 per cent. |  |
|-----------|--------------|--|

#### RIVETS AND BURRS.

|                                                                            |  |  |
|----------------------------------------------------------------------------|--|--|
| Carriage, Section, Wagon Box Rivets, etc., 45 p.c.                         |  |  |
| Black M. Rivets, 45 p.c.                                                   |  |  |
| Black and Tinned Rivets, 45 p.c.                                           |  |  |
| Extras on Iron Rivets in 1-lb. cartons, ½ c. per lb.                       |  |  |
| Extras on Iron Rivets in ½-lb. cartons, 1 c. per lb.                       |  |  |
| Copper Rivets & Burrs, 35 p.c. dia., and cartons, 1 c. per lb. extra, net. |  |  |
| Extras on Tinned or Coppered Rivets in ½-lb. cartons, 1 c. per lb.         |  |  |
| Burrs, iron or steel, 40 per cent.                                         |  |  |
| Terms, 4 mos. or 3 per cent. cash 30 days.                                 |  |  |

|                   |               |  |
|-------------------|---------------|--|
| Canadian, dia. 35 | 37½ per cent. |  |
|-------------------|---------------|--|

#### RIVET SETS.

|                   |               |  |
|-------------------|---------------|--|
| Canadian, dia. 35 | 37½ per cent. |  |
|-------------------|---------------|--|

#### ROPE, ETC.

|                                 | Sisal. | Manila. |
|---------------------------------|--------|---------|
| 7-16 in. and larger, per lb.    | 12     | 15      |
| ¾ in.                           | 12½    | 16½     |
| ½ and 5-16 in.                  | 13     | 17      |
| Cotton base, ¼-inch and larger. | 14½    | 15      |
| Russia Deep Sea.                | 15½    | 15      |
| Jute.                           | 8      | 8       |
| Lath Yarn.                      | 9½     | 9½      |
| New Zealand Rope.               | 10½    | 10½     |

#### RULES.

|                              |  |  |
|------------------------------|--|--|
| Boxwood, dia. 75 and 10 p.c. |  |  |
| Ivory, dia. 37½ to 40 p.c.   |  |  |

#### SAD IRONS.

|                              |      |  |
|------------------------------|------|--|
| Mrs. Potts, plain, polished. | 0 95 |  |
| " nickle-plated.             | 1 05 |  |

#### SAND AND EMERY PAPER.

|                                     |  |  |
|-------------------------------------|--|--|
| Dominion Flint Paper, 47½ per cent. |  |  |
| B & A. sand, 40 and 2½ per cent.    |  |  |
| Emery, 40 per cent.                 |  |  |

#### SAP SPOUTS.

|                                   |      |  |
|-----------------------------------|------|--|
| Bronzed iron with hooks, per doz. | 9 50 |  |
|-----------------------------------|------|--|

#### SAWS.

|                                        |      |      |
|----------------------------------------|------|------|
| Hand, Disston's, dia. 12½ p.c.         |      |      |
| S. & D., 40 per cent.                  |      |      |
| Croscut, Disston's, per ft.            | 0 35 | 0 55 |
| S. & D., dia. 35 p.c. on Nos. 2 and 3. |      |      |
| Hack, complete, each.                  | 0 75 |      |
| " frame only.                          | 0 75 |      |

#### SASH WEIGHTS.

|                         |      |  |
|-------------------------|------|--|
| Sectional, per 100 lbs. | 3 25 |  |
| Solid.                  | 1 50 |  |

#### SASH CORD.

|         |      |      |
|---------|------|------|
| Per lb. | 0 23 | 0 30 |
|---------|------|------|

#### SAW SETS.

|                     |      |  |
|---------------------|------|--|
| "Lincoln," per doz. | 6 50 |  |
|---------------------|------|--|

#### SCALES.

|                                    |  |  |
|------------------------------------|--|--|
| Gurney Scales, 45 p.c.             |  |  |
| B. S. & M. Scales, 45 p.c.         |  |  |
| Champion, 45 per cent.             |  |  |
| Fairbanks Standard, 35 p.c.        |  |  |
| " Dominion, 35 p.c.                |  |  |
| Chatillon Spring Balances, 10 p.c. |  |  |

#### SCREW DRIVERS.

|                     |      |      |
|---------------------|------|------|
| Sargent's, per doz. | 0 65 | 1 00 |
|---------------------|------|------|

#### SCREWS.

|                                       |  |  |
|---------------------------------------|--|--|
| Wood, F. H., iron, and steel, 80 p.c. |  |  |
| Wood R. H., " dia. 75 p.c.            |  |  |
| " F. H., brass, dia. 75 p.c.          |  |  |
| Wood, R. H., " dia. 67½ p.c.          |  |  |
| " F. H., bronze, dia. 67½ p.c.        |  |  |
| " R. H., " 62½ p.c.                   |  |  |

#### DRIVE SCREWS.

|                       |      |      |
|-----------------------|------|------|
| Bench, wood, per doz. | 3 25 | 4 00 |
| " iron.               | 4 25 | 5 75 |

#### SCYTHES.

|                         |      |       |
|-------------------------|------|-------|
| Discount, per doz. net. | 9 00 | 15 00 |
|-------------------------|------|-------|

#### SCYTHE SNATHS.

|                        |  |  |
|------------------------|--|--|
| Canadian, dia. 45 p.c. |  |  |
|------------------------|--|--|

#### SHEARS.

|                                            |  |  |
|--------------------------------------------|--|--|
| Seymour's, dia. 50 and 10 p.c.             |  |  |
| Heinisch, dia. 50 and 10 p.c.              |  |  |
| Seymour or Heinisch tailor shears, 15 p.c. |  |  |

#### SHOVELS AND SPADES.

|                                   |  |  |
|-----------------------------------|--|--|
| Canadian, dia. 40 and 5 per cent. |  |  |
|-----------------------------------|--|--|

#### SINKS.

|                                             |  |  |
|---------------------------------------------|--|--|
| Steel and galvanized, discount 45 per cent. |  |  |
|---------------------------------------------|--|--|

#### SNAPS.

|                               |      |       |
|-------------------------------|------|-------|
| Harness, German, dia. 25 p.c. |      |       |
| Lock, Andrews.                | 4 50 | 11 50 |

#### SOLDERING IRONS.

|                        |      |    |
|------------------------|------|----|
| 1, 1½ lb., per lb.     | 0 37 |    |
| 2 lb. or over, per lb. | 0 34 | </ |



# Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

## Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

## Special list of low-priced Japanned and Regalvanized Wire Cloth.

24, 30, 36 in. wire, in 50 ft. rolls.

SAMPLES SENT WHEN DESIRED. WRITE FOR PRICES.

## The B. GREENING WIRE CO., Limited

Hamilton, Ont., and Montreal, Que.

|                                                |          |
|------------------------------------------------|----------|
| Trunk nails, black .....                       | 65       |
| Trunk nails, tinned .....                      | 65 and 5 |
| Clout nails, blued and tinned .....            | 65       |
| Chair nails .....                              | 35       |
| Cigar box nails .....                          | 35       |
| Patent brads .....                             | 40       |
| Fine finishing .....                           | 40       |
| Picture frame points .....                     | 10       |
| Lining tacks, in papers .....                  | 10       |
| "    " in bulk .....                           | 15       |
| "    " solid heads, in bulk .....              | 75       |
| Saddle nails in papers .....                   | 10       |
| "    " in bulk .....                           | 15       |
| Tufting buttons, 22 line, in dozens only ..... | 60       |
| Tin capped trunk nails .....                   | 15       |
| Zinc glazier's points .....                    | 5        |
| Double pointed tacks, dozens .....             | 85       |
| "    " bulk .....                              | 35       |

## TAPE LINES.

|                                  |      |      |
|----------------------------------|------|------|
| English, ass skin, per doz. .... | 2 75 | 5 00 |
| English, Patent Leather .....    | 5 59 | 9 75 |
| Chesterman's each .....          | 0 90 | 2 85 |
| steel, each .....                | 0 80 | 8 00 |

## THERMOMETERS

Tin case and dairy, dis. 75 to 75 and 10 p.c.

## TRANSOM LIFTERS.

Payson's per doz. .... 2 60

## TRAPS. (Steel.)

Game, Newhouse, dis. 2 p.c.

Game, H. &amp; N., P. S. &amp; W., 65 p.c.

Game, steel, 72 1/2, 75 p.c.

|                                  |      |      |  |
|----------------------------------|------|------|--|
| TROWELS.                         |      |      |  |
| Disston's, discount 10 per cent. |      |      |  |
| German, per doz. ....            | 4 75 | 6 00 |  |
| S. & D., discount 35 per cent.   |      |      |  |

## TWINES.

|                                   |      |      |  |
|-----------------------------------|------|------|--|
| Bag, Russian, per lb. ....        | 0 21 |      |  |
| Wrapping, mottled, per pack. .... | 0 50 | 0 60 |  |
| Wrapping, cotton, per lb. ....    | 0 17 | 0 18 |  |
| Mattress, per lb. ....            | 0 33 | 0 45 |  |
| Staging, " .....                  | 0 27 | 0 35 |  |
| Broom, " .....                    | 0 30 | 0 55 |  |

## VISES.

|                              |      |       |  |
|------------------------------|------|-------|--|
| Hand, per doz. ....          | 4 00 | 6 00  |  |
| Bench, parallel, each .....  | 2 00 | 4 50  |  |
| Coach, each .....            | 6 00 | 7 00  |  |
| Peter Wright's, per lb. .... | 0 12 | 0 13  |  |
| Pipe, each .....             | 5 50 | 9 00  |  |
| Saw, per doz. ....           | 6 50 | 13 00 |  |

## ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.  
Diamond, Famous, Premier, 50 and 10 p.c.  
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

## WIRE.

Brass wire, 50 to 50 and 2 1/2 per cent. off the list.  
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.  
Smooth Steel Wire, base, \$3.45 per 100 lb. List of extras: Nos. 2 to 5, ad-

vance 7c. per 100 lb.—Nos. 6 to 9, base—No. 10, advance 7c.—No. 11, 14c.—No. 12, 20c.—No. 13, 35c.—No. 14, 47c.—No. 15, 60c.—No. 16, 75c. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, \$2—oil, 10c.—special hay-baling wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net, 15c.—packed in cases or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 12 1/2 per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25 \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 5c.—oil, 1c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in 1/2-lb. hanks, 75c.—in 1/4-lb. hanks, \$1—packed in cases or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$4.40—No. 9, \$3.47 1/2—No. 10, \$4.55—No. 11, \$4.60—No. 12, \$3.62 1/2—No. 13, \$3.77 1/2—No. 14, \$5.15—No. 15, \$5.45—No. 16, \$5.65.

Clothes Line Wire, 19 gauge, per 1,000 feet. .... 3 30

## WIRE FENCING

F.O.B.

|                                                    |                  |
|----------------------------------------------------|------------------|
| Galvanized, 4 barb, 2 1/2 and 5 inches apart ..... | Toronto 3 72 1/2 |
| Galvanized, 2 barb, 4 and 6 inches apart .....     | 3 72 1/2         |
| Galvanized, plain twist .....                      | 3 72 1/2         |
| Terms, 2 per cent. in 10 days.                     |                  |
| Ross braid truss cable .....                       | 4 50             |

## WIRE CLOTH.

Painted Screen, per 100 sq. ft., net. .... 2 00  
Terms, 4 months, May 1; 3 p.c. off 30 days.

## WRENCHES.

|                                   |      |      |
|-----------------------------------|------|------|
| Acme, 35 to 37 1/2 per cent.      |      |      |
| Agricultural, 60 p.c.             |      |      |
| Coe's Genuine, dis. 70 to 25 p.c. |      |      |
| Towers' Engineer, each .....      | 2 00 | 7 00 |
| "    " per doz. ....              | 5 80 | 6 00 |
| G. & K's Pipe, per doz. ....      | 3 40 |      |
| Burrell's Pipe, each .....        | 3 00 |      |
| Pocket, per doz. ....             | 0 25 | 2 90 |

## WRINGERS.

|                                                            |                  |
|------------------------------------------------------------|------------------|
| Leader .....                                               | per doz. \$60 00 |
| Royal Canadian .....                                       | " 58 00          |
| Royal American .....                                       | " 50 00          |
| Discount, 45 per cent.; terms 4 months, or 3 p.c. 30 days. |                  |

## WROUGHT IRON WASHERS

Canadian make, discount, 25 per cent.

# CORDAGE ..

ALL KINDS AND FOR ALL PURPOSES.

Manila Rope  
Sisal Rope  
Jute Rope  
Russian Rope  
Marline  
Houseline  
Hambroline  
Clotheslines

Tarred Hemp Rope  
White Hemp Rope  
Bolt Rope  
Hide Rope  
Halyards  
Deep Sealine  
Ratline  
Plow Lines

Lathyrn  
Shingle yarn  
Bale Rope  
Lariat Rope  
Hemp Packing  
Italian Packing  
Jute Packing  
Drilling Cables and

Spun yarn  
Pulp Cord  
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"FIRMUS" Transmission Rope from the finest quality Manila hemp obtainable. Orders will not be accepted for second quality or "mixed" goods.

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Toronto Branch, 27 FRONT ST. WEST.

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Wm. B. Stewart, Agent.


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**ADVERTISING in WESTERN CANADA**  
will be Carefully, Efficiently, and Promptly  
attended to, by  
**The Roberts Advertising Agency,**  
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Never been used. Just the Rifle for practice.  
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**Cold Storage Lining**

AND

**.. Ruberoid Roofing ..**

P. S.—Prices on Application.

65 Shannon Street, MONTREAL.

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it is always well to get the purest and  
best—something you can recommend and  
guarantee to your customers.

**Stewart Bros. & Spencer's**

is the best. Name on every barrel.  
Special quotations for import.

**J. WATTERSON & CO.**

MONTREAL, Agents for Canada.

### LEADER CHURNS

are supplied with  
Angle Steel or Wood  
Frames, as may be  
desired. All have Bi-  
cycle Ball Bearings  
of a superior kind—  
four different styles  
—with double levers  
or cranks. Patent In-  
ternal Breakers with  
all Lever Churns.



Practical tests by experts demonstrate that Internal Breakers bring results; both as to quality and quantity, not otherwise obtainable, and also reduce the time required for the operation almost one-half.

Sold at the same price as other makes.

**The Dowswell Manufacturing Co.**

HAMILTON.

Limited

Eastern Agents:

W. L. Haldimand & Son, Montreal, Que.

75 YEARS.

ESTABLISHED 1825.

75 YEARS.

CELEBRATED

# HEINISCH

SHEARS.

Tailors' Shears,  
Trimmers, Scissors,  
Tinnners' Snips, etc.



ACKNOWLEDGED THE BEST.

**R. HEINISCH'S SONS CO.**

NEW YORK OFFICE, 90 Chambers St  
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Not connected with any Shear Combination.

CHAS. F. CLARK, President.

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ESTABLISHED 1849.

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Executive Offices: 346 and 348 Broadway, New York City, U.S.A.

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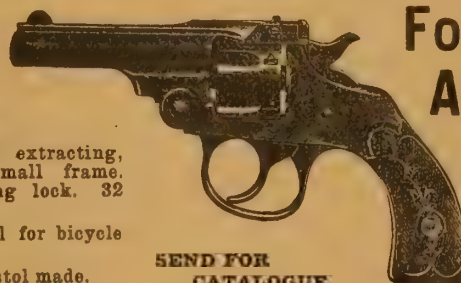
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### PERFECTION AUTOMATIC REVOLVER.

**NEW** Automatic shell extracting,  
double action, small frame.  
Weights 12 oz. Rebounding lock. 32  
caliber. 5 shot.

Made with shorter barrel for bicycle  
use.

The most perfect small pistol made.



SEND FOR  
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### Forehand Arms Co.

Manufacturers of  
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Forehand Guns

Worcester,  
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## "AMERICAN" HALTERS

are fitted with

### ONEIDA LOCK RINGS

(Pat. U.S., Oct. 11, 1898; Canada, Jan. 14, 1899.)

which combine the advantages of the ordinary STATION-  
ARY and SLIP rings while avoiding the disadvantages  
of both

Ring easily ADJUSTED until

Toggle is in place, then abso-

lutely STATIONARY.



For sale by all Jobbers; manufactured only by

**Oneida Community, Limited**

NIAGARA FALLS, ONT.



Est. 1863

Inc. 1895

## Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals



Awarded  
By **JURORS** at  
**International Expositions**  
**Special Prize**

Gold Medal at Atlanta, 1895



### HAVE YOU TRIED IT ?

"PYRAMID" BRAND



BLUESTONE

## HIGH PRESSURE PACKING

FOR STEAM  
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand  
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

**THE GUTTA PERCHA AND RUBBER MFG. CO.**  
OF TORONTO, LIMITED.

**61-63 FRONT ST. WEST, TORONTO.**

## American Sheet Steel Company

Battery Park Building  
NEW YORK . . .

Manufacturers of . . .

GALVANIZED SHEETS, Best Bloom  
BLACK SHEETS, Open Hearth Quality  
BLACK SHEETS, Bessemer Quality  
ELECTRICAL STEEL SHEETS  
LOCOMOTIVE JACKETSTOCK, etc., etc.

Sole Sales Agents for the Dominion of Canada:

**B. & S. H. THOMPSON & CO'Y**

26 St. Sulpice St., MONTREAL.

Cost does not end  
with buying

There's the working to be considered.  
Imperfect material means imperfect  
work and—dissatisfaction.

**"BEST BEST POPLAR" BRAND**  
GALVANIZED FLAT SHEETS

Always turn out well, smooth,  
even, soft and workable.

GALVANIZED CORRUGATED SHEETS  
**"BLACKWALL" BRAND**

**BLACKWALL GALVANIZED IRON CO.**  
LONDON, ENG. . . Limited

Canadian Agents, J. WATTERSON & CO.  
MONTREAL . .



NAME STAMPED ON  
EACH BAR.

Langwell's Babbitt. Montreal.

CANADIAN

# HARDWARE

AND METAL  
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO MAY 5, 1900.

NO. 18



## Magnolia Metal

*Best Anti-Friction Metal for  
all Machinery Bearings.*

GENUINE MAGNOLIA METAL is made up  
in bars, of which this is a

**FAC-SIMILE.**

The name and trade  
mark appear on each box  
and bar, and besides this,  
the words "Manufactured  
in United States" and  
"Patented June 3, 1890"  
are stamped on the under  
side of each bar.

Magnolia Metal is still selling at the same price it has always sold at—no advance.

### MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.  
CHICAGO OFFICE—Fisher Building, 281

Dearborn Street.

CANADIAN OFFICE—524 Board of Trade  
Building, Montreal.

Owners and Sole Manufacturers,

266 and 267

West St.,

New York

CLEVELAND OFFICE—15 South Water Street.

### MR. HARDWARE MAN:

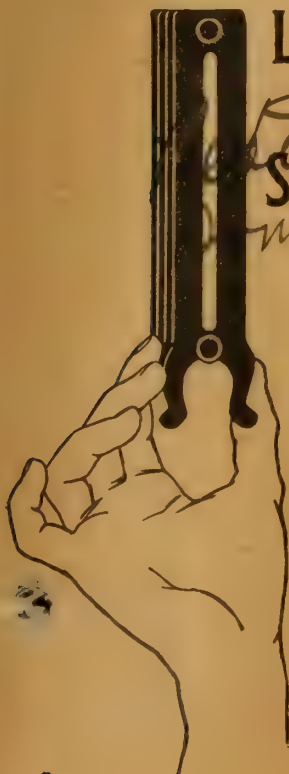
You want to sell goods that will make your customers  
call again, sell

## "Queen's Head" Galvanized Iron.

**JOHN LYSAGHT, LIMITED,**

BRISTOL, ENG.,

MONTREAL.



LIGHT  
YET  
STRONG

There is nothing unwieldy or bulky about The Safford Radiators for  
Steam or Hot Water Heating. Bulkiness doesn't always mean strength. The  
"Safford" is light yet very strong, because all of the desirable attributes of a  
perfect radiator are united in one, in the "Safford."

It is the original invention in pipe-threaded screw connections which  
prevents even the possibility of a leak. No rods, bolts, packing or red lead  
are used. The heat circulates freely in one minute after it is turned on, because there are  
no obstructions in the pipes.

## The Safford Radiators

are made in  
twenty-five different styles (plain or ornamental), to fit circles, curves, angles, yet in no  
single case is strength sacrificed for lightness, but they are light! They may be likened  
to a well-trained athlete—the perfection of strength with superfluous flesh removed. He  
wins like the "Safford" by the perfection of his condition. The "Safford" is "light  
yet strong."

### AGENCIES AT

Montreal, Quebec, St. John, N.B.,  
Winnipeg, Vancouver, London,  
Glasgow, Edinburgh, Christiana,  
Antwerp, Berlin, Johannesburg, S.A.R.,  
Auckland, N.Z.

**The Dominion Radiator Company**  
Limited

Toronto, Ont.



# GARDEN TOOLS

AND  


## WHEELBARROWS

HOSE

NOZZLES  
WASHERS  
PLIERS  
COUPLINGS, etc.



LAWN

MOWERS  
AND  
ROLLERS

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# RICE LEWIS & SON

LIMITED

Cor. King and Victoria Sts.,

TORONTO.

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THE

## Abbott-Mitchell Iron and Steel Company

OF ONTARIO, LIMITED.

Manufacturers of . . .

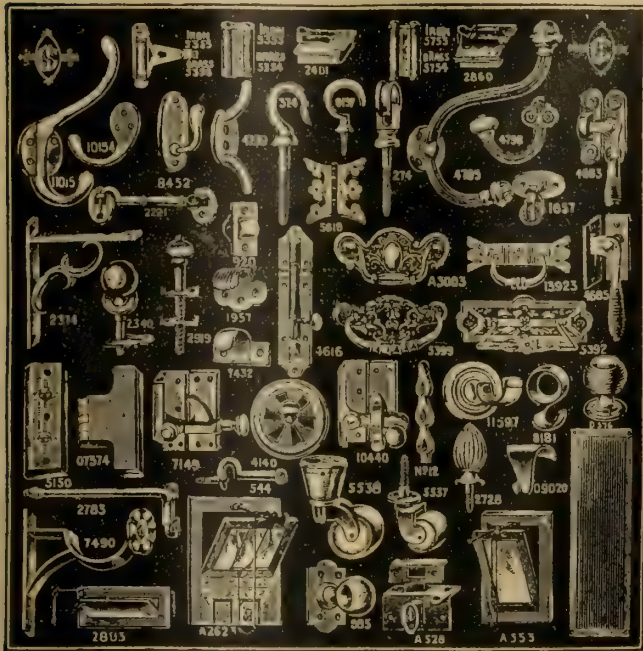
*Bar Iron and Steel  
Nails, Spikes  
Horse Shoes . .  
Bolts, Washers, etc.*

BELLEVILLE,  
ONTARIO.



# James Cartland & Son

Manufacturers of every description of **Limited**  
**CABINET, BUILDERS', FURNISHING AND NAVAL BRASSFOUNDRY**  
**BIRMINGHAM, ENGLAND.**



London Showrooms: 57 Holborn Viaduct, E.C.



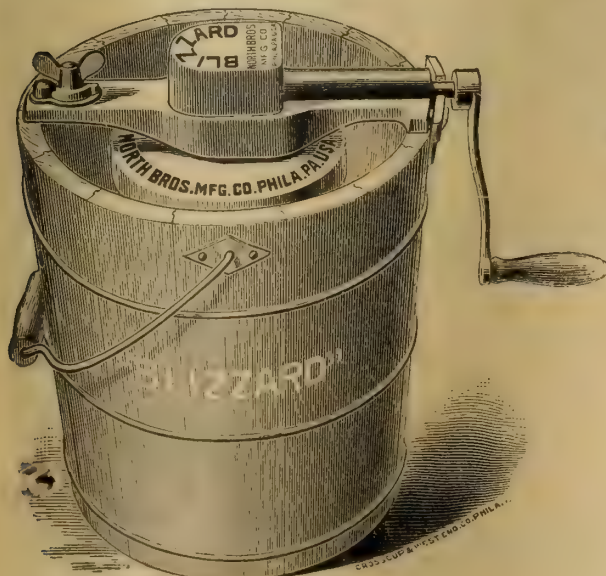
**TIRE.**



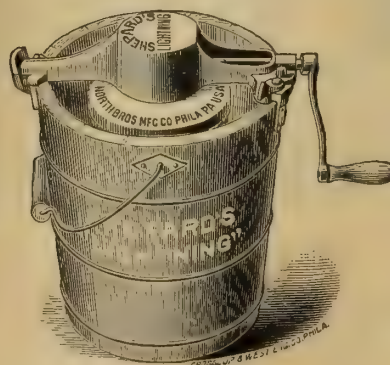
Unexcelled as a Cemented Double Tube Tire.

For sale wholesale by  
**THE AMERICAN TIRE CO., Toronto and Montreal.**  
**RICE LEWIS & SON, Toronto.**

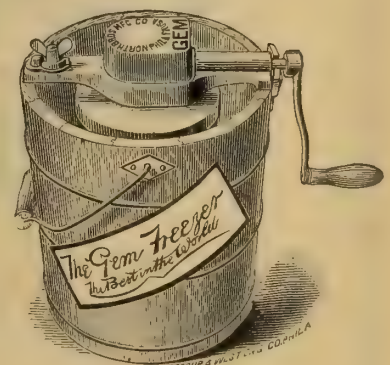
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"BLIZZARD"



"LIGHTNING"



"GEM"

... are found only in ...

# ICE CREAM FREEZERS

They are well advertised, in demand, easily sold, satisfactory in use, and of known reputation. They excel in easy running, quick freezing, economy of ice and salt, and in convenience in use and in practical results.

**SOLD BY LEADING JOBBERS.**

**NEW CATALOGUE (1900)**  
 Sent free on application.

Manufactured  
 exclusively by

**NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.**



# PLYMOUTH TWINE DEALERS



sell more twine,  
have less trouble with sales,  
have better satisfied customers,  
get better prices,  
make more money

than dealers who sell other makes.

## WHY?

Because **PLYMOUTH** is best and everybody knows it.

Prudent People Prefer "Plymouth."

DISTRIBUTERS:

**PLYMOUTH BINDER TWINE AGENCY,**

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# IRON PIPE

Black and Galvanized.

Large stock on hand.

Enquiries solicited.

**M. & L. Samuel, Benjamin & Co.**

General Importers and Exporters and Metal Merchants

30 Front Street West,

TORONTO, ONT.

SAMUEL, SONS & BENJAMIN, LONDON AND LIVERPOOL, ENGLAND.



# WOOD, VALLANCE & Co., Iron Merchants.



Importers of British  
and Foreign

## HARDWARE

HAMILTON, ONT.,  
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Branch House: George D. Wood & Co., Winnipeg, Man.  
Toronto Office: 88 York Street—H. T. Eager.



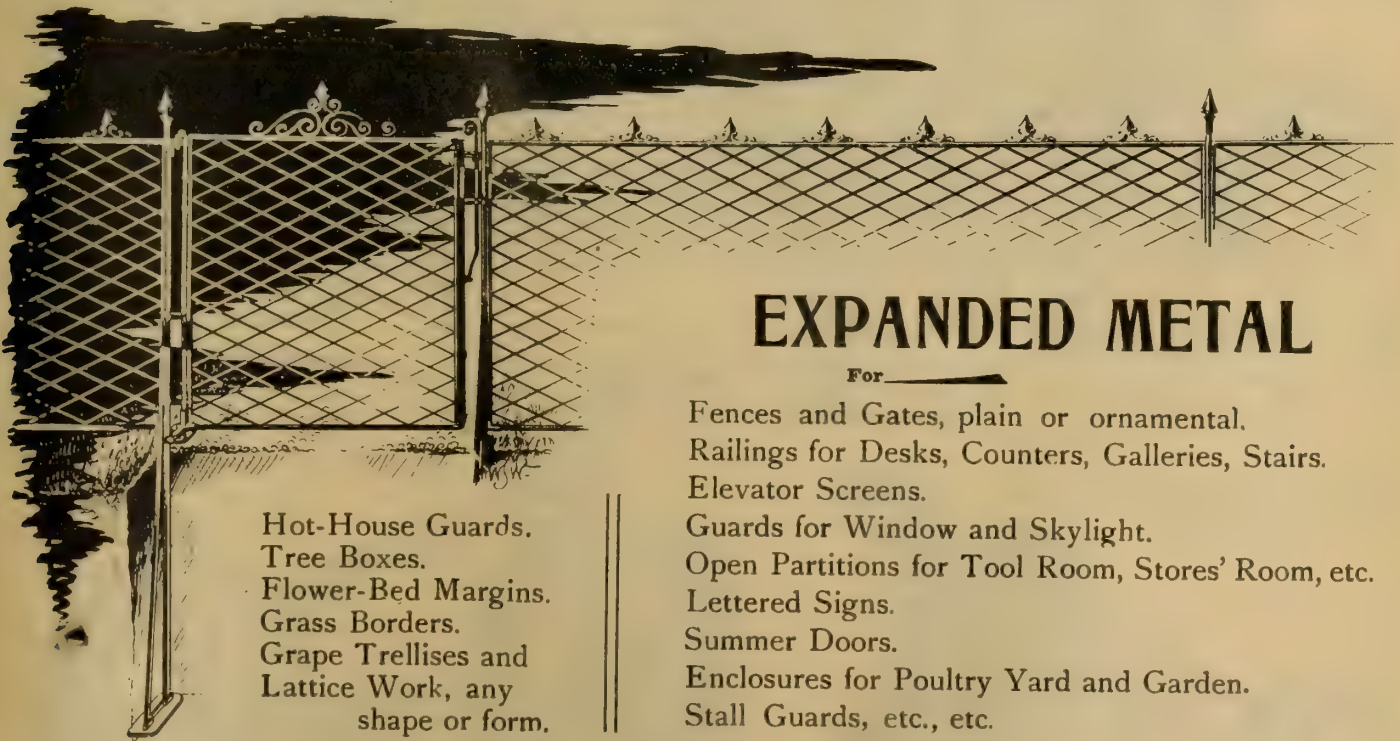
WOOD, VALLANCE & CO.,  
HAMILTON, ONT.

# GEO. D. WOOD & CO., Iron Merchants

Importers of British and Foreign

## HARDWARE.

WINNIPEG, CANADA.



## EXPANDED METAL

For \_\_\_\_\_

Fences and Gates, plain or ornamental.  
Railings for Desks, Counters, Galleries, Stairs.  
Elevator Screens.  
Guards for Window and Skylight.  
Open Partitions for Tool Room, Stores' Room, etc.  
Lettered Signs.  
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Enclosures for Poultry Yard and Garden.  
Stall Guards, etc., etc.

Hot-House Guards.  
Tree Boxes.  
Flower-Bed Margins.  
Grass Borders.  
Grape Trellises and  
Lattice Work, any  
shape or form.

**BLUE PENCIL FACTS:** Expanded Metal has remarkable strength and is of most attractive appearance. Made in large or small meshes by heavy, automatic machines at our factory in Toronto. Cannot unravel, because expanded from a high-grade, specially-annealed, Bessemer Sheet Steel. Obstructs minimum of light. The cheapest, neatest, strongest, and most durable material yet put on the market.

FOR PRICES, DISCOUNTS, ETC., WRITE

THE EXPANDED METAL AND FIREPROOFING CO., Limited, 98-100 King St. W., Toronto.





Ontario Nut Works, Paris  
**BROWN & CO.**  
 Manufacturers of  
 All sizes of Hot Pressed  
 Nuts, Square and Hexagon

... **FULL STOCK** ...

**Salt Glazed Vitrified**



Double Strength Culvert Pipe  
 a Specialty.

**THE CANADIAN SEWER PIPE CO.**

TORONTO, ONT. HAMILTON, ONT.  
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**It Won't Peel  
 or Rub off.** *Returned to account*

Church's Alabastine for the walls and ceilings of your rooms is **absolutely permanent**. It won't peel and you cannot rub it off. Wall papers often contain poisonous matter, and Kalsomines decay, but Alabastine grows harder with age.

You can apply it yourself if you do not wish to employ a painter. Cold water and a brush and a little care and skill is all that is needed. Ask your dealer to show you the card of sixteen beautiful tints (and white). It is never sold in bulk. Church's

**Alabastine** For Walls.

Free to anyone that will mention this paper a forty-five page book (The Decorator's Aid). It gives valuable information about wall and ceiling decorating.

The Alabastine Co., Limited,  
 Paris, Ontario.

Trade in the Northwest supplied by  
 G. F. Stephens & Co., Winnipeg, Man.  
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# DAVID MAXWELL & SONS

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**"MAXWELL FAVORITE CHURN"**

**PATENTED FEATURES:** Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive.

**LAWN MOWERS.** High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

**WHEELBARROWS.** In Four different sizes.

If your Wholesale House does not offer you these articles

**SEND DIRECT TO US.**



Steel Frame Churn.



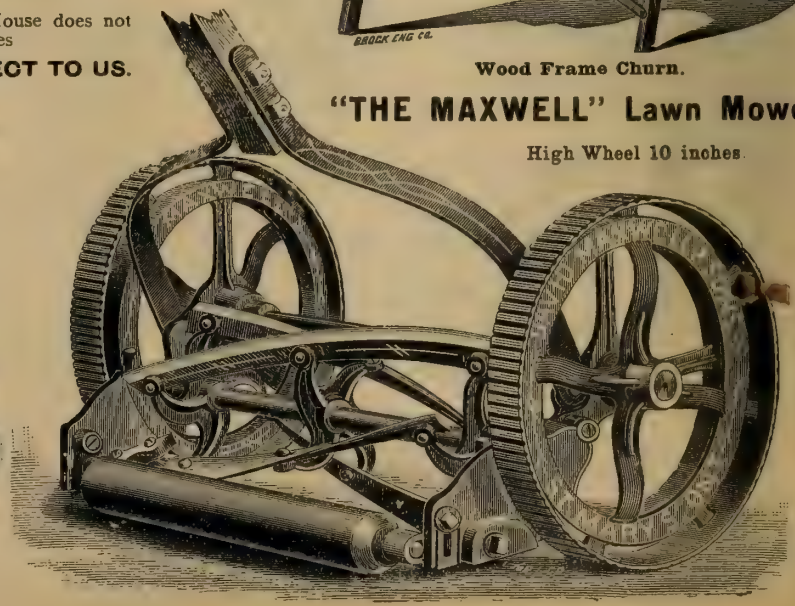
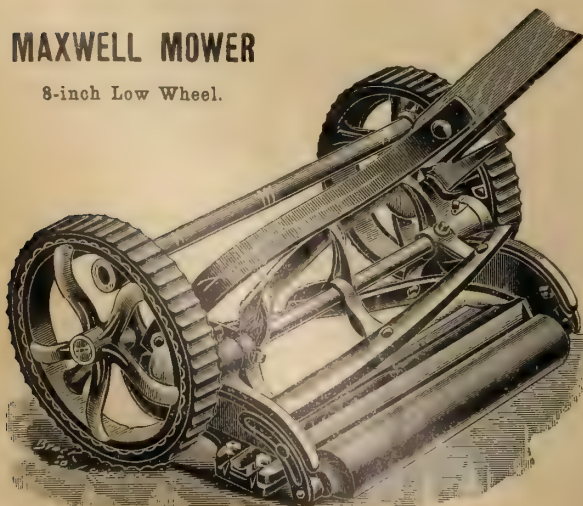
Wood Frame Churn.

**MAXWELL MOWER**

8-inch Low Wheel.

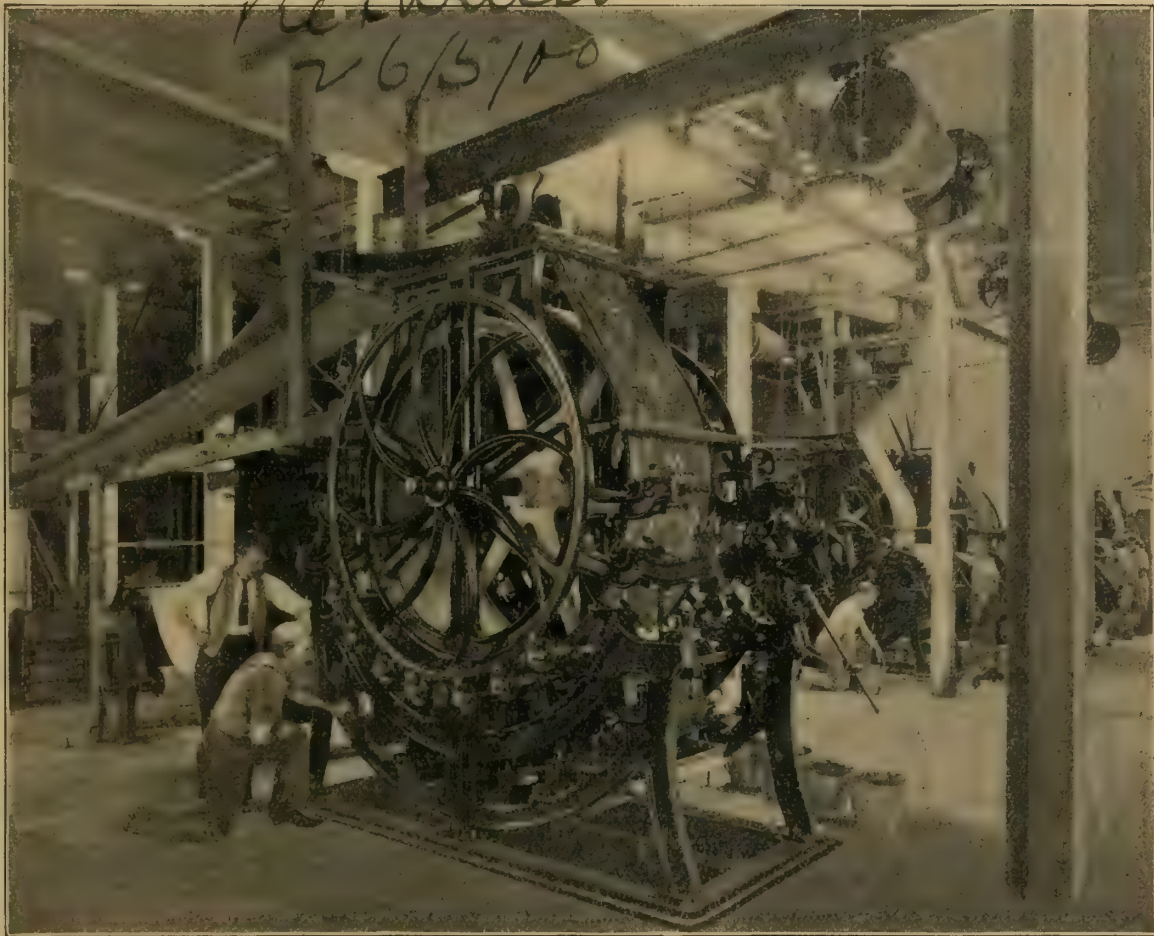
**"THE MAXWELL" Lawn Mower**

High Wheel 10 inches.





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PRINTING MACHINES  
OF ...



THE **WATSON, FOSTER CO.,** LIMITED

▲ MONTREAL

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TO THE TRADE--

REPEAT QUICKLY ANY SHORT NUMBERS.  
OUR STOCK IS NONE TOO LARGE.  
SAMPLE BOOKS IF DESIRED.



A BRIGHT STORE DRAWS TRADE

# THE AUER GASOLINE LAMP

is brighter than City Gas or Electricity and costs less than an Oil Lamp to run.

Approved by . . .

Canadian Fire Underwriters' Association.

SEND FOR CATALOGUE.

Auer Light Co., Montreal.



We Carry a Great Variety of . . .

## LAMPS

For Lighting  
STORES,  
HALLS and  
CHURCHES,

As well as for all household uses.

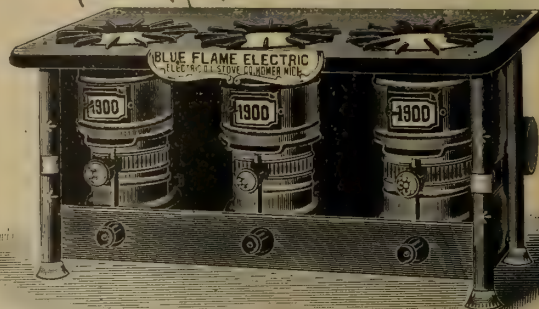
We also carry an assortment of



FIVE O'CLOCK KETTLES.

Our Blue Flame Electric Oil Cook Stove

Is the Most Perfect Stove on the Market.



THE ROCHESTER LAMP CO. OF CANADA

24 Front Street West, TORONTO.

# A TIMELY TROUGH TALK



Our Eave Trough is made of evenly-coated Galvanized Iron of uniform thickness.

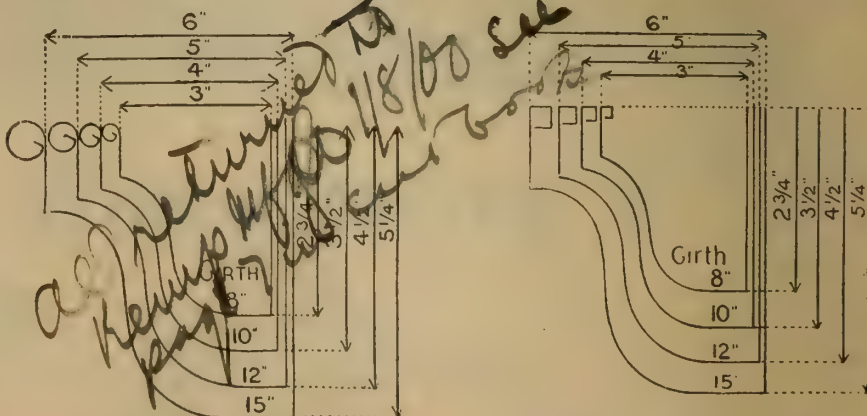
It is carefully made up by skilled workmen and every length will be found perfect.

We make all styles: O.G. Round and Square Bead and Half-Round, in

**8 AND 10-FOOT  
LENGTHS.**

Conductor-Pipe Elbows and Shoes, Hooks and Gutter Spikes.

Everything a tinner needs we can supply. Are you ready for the Spring trade in this line?



**KEMP MANUFACTURING CO.**  
TORONTO, ONT.





President,  
JOHN BAYNE MacLEAN,  
Montreal.

# THE MacLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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Subscription Canada, \$2.00 Great Britain, \$3.00

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**WHEN WRITING ADVERTISERS  
PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER**

## A NEW ASSIGNMENT LAW FOR THE TERRITORIES.

**A** BILL had its second reading before the Territorial Assembly that is receiving a good deal of attention from Winnipeg wholesale men, and will also prove of considerable interest to those of Eastern Canada.

It is entitled: "A bill respecting assignment for the general benefit of creditors," and provides that the assignee chosen in all cases of assignment in the Northwest Territories shall reside within the district in which the assignment is made, as, formerly, the assignee had often been chosen from Winnipeg or elsewhere, and local creditors knew nothing of how the money was being spent.

Premier Haultain stated that he would not oppose the second reading of the bill,

but pointed out that in many cases the larger number of creditors were in Winnipeg or Eastern Canada. The matter is being actively taken up by the Winnipeg Board of Trade, and a special meeting of the council has been called. It is not unlikely that a delegate may be sent by them to Regina to look after the matter.

From all that can be gathered, it would appear that the bill is designed specially to benefit professional men in the Territories. It certainly cannot, with any force, be argued that it is to protect creditors in the Territories, because in comparatively few cases do local creditors figure to any extent. Statistics of assignments in the Territories, covering a period of years, show that, out of five estates, representing \$45,000, only \$2,600 belonged to creditors in the Territories, or a little under 6 per cent.

When a man has failed in business and makes an assignment, his assets become the property of the creditors, and it seems but reasonable that they should be administered by, or at the direction of, those who have the most direct and largest monetary interest. Should this bill become law, it will soon be found to handicap trade, as good houses will think twice about extending credit in territory where they would be practically allowed no say in the administration of the estate in case of failure.

## WORK OF THE TINPLATE TRUST.

Tinplates that two years ago sold for \$2.75 per 100 lb. in the United States are now quoted at \$4 83, an advance of \$2.08. As the Tinplate Trust controls 35 establishments, and there are but five independent manufacturers and 16 independent dippers, it is not difficult to trace the influence of the big combination.

## THE IRON PIPE SITUATION.

**N**OTWITHSTANDING the general firmness of manufacturers' prices, the jobbers of iron pipe in Toronto are vigorously cutting prices.

Last week, as reported in *HARDWARE AND METAL*, there was a sharp decline in galvanized iron pipe, on account of the cutting in prices. And, although the figures on black iron pipe have not been changed, the quotations are only nominal. For instance, unless a request for quotations is accompanied by specification, the price for inch pipe is quoted at \$5.90, but, when specification is given, black iron pipe can be obtained at 15 to 20c. per 100 feet less than that figure.

Jobbers are quoting lower prices on both black and galvanized iron pipe to the retail trade than are the manufacturers quoting to them.

Of course, the pipe which the jobbers are now quoting at such low prices was not bought at the figures which the manufacturers are quoting to-day. It was bought when prices were low. But that does not warrant the present demoralization of the local market.

Merchants, both wholesalers and retailers, are usually compelled to follow the market when it drops; they should, therefore, also follow it when it rises.

The iron pipe market has not advanced lately, but manufacturers' prices are higher than when the jobbers bought the stocks which they are now sacrificing.

Just as water finds its level, so will the overrated man finally be valued at his proper worth.



## RECIPROCITY WITH CANADA WANTED.

**R**ECIPROCITY with Canada is a question which is again being brought to the front by the National Association of Manufacturers of the United States, the following resolution, prepared by a committee, having been adopted at the annual meeting in Boston last week :

Resolved, that the National Association of Manufacturers earnestly petition the President and Congress to endeavor, as early as possible, to have prepared and ratified a reciprocal treaty between Canada and the United States, which, by means of mutual concessions in duties, will give to the American manufacturers an opportunity to hold and extend their trade with the Dominion of Canada under tariff conditions quite as favorable as those accorded to any other nation.

This expression of sentiment for closer trade relations with Canada is not altogether new with the manufacturers of the United States, and the sentiment is evidently growing. But, whether it is growing or not, it is evidently strong, for it is proposed to "earnestly petition" the President to bring about a reciprocity treaty with Canada that shall secure for the United States manufacturers conditions under the Canadian tariff "quite as favorable as those accorded to any other nation."

It is quite natural that the manufacturers of the United States should try to get as favorable conditions under the tariff as any other nation, which, of course, means Great Britain. Their trade with Canada has been gradually growing. And to-day it is decidedly important.

In a number of manufactured lines, Canada is the best customer the United States has. This is particularly true of cloths and manufactures thereof, books, and refined sugars. Next to Great Britain, Canada is the best customer for United-States-made furniture. Here are a few figures dealing with some of the principal lines exported to Canada from the United States. They are taken from the December report of the Bureau of Statistics, at Washington, and are for the 12 calendar months of 1899 :

### SOME LINES OF UNITED STATES EXPORTS TO CANADA.

|                                          |            |
|------------------------------------------|------------|
| Books .....                              | \$ 893,209 |
| Cars, passenger and freight.....         | 717,132    |
| Cycles, and parts of.....                | 536,876    |
| Clocks and watches.....                  | 416,533    |
| Flour.....                               | 1,003,874  |
| Manufactures of cotton.....              | 587,403    |
| Cloths, and manufactures of.....         | 2,121,499  |
| Builders' hardware and saws and tools... | 893,444    |
| Leather, and manufactures of.....        | 210,520    |
| Upper leather.....                       | 730,216    |
| Boots and shoes.....                     | 440,772    |
| Bacon.....                               | 2,256,565  |
| Hams.....                                | 224,580    |
| Refined sugar.....                       | 491,206    |
| Furniture.....                           | 411,233    |

Canada's imports of manufactured products ready for consumption amount to between \$40,000,000 and \$45,000,000, of which the larger portion comes from the United States.

With the preference of 33 1/3 per cent. on British goods after July 1 next, it is only natural that the manufacturers of the United States should strive, through the medium of a reciprocal tariff, to at least hold what they have already got of the Canadian market.

We are free to confess that we do not believe there is much prospect of the gratification of their desire. With a Presidential campaign in the near future, President McKinley is not likely, for political reasons, to take the matter up—at any rate, favorably. Closer trade relations with Canada is not a good card for a Presidential candidate to have in his hand on such occasions.

But, whatever may be the feeling of the United States in regard to the matter, in Canada the question is just now not within the field of practical politics. The question may not be dead, buried and beyond resurrection. But it is certainly defunct. And is likely to remain so for some time.

It is not that no one favors reciprocity. There are probably as many as ever who believe a reciprocity treaty that would be fair and equitable to this country is something that is to be desired ; but they have abandoned hope that a fair and equitable treaty is what, for a great many years at any rate, can be got. They realize that there is not now as much necessity for it. And where, of course, there is not the necessity there is not the demand.

When the McKinley bill in 1890 raised the tariff wall, and sprinkled broken glass thereon to keep out Canadian products, a market was found where the obstacles were not so great. And, where our export trade in 1890 was only \$96,749,000, it is now, 10 years later, \$158,896,905, an increase of over 64 per cent. Our exports to Great Britain have, in the same time, increased from \$48,353,694 to \$99,091,855, or over 104 per cent.

It is unfortunate for the United States that, when Canada was importuning for reciprocity, they did not give it to her, for the

bargain they could then have made can scarcely ever again be as favorable.

There are only two countries in the world that are better customers of the United States than Canada. They are Great Britain and Germany. The Central American States, Mexico, and all the West Indies combined do not take as many of the products of the United States as Canada alone. That can be seen from a glance at the following table, showing the exports of the United States for the calendar year 1899 to the following countries :

|                               |               |
|-------------------------------|---------------|
| United Kingdom.....           | \$509,958,335 |
| Germany.....                  | 161,405,852   |
| Canada.....                   | 86,336,310    |
| France.....                   | 83,601,438    |
| Central American States.....  | 5,286,209     |
| Mexico.....                   | 29,309,802    |
| West Indies.....              | 44,071,055    |
| South-American Countries..... | 37,421,700    |
| Asiatic Countries.....        | 53,843,554    |
| Oceania.....                  | 37,542,936    |
| Africa.....                   | 18,602,394    |

### SHARP ADVANCE IN SHOT.

A sharp advance is announced in the price of shot.

Some time ago, it will be remembered, the price of shot become greatly demoralized, owing to a disagreement among the manufacturers. This difference has now been patched up, and prices have been put back to where they were before the disagreement.

The prices, therefore, are now as follows : Common shot, \$6.50 per 100 lb.; chilled, \$7 per 100 lb.; buck, seal and ball, \$7.50 per 100 lb., all f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. The discount is 7 1/2 per cent.

### THEIR VOICE SHOULD BE HEEDED.

The rapidity with which financial and other material aid is being contributed to the necessities of the 12,000 people whose homes were destroyed by fire in the twin cities of Ottawa and Hull testifies better than words can to the heartfelt sympathy of not only their fellow-citizens in Canada, but of that of their kindred across the sea.

But, while the sympathy is so acceptable, steps should be taken when restoring the buildings destroyed which shall place beyond peradventure the possibility of there being a repetition of the catastrophe which induced that sympathy.

The voice of the business men and others who are demanding that this shall be done should, therefore, be heeded.



## WIRE AND WIRE PRODUCTS LOWER.

**W**E stated last week that as we went to press the wire nail makers were in session considering the situation that had been forced upon them by the extraordinary reduction of \$1 per keg by The American Steel and Wire Co.

The result of this meeting is a reduction of 25c. per keg in the price at Montreal, and of 30c. per keg in Toronto and the West.

The price is now uniform in Toronto, Montreal, Hamilton, London, Gananoque, Brantford and St. John, N.B., at \$3.20 per keg. The quotation for Halifax is \$3.25 per keg. At these prices, orders will only be received for immediate acceptance and shipment.

It will be noticed that, while the price in the United States declined \$1 per keg, the price in Canada only declined 25 to 30c. But it should be remembered that the price in Canada before the decline was relatively lower than it was in the United States, when the duty is considered.

In Pittsburg, for example, the carload price to retailers was \$3.35 f.o.b. Adding the duty, 60c., this meant \$3.95 without taking into consideration freight. Now, the price of wire nails by the carload in Toronto was \$3.42½, and in Montreal \$3.35, before the recent decline, a difference, as compared with the United States price, of 60c. per keg in favor of the Montreal figure, and of 52½c. per keg in favor of the Toronto figure.

Plain galvanized wire, galvanized barbed, plain twist and smooth steel wire, have also been reduced in price since we went to press last week.

In plain galvanized wire the reduction runs all the way from 27½ to 45c. per 100 lb. The price from stock to the retail trade is now as follows: No. 5, \$4.62½; No. 6, 7 and 8, \$3.95; No. 9, \$3.20; No. 10, \$4.10; No. 11, \$4.15; No. 12, \$3.35; No. 13, \$3.45; No. 14, \$4.50; No. 15, \$5; No. 16, \$5.25. The price f.o.b. Cleveland, Nos. 6 to 9 base, is \$2.90 for less than carlots, and 10c. less for carlots.

Barbed and plain twist wires are now quoted at \$3.15 f.o.b. Cleveland for small lots, and 10c. less for carlots. The price from stock in Toronto, Montreal,

Hamilton and London, is \$3.40 per 100 lb. The reduction in barbed wire and plain twist is 32½c. per 100 lb.

The base price of smooth steel wire has been reduced by 25c. per 100 lb., the figure now being \$3.20, instead of \$3.45, as formerly.

HARDWARE AND METAL has repeatedly pointed out during the past twelve months that the Canadian manufacturers of wire nails were not taking the full advantage of the tariff in regard to prices. In fact, the prices, up to the time of the recent extraordinary decline in The American Steel and Wire Co.'s figures, were practically the same in both countries. The wisdom of this must be now apparent, for, instead of causing consternation amongst dealers holding large stocks of nails, as was the case in the United States with the drop of \$1, the makers in this country have only found it necessary to make a reduction of 25c. per keg.

A despatch, dated Montreal, May 1, appeared simultaneously in The Toronto Mail and Empire and in The New York Sun, explaining that the reduction in the price of wire and wire products in Canada was due to reprisals on the "Canadian rolling mills" by the "American Wire-Trust" because the former had "decided to make a bid for the Canadian market."

The absurdity of this statement must be patent to every hardwareman in the country. Had the newspapers in question been seized of the facts they certainly would not have published it.

In the first place, as everyone who reads a newspaper knows, the reduction in the United States was due to a stock-jobbing manipulation on the part of the chief officials of The American Steel and Wire Co. Then, what is equally true, although not as well known, is that the prices which The American Steel and Wire Co. quoted to the trade in Canada for barbed wire and plain galvanized wire were slightly less than half of the reduction which had been made in the United States market.

This refers to barbed wire and plain galvanized wire, the former of which, and Nos. 9, 12 and 13 of the latter, are on the free list.

Wire nails The American Steel and Wire Co. does not quote for the Canadian market, or, if it did quote, it would only do so at the same figure as the home manufacturer. The explanation of this is that the Canadian wire nail manufacturer gets his raw material from The American Steel and Wire Co., in consequence of which the latter does not compete with him on this market.

## INEXCUSABLE APATHY.

**D**ARTMOUTH, N.S., is a town that is situated in the midst of attractions to tourists. But, in spite of that, the local tourist association cannot get enough support to hold meetings, and consequently has been compelled to suspend operations.

Cow Bay, one of the most natural, and possible of being made one of the most delightful of tourist resorts on the Atlantic coast, is only about an hour's drive from Dartmouth. The attractions of that place was one of the things which the Dartmouth Tourist Association proposed to bring before the tourist public. But its efforts are likely to prove abortive for the reason already pointed out.

The experience of Dartmouth is only similar to that of many other communities which are surrounded with natural attractions for tourists, but whose citizens lack the enterprise necessary to either acquaint the world of the fact or to provide accommodation for tourist travel.

There is scarcely any country in the world that could be made more attractive to summer tourists than Canada. There is certainly none that can offer a greater variety of attractions.

There are the Maritime Provinces with their delightful scenery, their sea-bathing, and their inducements to the man with rod or gun. Then, there are the thousands upon thousands of islands that abound in the Muskoka Lakes and the Lake of the Woods, the Thousand Islands and the resorts on the lower St. Lawrence, while away out to the west are the Rockies, and beyond that again the attractions on the Pacific Coast.

Nature has been good to Canada in its bestowal of the raw material from which numberless resorts for summer tourists could be evolved. But the people, with



few exceptions, have been laggard where Nature has been beneficent. And the result is that a great many places that should every summer attract large numbers of tourists do not, because neither adequate steps have been taken to make them known nor accommodation provided for tourists should they visit them.

No class of men in a locality which can offer attractions to tourists should be more concerned than business men about the necessary information in regard thereto being disseminated, or in having proper hotel and other necessary accommodation provided.

The greater part of the money which tourists spend passes through their hands. And if they do not bestir themselves, who will?

In the case of Dartmouth, the local board of trade did subscribe \$50. But what is \$50? A couple of tourists would spend that in a week. It appears that it has not yet been possible to persuade the town council of Dartmouth to do anything.

Business men should not only stir themselves up in regard to this tourist question, but they should stir up their municipal bodies, and, in fact, everybody who should be stirred up.

Apathy in regard to such matters is inexcusable.

#### MR. GATES TO BE PROSECUTED.

The latest development in The American Steel and Wire Co.'s recent sensational action is the entering of proceedings against J. W. Gates, the chairman of the board of directors, a summons having been served on him on Monday.

The action is understood to have been entered under a clause of the Criminal Code dealing with the "misconduct of officers and employes of corporations." The penalty for the violation of this particular section of the Penal Code is not more than one year's imprisonment, or a fine of not more than \$500, or both.

The Mining Machinery Manufacturing Co., which some time ago entered into an agreement with the town of Toronto Junction for the erection of a building and plant on Pelham avenue, have discontinued operations on the work. The foundry was to have been completed by June 1.

## A BRITISH VIEW OF THE CANADIAN TARIFF.

IN another column, we give in detail the new tariff about to be imposed upon British hardware and metal goods. It has been found that the old preference of 25 per cent. has produced satisfactory results, and the Canadian Government has accordingly determined to "better the instruction" and increase the preference from 25 to 33 per cent. It is not seemly—perhaps not wise—to look a gift horse in the mouth; but our Canadian cousins are not precisely duffers, either in politics or business, and we are under no delusion that this practical reduction in the tariff on British goods is merely a matter of sentiment.

Canada is fast becoming an export country; Canadian goods are now selling in Europe, largely through London merchants, and it is evident that this trade will be strengthened by increased commercial intercourse between Canada and Great Britain. Then, again, there is the Alaska question still waiting settlement. Can Great Britain throw over Canada, after Canada has sent her sons to the front (where, by the way, they have fought uncommonly well, particularly at Paardeberg) and made such a concession in the way of the tariff?

It is certain that if after this we don't stand by the Canadian delegates at the Alaska Conference, the loyalty of Canadians will be severely tested. However, we must not regard this commercial preference ungraciously.

British hardware and metal exporters stand to gain much business when the new tariff comes into force. They have barely held their own during recent years; relatively, they have gone back. The 25 per cent. preference put them on practical equality with American competitors; the 33½ preference ought to tilt the beam in our direction. It is true to-day, as when our special commissioner visited Canada two years ago, the other things being equal, the Canadian buyer likes to favor the Old Country. The increased preference unfortunately comes at a moment when hardware exporters can barely meet the pressure of orders. Signs are not wanting, however, of a slackening in trade; new orders have been scarce since the turn of the quarter; so perhaps in a month or two, hardware manufacturers will turn to Canada and seek effectively to capture a goodly slice of its trade.—Hardwareman, Birmingham.

#### NEW PROCESS OF TREATING TOOL STEEL.

Mr. H. F. J. Porter, of the Bethlehem Steel Co., who is known to the readers of The Review through his very interesting

and instructive papers on steel forgings, was in Cleveland a few days ago. Mr. Porter is in the west at present in the interest of a new process of treating tool steels, which has recently been discovered at the Bethlehem works. This new process, which is known as the Taylor-White process, has developed some marvelous results, and it seems likely that its introduction into common use will revolutionize the machine shops of the world. It seems almost incredible that a steel may be treated so that it will be harder when it is red hot than when it is cold, but, according to Mr. Porter, this is a fact, and, being the case, has allowed of the speeding up of the machine tools in the Bethlehem shops to four and five times their former capacity.

The Bethlehem Co. intends informing the world of this discovery at the Paris Exposition, and they are now preparing an exhibit for that purpose. The introduction of the process in this section will be in the hands of Mr. Walter Miller, who has represented the Bethlehem Co. for several years.—Marine Review, Cleveland.

#### WELL PLEASED WITH BUSINESS.

Mr. C. C. Ballantyne, Canadian manager of The Sherwin-Williams Co., and Mr. S. P. Fenn, treasurer of The Sherwin-Williams Co., Cleveland, were in Toronto for a day visiting their branch.

They report that business is brisk with their company, both in the United States and Canada, and their already large business keeps constantly increasing. They were pleased with their visit to the Toronto branch, and find that it has been of great benefit in promoting their city business and also their Western Ontario business.

#### SPRAY ! SPRAY !! SPRAY !!!

The advent of the paris green season has suggested the following lines which are published with profound apologies to Mr. Rudyard Kipling.

THE ABSENT-MINDED FELLA'.

Farmer's son—mother's son—son of a hundred "uds"—  
Fifty thousand yeoman ploughing in the fields all day.  
Each of 'em doing his country work (and who's to look  
after their spuds?);  
Pass the paris green for the pota'o's sake, and spray—  
spray—spray.

P. Green.

# WIRE NAILS TACKS WIRE

Prompt Shipment

**The ONTARIO TACK CO.**  
Limited  
HAMILTON, ONT.



## COST OF THE METRIC SYSTEM.

IRRESPECTIVE of all other considerations, the periodically recurring agitation in favor of the compulsory use of the metric system ought to concern itself, but rarely does, with the all important question of what it would cost to effect the proposed change in the varied industries in which the inch, the foot, and pound, and other measures of the English-speaking race have been in time-honored service, says Cassier's Magazine. More than 20 years ago, in a report on the subject, made to the Franklin Institute by Dr. Coleman Sellers and the late William P. Tatham, it was stated that, according to calculation, in a well-regulated machine shop, thoroughly prepared for doing miscellaneous work, employing 250 workmen, the cost of a new outfit, adapted to new measures, would be not less than £30,000, or £120 per man. If new weights and measures were to be adopted, so the report continued, all the scale beams in the country would have to be regraduated and readjusted; the thousands of tons of brass weights, the myriads of gallon, quart, and pint measures, and of bushels, half-bushels and peck measures, and every measuring rule and rod of every description throughout the land would have to be thrown aside, and others, which the common mind cannot estimate, substituted.

The great mass of English technical literature would become almost useless, and would have to be translated from a language which we, and the nation we have most to do with, understand perfectly, into a new tongue, which is strange to most of our people. As a question of cost, let those who advocate this change consider it carefully. To the teacher, to the closest scholar, to the professional man, to those who never handled a rule or a measure, but use weights and measures only in calculation, it may seem merely a matter of legal enactment; but to the worker, the dealers in the market places, to those who produce the wealth and prosperity of the land, the question is a most serious one. Altogether, the ultimate benefits of the change proposed would be of less value than the damages during the transition. Those who choose to do so can use the metric system, and no one can object to it; but for the Government to require its people to use that, and no other, would be an arbitrary measure which they would be neither willing nor able to bear.

E. B. Byington, president; Charles F. Walter, secretary, and H. M. Posten, of The Electrical Development Co. of the United States and Canada, Philadelphia, have been in Hamilton for some days. Their company expects to soon start making automobiles, etc., on a large scale in Hamilton.

## You can sell more paint

than any other dealer in town if you handle

### THE SHERWIN-WILLIAMS PAINT

There are two main reasons why this is so—the paint itself and the advertising back of it.

S-W.P. wins trade and holds it because it is the best paint value on the market. It gives the best satisfaction in every point. It stands the test of usage best, and lives up to the dealer's highest recommendation.

The advertising back of S-W.P. is the most effective in the paint business. It can make you the leading advertiser in your town. It will not only sell paint for you, but will advertise your store in a general way.

Good paint, good advertising and big business are in S-W.P.



**THE SHERWIN-WILLIAMS CO.**  
PAINT AND VARNISH MAKERS.

Canadian Division:  
Montreal.  
21 St. Antoine St.,

CLEVELAND. BOSTON.  
CHICAGO. TORONTO.  
NEW YORK. SAN FRANCISCO.  
MONTREAL. KANSAS CITY.

### TRADE CHAT.

THE hardware store of E. & S. Pollard, Petrolea, Ont., was broken into Tuesday night. The firm's loss is about \$500, the goods taken consisted of razors, silver knives, forks, and pocket knives.

Carter & Jardine, machinists, Moncton, N.B., propose utilizing their spare time this spring in building an automobile.

The Automatic Steam Cooker Co., with a share capital of \$50,000, has been incorporated, with headquarters in Toronto.

The Blind River Lumber Co., Blind River, Ont., have sold their mill, plant and season's stock to an American firm for about \$54,000.

Mackenzie & Mann, the railway promoters, are reported to be negotiating for the purchase of the Kingston Locomotive Works.

The general store of J. H. Hager, Hagersville, Ont., was burglarized on Thursday night, last week, and a quantity of tools, ties, tobacco, etc., to the amount of \$200, stolen.

The new steel ship-building company of Collingwood, which has taken over the old Collingwood Dry Dock Co.'s plant on a bonus agreement with the town, is proceeding with the erection of new buildings. The yard will be so arranged that work on four vessels may be carried on at one time, and

it is expected that at least one vessel will be completed during the present year.

It is reported that a third deposit of iron ore has been found at Bell Island, which promises to equal the two that the Nova Scotia Steel Co., Limited, and The Dominion Coal Co., Limited, have proved to be so valuable.

The Hamilton Brass and Cash Register Co. have contracted with The National Cash Register Co., of Dayton, Ohio, to manufacture the National register for a term of years.

The C.P.R. is shipping large quantities of coal from its docks at Algoma Mills, Ont., and it is expected that during the summer more than three times the quantity will be unloaded at the dock than any season heretofore.

The output for The Dominion Coal Co.'s areas during March was 155,785 tons, and the shipments 85,000 tons, as compared with 23,159 tons in March, 1899; 26,900 tons in March, 1898; 24,000 tons in March, 1897; and 9,171 tons in March, 1896. The shipments to the United States during the last month were 52,827 tons, and it is expected that for the first four months more coal will have been shipped to American ports than during the whole of the year 1899.



**BUSINESS CHANGES.****DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

**A** MEETING of the creditors of Cowan & Cossaboom, general merchants, etc., Rossway, N.S., has been called for May 8.

Weldon Burden, implement dealer, Fredericton, Ont., has assigned.

Matthew Ball, harness dealer, Wellandport, Ont., is offering to compromise.

Joseph Arney, general merchant, etc., St. Pierre et Miquelon, has suspended.

Desjardins & Frere, hardware dealers, Lachine, Ont., are offering 50c. on the dollar.

I. Roenstein, general merchant, Grand River, Que., has compromised at 35c. on the dollar.

Delbert Horning, general merchant, etc., Abingdon, Ont., has assigned to George S. Burkholder.

Mrs. Jos. Yerville, general merchant, St. Jean des Chaillons, Que., has assigned to V. E. Paradis.

Joseph Leduc, general merchant, St. Isidore de Prescott, Ont., has compromised at 50c. on the dollar.

Gagnon & Caron have been appointed curators of Joseph Loranger, general merchant, Berthier, Que.

V. E. Paradis has been appointed curator of Dufer & Tremblay, general merchants, St. Jerome (Chicoutimi), Que.

**PARTNERSHIPS FORMED AND DISSOLVED.**

Fynn & McDougall, general merchants, Port Hood, N.S., have dissolved.

A. C. Rogers & Co., general merchants, Summerside, P.E.I., have dissolved.

Harbic & Bergeron, general merchants, Hawkesbury, Ont., have dissolved partnership. Mr. Bergeron continues alone.

McArthur, Corneille & Co., wholesale paint and oil dealers, Montreal, have dissolved, C. C. Corneille retiring. John C. McArthur continues alone.

**SALES MADE AND PENDING.**

S. C. Wright, general merchant, Binbrook, Ont., has sold out.

The stock of Mrs. H. Steffens, general merchant, Lytton, B.C., is to be sold by tender.

The assets of J. A. Brien, general merchant, Chambly Basin, Que., will be sold to-day (Friday).

The stock, etc., of the estate of James Dodds, general merchant, Norman, Ont., is offered for sale by tender.

**CHANGES.**

Brown & Mitchell, Brandon, Man., have bought out M. G. McEwan and A. Speers, hardware dealers, etc., Griswold, Man. M.

J. W. Mealey has opened a general store in Somerset, N.S.

Peter McFarland has opened as machinist in Baddeck, N.S.

R. W. Banford is starting as general merchant in Vankleek Hill, Ont.

Brunelle & Co., general merchants, Strathcona, N.W.T., have closed up.

James W. Staliker, harness dealer, Highgate, Ont., has sold out to J. W. McGregor.

A. Gale, general merchant, Freelon, Ont., has been succeeded by W. C. Dickson.

H. E. Dill & Co., general merchants, Moosomin, Man., have sold out to White & Co.

The C. W. Laing Co., general merchants, Bright, Ont., have sold their stock to A. J. Smith.

J. L. Richardson, general merchant, Albert, N.B., has sold his stock to W. J. Anderson.

W. R. Fish, general merchant, Prince Albert, N.W.T., has sold out to G. R. Russell & Bro.

Richard Rheame, general merchant, Dover South, Ont., has sold out to S. La Charite & Co.

Chantler Bros., general merchants, Chantler Station, Ont., have been succeeded by J. A. Coleman.

G. McEwan has moved to Qu'Appelle Station, N.W.T., where he has bought out Wm. Johnston.

**FIRES.**

George Thurlow & Son, harnessmakers, Carleton Place, Ont., have been burned out.

George J. Jupp, harness dealer, etc., Fleming, N.W.T., has been burned out; partially insured.

Mrs. A. Villeneuve, general merchant, Pointe Gatineau, Que., has been burned out; insurance, \$10,000.

**DEATHS.**

J. E. Newcombe, general merchant, Hantsport, N.S., is dead.

J. R. Cragg, of Cragg Bros. & Co., wholesale and retail hardware dealers, Halifax, is dead.

**TO REMOVE THE ENAMEL.**

Current practice in the matter of removing the enamel from bicycle frames preparatory to reenameling differs widely. Where many frames are so treated, and, in consequence, the proper facilities are at hand, a good method is to boil the frame in a tank containing a solution of concentrated lye. Keep it in the bath for about 20 minutes. If it is not convenient to put the frame in such a bath, boil the lye and apply hot with a brush. Polish then with emery cloth.

In many factories and repair shops they disapprove of any kind of dips or solutions for removing enamel, and they take off the coating first, roughly, with a scraper, or an old knife even, and then use emery cloth and polishing bobs to clear of the remainder.

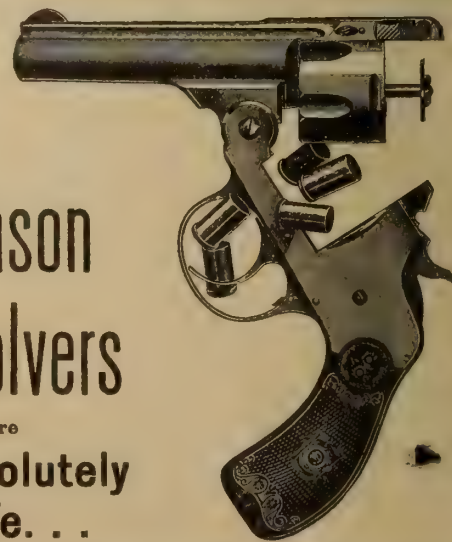
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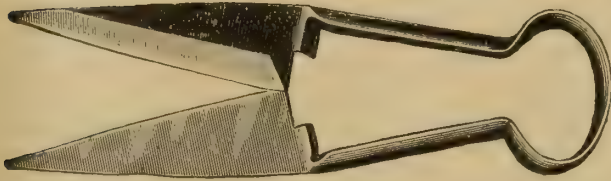
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## SHEEP SHEARS.



No. 1500  
11-in. bent.

**BOKER'S.**

No. 1501  
12-in. bent.

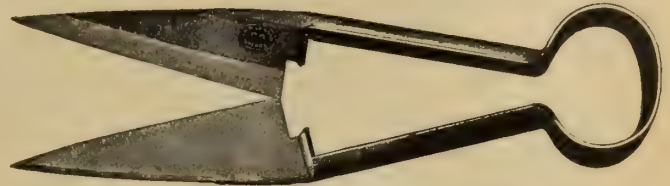
No. 6654B  
11-in. bent.



No. K20—5½-in., 6-in., 7-in. blades, polished.

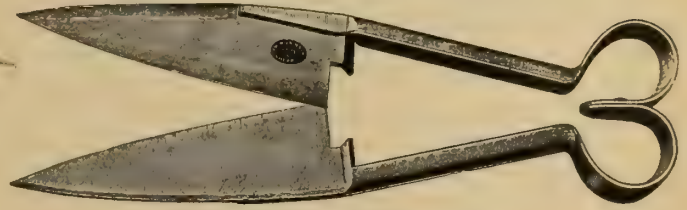


No. 4—3-in. blades, polished, trowel handles.



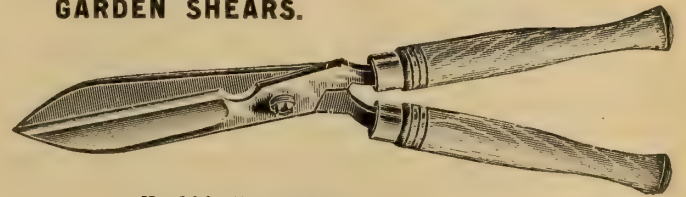
**BURGON & WILKINSON'S.**

No. 5G—6-in. blades, half polished.



No. K22—6-in. blades, polished.

## GARDEN SHEARS.

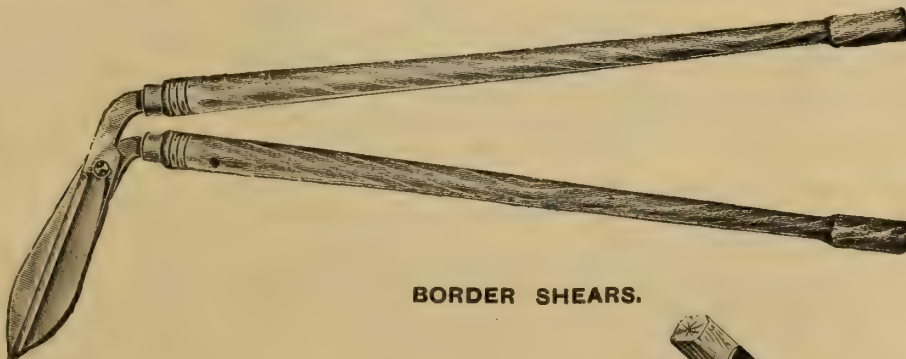


No. 100—7½-in. blades.

No. 101—8-in., 9-in., 10-in. blades, notched.

## BORDER SHEARS

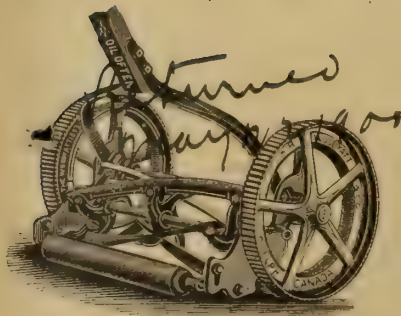
No. 104—9-in. blades.  
Long Handles,  
Plain Blades.



## LAWN SHEARS

No. 106—9-in. blades.  
Long Handles,  
Plain Blades.

## BORDER SHEARS.



"STAR."

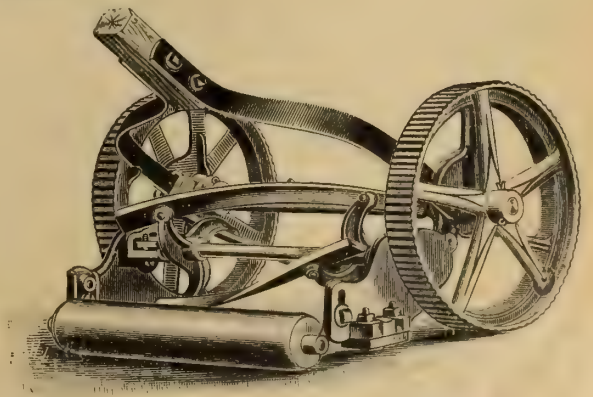
## LAWN MOWERS.

"STAR"

3 Knives; 9-in. Wheels;  
12 in., 14 in., 16 in.

"WOODYATT"

4 Knives; 10½-in. Wheels;  
12 in., 14 in., 16 in., 18 in., 20 in.



"WOODYATT."

**H. S. HOWLAND, SONS & CO., Toronto.**

OUR PRICES  
ARE RIGHT,

Graham Wire and Cut Nails are the Best.

SEND US  
YOUR ORDERS.



## WHAT TOURIST TRAVEL DOES FOR FLORIDA.

SUN, St. John, N.B., April 24: For three or four months in the year money pours into Florida at an amazing rate, as a result of well-directed effort to attract tourists and health-seekers. The State itself provided the climate, and Henry M. Flaglor did the rest.

Mr. Flaglor has ten splendid hotels scattered along the peninsula at different points, including Nassau, and he owns the whole line of railway from St. Augustine to Miami on the east coast. When it is winter in the north, wealthy tourists, in thousands, pour into Florida and crowd these hotels to overflowing.

Thirteen years ago, Mr. Flaglor erected the Ponce de Leon hotel at St. Augustine, the first of the series. It proved so successful, paying a profit, it is said, of \$200,000 the first year, that he was encouraged to go on and develop the whole scheme, erecting other hotels and building and equipping the line of railway. And though the expenditure has been enormous, amounting, it is estimated, to \$16,000,000 in the last three years alone, the enterprise is now said to be on a dividend-paying basis.

W. S. Fisher, who is president of the St. John Tourist Association, returned last week from a trip to Florida, on which he was accompanied by Mrs. Fisher, and to him The Sun is indebted for the above recital of facts connected with the so-called "land of sunshine and flowers."

Speaking of Mr. Flaglor, Mr. Fisher observes that one cannot but admire the courage of a man who would put his money so freely into a business that must, to the ordinary onlooker, have seemed a doubtful experiment. That he has succeeded was shown by the unparalleled rush of visitors during the past season, so large that at times the hotels could not accommodate them. For example, said Mr. Fisher, at Palm Beach there are two hotels, the Royal Poinciana and the Palm Beach Inn. Together they will accommodate 1,500 guests. And yet at one time they were so overcrowded, even after all the hotel hallways had been lined with cots, that some of the guests had to sleep in one of the churches. Mr. Flaglor now has a corps of men at work and will double the capacity of one of the hotels this year, at a cost of \$1,000,000.

The example of Florida, Mr. Fisher points out, shows the necessity for having first-class hotels for tourists. The wealthy tourists demand and must have the best hotel accommodation. They go where it is to be had, and they are quite willing to pay. This is shown in Florida, where the charges are very high. They must be so, for the

year's profits must be secured in three or four months.

As an illustration of what Mr. Flaglor does in the line of advertising, Mr. Fisher states that he has issued 1,000,000 copies of one attractive book—at a cost of \$50,000.

Speaking generally of Florida, Mr. Fisher says the people now date everything from the time of the "freeze." About five years ago a wave of frosty desolation swept over the northern part of the State. The orange groves were ruined, and as the frost has since been an annual visitant the planters were discouraged. On Indian River some orange groves are seen and the business is being developed, but the only real work of cultivation is now carried on south of the frost belt. The cultivation of pineapples is being developed, and from Palm Beach north for 100 miles plantations are seen on both sides of the railway, some of them covering many acres. As a rule, most of them seem quite young. Many are covered with slats. At Palm Beach Mr. and Mrs. Fisher visited a plantation of nine acres entirely covered with slats. This is done for the double purpose of keeping out the cold of one season and moderating the intense heat of the other. It seems to be necessary to insure a crop of good size and flavor.

On their way north, Mr. and Mrs. Fisher stopped at Charleston, Richmond and Washington. At Richmond, there is a hotel, the Jefferson, erected by Mr. Ginter, of cigarette fame, at a cost of \$1,500,000, and it has proved a great attraction for tourists.

Passing to New York, Mr. Fisher observed that it seems a little strange that a city like the great metropolis, with all its wealth and the vast volume of travel from all parts of the world, bent on business or pleasure, should feel the need of making special effort to bring more people into its borders. If it were possible for any city to stand independently and feel no need of special effort in that direction, it should be New York. And yet, the fact is that, over a year ago, the Merchants' Association of New York was organized, and the secretary told Mr. Fisher that it now has between 2,000 and 3,000 members, chiefly New York business people, who pay an annual fee of \$25, and the efforts of the association are concentrated on diverting travel to New York. They have issued 200,000 copies of one attractive booklet, "Summer Days and Nights in New York," besides other literature, and now have another book in preparation.

Mr. Fisher naturally thinks there is a lesson in all this for the city of St. John.

We have not a Henry M. Flaglor, but we have the climate in summer and we have better scenery, and other advantages which Florida lacks.

"I notice," said Mr. Fisher, "that the request of the tourist association for a grant has been referred to the new council. I hope they may see their way clear to make a grant to aid the association in its work. Not only that, but I trust mayor and council will do what they can to stimulate in our citizens a greater desire to make the city attractive, keep the streets clean and do all possible to make a favorable impression on all who may visit our city during the coming summer. It has come to be recognized that cities and municipalities must act upon the same general principles as the business man who seeks to enlarge his trade."

## INTERESTING TRADE STATISTICS.

As the result of statistics received from hardware manufacturers in regard to their business during the first quarters of 1899 and 1900, we are enabled, says The Iron Age, to lay some interesting facts before the trade. Our advices refer to the increase of the business of 1899 over that of 1898, together with a comparison of the business of the first three months of the present year with that of the last year in the corresponding months. The results may be summarized as follows:

Every manufacturer reports a gain in the business of 1899, as compared with 1898, but the percentage of gain varies greatly.

An increase of 10 per cent. is the lowest, and of 125 per cent. the highest reported.

The average increase is about 40 per cent.

About five-eighths of the manufacturers report a gain in the first quarter of 1900 over that of last year, the average increase being nearly 20 per cent. A number of the manufacturers report that such increase in this year's business is explained by the fact that orders taken in 1899 were executed since January 1.

About one concern in eight reports that business has been substantially the same in volume as last year.

About one manufacturer in four reports a falling off of this year's business as compared with 1899, but the figures given are not sufficiently definite to indicate the percentage of such decrease in business.

The above statistics refer to a general line of shelf and miscellaneous hardware, and may be taken as representing fairly the volume of business in the periods under review.

## AGENCY IN WINNIPEG.

David Philip has opened as manufacturers' agent in metal and hardware lines in Winnipeg, and is open to take a few agencies. Mr. Philip has resided in Winnipeg for nearly 20 years, and is favorably known by the leading hardware dealers in the city.



# PORTLAND CEMENTS

Best German, Belgian and English Brands.

Fire Bricks, Fire Clay, Flue Linings,  
Flue Covers, Drain Pipes  
Scotch and Canadian Tiles,  
Calcined Plaster,  
Granite Hard Wall Plaster,  
Wheelbarrows,  
Scotch Cranes and Derricks,  
Cement Concrete Mixers, Garden Vases,  
Ornamental Chimney Tops,  
Mortar Stains.

A full stock of Builders' and Contractors' Supplies.  
Write for Quotations.

**W. McNALLY & CO., Montreal**

PORTLAND CEMENTS  
FIREBRICKS  
FIRECLAY  
LIVERPOOL SALT  
LAND PLASTER  
PLASTER OF PARIS  
WHITING

Straight or mixed cars.

**J. WATTERSON & CO.**  
MONTREAL.

We aim to

**KEEP YOU IN TOUCH**

with the latest novelties of the day.



## Our "Sons of the Empire" Tray

is an exact reproduction in color of the different arms of **OUR IMPERIAL FORCES**. It is 16 inches oval, beautifully designed and finished, and the popularity of the subject makes it a "leader" you cannot afford to be without.

Retails for 25 cents with good profit. Order sample dozen.

**The Thos. Davidson Mfg. Co., Montreal.**

ESTABLISHED 1860.

Limited.  
INCORPORATED 1895.

**THE B. GREENING WIRE CO., LIMITED**  
HAMILTON, ONT., AND MONTREAL, QUE.

MANUFACTURERS  
OF



**Wire Rope**

of every description and  
for all purposes.

Lang's Patent Wire  
Rope for  
Colliery and Mining  
Use.



# The Empire State Milk Can

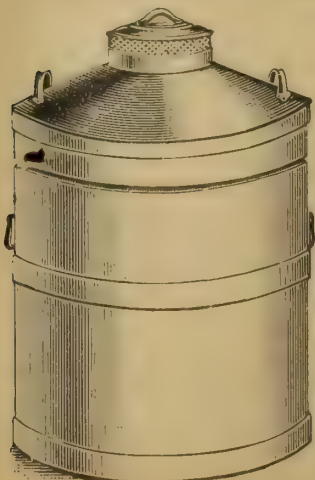
PATENTED 1886.

The bead inside of can prevents milk from slopping.

The can has proper ventilation.

The cover never sticks.

The cover makes a good strainer.



Made and sold  
only by

**W. W. CHOWN & CO.,**

Manufacturers of pieced Tinware

WRITE FOR PRICES.

BELLEVILLE, ONT.



## TRADE IN COUNTRIES OTHER THAN OUR OWN.

**T**HE market for tinplates has been quiet for several weeks, and merchants quote prices a shade easier.—Iron and Steel Trades' Review, April 21.

### MANUFACTURED IRON AND STEEL.

In the finished branches makers are well supplied with orders, the demand for nearly all kinds of material being on a very satisfactory scale. Quotations remain much at their former level, the only change of any consequence being the advance in the official price of common iron in South Staffordshire from £10 5s. to £10 15s., marked bars remaining at their former basis of £11 10s. It is pointed out in connection with the high selling prices now prevailing that manufacturers do not benefit thereby, the increased cost of production caused by advances in wages, in the price of raw material, and of fuel, keeping profits down to the same level as before. Hoops are in good demand. Makers of puddled bars are unable to keep abreast of orders, while steel plates and sections are also in active request. Steelmakers generally are well employed, and in some instances are refusing to renew contracts except on better terms. There is a large output of steel shipbuilding material, and it is readily taken up.—Iron and Coal Trades' Review, April 20.

### SHIPMENTS AND STOCKS OF PIG IRON.

The deliveries of pig iron by sea have been well maintained this month, notwithstanding the holidays. It is more the consumption of the forge qualities that will have suffered by reason of the latter. The quantity of pig iron shipped from the Cleveland district this month to last night reached 69,221 tons, as compared with 70,072 tons last month and 72,358 tons in April, 1899, to 18th. The stock of Cleveland pig iron in Connal's public warrant stores last night was 31,931 tons, a decrease of 9,251 tons this month, and the quantity of hematite was 5,100—decrease for the month, 725 tons. The stock is thus being rapidly cleared out.—Iron and Coal Trades Review, London, April 20.

### SCOTCH IRON IN CANADA.

The repetition of the rumors of coming importations of American pig iron, supported by cables from New York, have this week scared some holders of Scotch warrants, and on Wednesday the Glasgow market declined about 1s. 6d. per ton. The market opened easier on Tuesday, after the holidays, and yesterday there was a steadier market, and, though the price was 1½d. lower on the day, the rush to sell which

upset Wednesday's market had ceased. G.M.B. Scotch warrants fell again to-day, closing this afternoon at 73s. 7½d., a fall of 3s. 6d. per ton since last week. About 5,000 tons of pig iron have been withdrawn this week from Connal's stores at Glasgow, reducing the stock to 165,000 tons. The shipments last week exceeded 10,000 tons, and, for the year, show an increase of 37,000 tons. It is almost impossible to obtain the favorite shipping brands at any price. Coltness No. 1 is nominally 92s. 6d. Numerous small shipments of Scotch pig iron are being made to Canada, a convincing proof of the inability of the Canadian consumers to get their orders "filled" by American producers.—Iron and Steel Trades Journal, April 21.

### NEW YORK METAL MARKET.

**PIG TIN**—The market was steady with very fair business in ordinary way, but no speculative movement developed here, although London cables again reported heavy transactions in the foreign market. New York prices were quoted on the basis of 29 87½ to 30c. for five-ton lots on the spot. The visible supply as posted on 'Change was 16,191 tons on May 1, against 17,561 tons on April 1, and 16,753 tons on March 1. The consumption in the United States during April was bulletined as 2,200 tons last month, against 2,800 tons in March and 2,500 tons in February.

**COPPER**—A large distribution is still taking place, chiefly in delivery on old orders, and new business of very fair amount is also taking place. Prices are steady at 17c. for Lake Superior ingot, and 16¾ to 16⅝c. for other varieties. Prices for merchant bars were a shade firmer in the London market.

**PIG LEAD**—No change has taken place in the condition of the market. The usual business is being effected with consumers, and prices remain steady at 4.70c. for large lots for shipment from the west and 4.75 to 4.80c. for single carloads on the spot.

**SPELTER**—Freer offerings from the west and indifference on the part of buyers generally served to give the market rather weak tone. Offers of prime western at 4.60c. delivered in New York were common, and it was intimated that bids of 4.55c. would not have been turned down. The London cable to the Exchange quoted £21 15s. for good merchant brands.

**ANTIMONY**—The market is steady, with prices for regulus at 9½ to 11c., as to brand and quantity.

**TINPLATE**—Business at present is mostly on retail lines. Large consumers and job-

bers are receiving enough stock on contracts to fully cover their wants.

**IRON AND STEEL**—The market generally is rather slow in this quarter, except as far as deliveries on contracts may be concerned, and prices remain without change of importance in any line.—New York Journal of Commerce.

### INFERIORITY OF PRISON TWINE.

"I have posted in my office," writes a Kansas dealer, "an article from Farm Implement News, showing by test that a 50-lb. bale of free labor twine will bind 3,100 more bundles than the same amount of prison-made twine."

For the benefit of other dealers whose trade is likely to be affected by prison twine and who may not have seen the article referred to, it is herewith reproduced:

"One of the leading twine houses here (Minneapolis) has been comparing the length and weight of its sisal twine with that of the sisal twine made at the State prison. Measurements of quarter pounds from each sample of twine were made, and figuring on this as a basis, it was reckoned that one lb. of the free labor twine measured 528 feet, eight inches, as against 404 feet in the prison twine: or, taking this as a basis, one 50-lb. bundle of the former twine would tie 3,100 more than the prison twine. Counting the value of prison twine at 10c. per lb., the former twine was counted worth 13.8 c. per lb. It is being sold to the trade at 11¼c. If the basis of this test is a fair one and the discrepancy actually exists in the twine as it runs, the argument is an overwhelming one."—The Farm Implement News.

### SHOP WISDOM.

The best goods bring best profit to both buyer and seller.

When we buy wrongly we don't pass the mistake on.

We ask you to point out any mistake or inattention.

Our profit comes when we buy—yours when we sell.

The glad customer is loquacious, and brings another.

The story of a bargain is told far and wide.

No last year's birds' nests on our shelves.

A store that doesn't please doesn't profit.

Your questions often help us.

Advertising that talks big and lacks performance is money wasted.

Impossible pretensions make the currency of fakirs.

Cash-bought and cash-sold goods help all concerned in them.—Fame.



# "THE ABSENT MINDED BEGGAR."

Is the buyer who does not take the trouble when ordering horse nails to specify the brand he prefers, or that his farrier customers would rather have. Take a little time when ordering, and write for the "C" brand made by the Canada Horse Nail Company. Having done that, see that you get the nails made by us, as there are nails sold with two ("CC") letters which are not of our manufacture. "Imitation is the sincerest form of flattery." Don't buy imitations when you can get the genuine article. We adopted the first letter of the name of our Company — Canada — in 1867, and we alone have the legal right to the use of the gothic letter "C" in connection with the sale of horse nails.

We make horse nails only, and have been manufacturing nothing else for the past 35 years. In buying the "C" brand you get the benefit of that long experience, in the quality, design and finish of the horse nails sold under our name and trade mark "C."

Our nails are sold by the leading wholesale and retail trade from Halifax to Victoria. We shall appreciate your orders through them.

**Canada Horse Nail  
Company,**

**MONTREAL.**

## HIGH-GRADE GOODS.

"Banner" Cold Blast Lanterns.  
"Climax" Safety Tubular Lanterns.  
Also Lamps, Lamp Burners  
and Trimmings.

PERFECT CONSTRUCTION.  
HIGHLY FINISHED.

Manufactured by

**THE ONTARIO LANTERN CO.**  
Hamilton, Ont.

**WESTERN** Incorporated  
1851.  
**ASSURANCE COMPANY**

## Fire and Marine

Capital, subscribed \$2,000,000.00  
Capital - - - 1,000,000.00  
Assets, over - - 2,340,000.00  
Annual Income - 2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.  
C. C. Foster, Secretary.

## HARRINGTON & RICHARDSON ARMS CO.

WORCESTER, MASS., U. S. A.



Makers of

**High Grade REVOLVERS**

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and  
Hardware Stores almost everywhere.

THE ...

## Waggoner Extension Ladder.

The strongest, lightest and most convenient ladder in the market. The only really satisfactory extension ladder made. Pulls up with a rope. Made in all lengths. Also extension and other step ladders, sawhorses, ironing boards, painters' trestles, etc. All first-class goods. Write for quotations to

The Waggoner Ladder Company, Limited, London, Ont.

### MANUFACTURERS

Babbitt Metals . . .  
Tinnerns' and Plumbers' Solder  
Ingot Brass, etc.

### IMPORTERS AND DEALERS

Pig Tin, Pig Lead  
Ingot Copper . . .  
Antimony, etc.

**SYRACUSE SMELTING WORKS.** Factories: MONTREAL,  
and SYRACUSE, N.Y.

## The "DAISY" Barrel Churn

SPECIAL FEATURES FOR SEASON OF 1900.



Angle Steel Stand, with extra patented  
centre brace.  
Patented Double Levers or Bow.  
Wheels on the feet.  
Hardened and Polished Steel Ball-Bearings.  
Patent cover and drip tube.

SIZES—Nos. 0, 1, 2, 3, 4 and 5.

The Barrels are made of the best imported  
White Oak Staves, and will last many years.

Manufactured only by

**The WORTMAN & WARD  
MFG. CO., Limited**

Head Office:  
LONDON, ONT.

Eastern Branch:  
60 McGill St.,  
MONTREAL.



# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

MONTREAL, May 4, 1900.

### HARDWARE.

**T**HE feature in the hardware trade during the week has been the weakness in wire and wire nails, owing to the manoeuvres of the American Steel and Wire Trust; in consequence, makers in Canada have been compelled to reduce prices  $3\frac{1}{2}$  c. per 100 lb. on barbed wire, and from  $27\frac{1}{2}$  to  $42\frac{1}{2}$  c. on galvanized wire, and on wire nails 25 c. per keg. A meeting of the cut nail manufacturers was held this week, but no change in prices was made. Business in all lines is very satisfactory for the season; in consequence, the market is moderately active.

**BARBED WIRE**—Prices have been reduced  $3\frac{1}{2}$  c. per 100 lb., the base price now being \$3.40.

**SMOOTH WIRE**—The movement of oiled and annealed wire continues good and prices are unchanged at \$3.45 per 100 lb. base.

**GALVANIZED WIRE**—The decline in the price of galvanized wire has been from  $27\frac{1}{2}$

to  $42\frac{1}{2}$  c., according to gauge. We quote: Nos. 6, 7 and 8 gauge, \$3.95; No. 9, \$3.20; No. 10, \$4.10; No. 11, \$4.15; No. 12, \$3.35; No. 13, \$3.45; No. 14, \$4.50; No. 15, \$5; and No. 16, \$5.25.

**FINE STEEL WIRE**—Demand fair, with discounts unchanged at  $12\frac{1}{2}$  per cent.

**BRASS AND COPPER WIRE**—There is no change, and the movement is fair. Discounts are 55 and  $2\frac{1}{2}$  per cent. on brass, and 50 and  $2\frac{1}{2}$  per cent. on copper.

**FENCE STAPLES**—The demand is steady at \$3.75 for bright and \$4.25 for galvanized.

**WIRE NAILS**—The market has been weaker, and prices have declined 25 c. per keg to \$3.20 for jobbing and \$3.10 for carlots.

**CUT NAILS**—Feeling steady, and trade fairly active at \$2.85 for small and \$2.75 for carlots.

**HORSE NAILS**—Demand moderate at 50 per cent. discount on Standard and 50 and 10 on Acadian.

**HORSESHOES**—Trade in this line is quiet, buyers generally having placed their orders. We quote as follows: Iron

shoes, light and medium pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow shoes, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; X L steel shoes all sizes, 1 to 5, No. 2 and larger, \$4.20; No. 1 and smaller, \$4.45; feather-weight, all sizes, \$5.45; toe weight steel shoes, all sizes, \$6.55 f.o.b. Montreal.

**SCREWS**—Demand is still good at unchanged prices. Discounts are as follows: Flat bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass,  $67\frac{1}{2}$  per cent.; flat head bronze,  $67\frac{1}{2}$  per cent.; round head bronze,  $62\frac{1}{2}$  per cent.

**BOLTS, ETC.**—An active demand is still being experienced for these lines. Discounts are as follows: Tire bolts, 60 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes,  $52\frac{1}{2}$  per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts,  $52\frac{1}{2}$  per cent.; bolt ends,  $52\frac{1}{2}$  per cent.; nuts, square,  $3\frac{1}{2}$  c. per lb. off; nuts, hexagon, 4 c. off;

## The Greatest Ice-Saver

— IS THE —

## Model Refrigerator

MADE IN 6 SIZES.

**Five Walls of non-heat** conducting material form the case.

**Removable Sectional Ice Box** guarantees **ABSOLUTE CLEANLINESS.**

**Best arranged Zinc Linings** with **pan-shaped** bottom in **Food Chamber** keep spilled liquids from entering woodwork and souring, thus maintaining **PERFECT SWEETNESS.**

**Cerite**, the **newest** and **best** non-heat conducting lining, makes it **ALWAYS COLD.**

**No glued joints** to loosen with dampness.

# THE McCLARY MFG. CO.

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER





American Sheet Steel  
Company  
Manufacturers of Black  
and Galvanized Sheets  
Battery Park Building  
New York

Drain Pipes  
Portland Cements  
Fire Bricks

Contractors' and  
Founders' Supplies.

**F. HYDE & CO.**

31 Wellington street, MONTREAL

English Castor Oil

GUARANTEED PURE.

Pharmaceutical, Tasteless, Cold Drawn  
First Pressure  
Second Pressure

In cases of 2 tins and in barrels. Stocked  
by all Hardware, Oil and Color men.

The Hull Oil Manufacturing Co.  
LIMITED

B. & S.H. THOMPSON & CO.

Agents for Canada MONTREAL

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable  
Castings, Boiler Tubes, Engine Cylinders, Hy-  
draulic and other Machinery where great strength  
is required; Strong, High Silicon Iron, for Foundry  
Purposes.

tire bolts, 60 per cent.; stove bolts, 60 and  
10; plough bolts, 50 per cent.

RIVETS, ETC.—A good volume of business  
is reported in this line. Discounts are :  
Best iron rivets, section, carriage, and  
wagon box, black rivets, tinned do.,  
coopers' rivets and tinned swedes rivets, 45  
per cent. off; swedes iron burrs, 40 per  
cent. off; copper rivets, 35 per cent.;  
coppered iron rivets and burrs, in 5-lb.  
carton boxes, 45 per cent. off.

CORDAGE—The demand is good, and  
prices rule firm. We quote: Manila,  
16c.; sisal, 13½c., and lath yarn 10¼c.  
base.

HARVEST TOOLS—A steady business of  
fair volume continues to be done in these  
goods, the demand being chiefly for garden-  
ing tools and lawn mowers.

SPADES AND SHOVELS—There is a good  
demand, and some shipments have gone  
forward. Discounts are unchanged at 40  
and 5 per cent.

CUTLERY — The movement is about the  
average for the season.

SPORTING GOODS—Nothing new to note,  
the demand being fair.

FIREBRICKS —The tone is steady with a  
fair demand, at \$16 to \$22 per 1,000, as to  
brand, ex wharf.

CEMENT —Demand improving and trade  
fairly active. We quote: German, \$2.35  
to \$2.50; English, \$2.20 to \$2.40; Belgian,  
\$1.75 to \$2.05 per bbl. ex wharf.

#### METALS.

There has been no important change in  
this branch of the trade. Values in most  
cases are firm, and the trade is fairly active.

PIG IRON—Further sales of pig iron have  
been made at \$26 to \$27 for No. 1 Scotch  
to arrive as to quantity.

BAR IRON—A fair movement is reported,  
and prices are firm at \$2.40 to \$2.45, as to  
quantity.

BLACK SHEETS—Demand for these is  
better. We quote: 8 to 15, \$3.10; 18 to  
20, \$2.90; 22 and 24, \$2.95; 26, \$3.10, and  
28, \$3.15.

GALVANIZED IRON — There has been  
an active business done. We quote as  
follows: No. 28 Queen's Head, \$4.75 to  
\$5.00, and No. 26, \$4.50 to \$4.75; Comet,  
No. 28, \$4.45 to \$4.70, and No. 26, \$4.15  
to \$4.45.

INGOT COPPER —Supplies are only fair  
and prices unchanged at 18c.

INGOT TIN—A fair movement is reported  
at 35 to 36c.

LEAD—Demand good with prices firm at  
\$4.60 to \$4.70.

LEAD PIPE—There is no change in pipe,  
the demand being good. We quote: 7c.  
for ordinary and 7½c. for composition  
waste, with 15 per cent. off.

IRON PIPE—Values steady, with a fair

**Sanderson's Tool  
Steel.**

Self-hardening and other grades  
always in stock.

"THE MOST RELIABLE TOOL STEEL  
IN THE MARKET."

**A. C. LESLIE & CO.**

MONTREAL



IRON AND  
BRASS

**Pumps**

Force, Lift and Cistern  
Hand and Power.

For all duties. We can  
supply your wants with  
—quality the best and  
prices right. Catalogues  
and full information for a  
request.

**THE R. McDUGALL CO., Limited**

Manufacturers, Galt, Canada.

**ADAM HOPE & CO.**

30 JOHN STREET N.

Hamilton, Ont.

Offer from Store,  
Montreal, Toronto and Hamilton:

PIG TIN, "Straits"  
INGOT COPPER  
PIG LEAD  
ZINC SPELTER  
ANTIMONY

WRITE FOR QUOTATIONS.

**NOVA SCOTIA STEEL CO.**

Limited

NEW GLASGOW, N.S.

Manufacturers of

**Ferrona Pig Iron**

And SIEMENS MARTIN

Open Hearth Steel



## WITH OUR GOODS

## YOU ARE A LEADER

WITHOUT OUR GOODS  
YOU CANNOT BE.

We started to put up Varnishes, Enamels, etc., in neat, handy packages for the Hardware Man's convenience. Others followed, but we still lead. Our packages are neater, our store hangers, signs, etc., for displaying goods and showing colors are more original and attractive than you can get elsewhere.

Try a sample order, and be convinced nothing but the best quality can carry our brands. That's where we lead again. A few of our specialties in great demand just now are Coach Enamels, Household, Bath and Gold Enamels, Varnish Stains, White and Orange Shellac in bottles, Lemon Polishing Oil, Elastilite Varnish and Granatine Floor Finish.

TAKE THE LEAD AND WRITE FOR ILLUSTRATED  
CATALOGUE AND PRICE LIST.

THE ...

## Imperial Varnish &amp; Color Co.

LIMITED

TORONTO, ONTARIO, CANADA.

## We are Offering

Window Glass, Paints, Oils,  
Cordage, Builders' Hardware, Wire, Wire  
Nails, Lawn Mowers, Harvest Tools,  
Spades and Shovels at closest prices.

OUR MOTTO:

PROMPT SHIPMENT, RIGHT PRICES.

JOHN BOWMAN  
HARDWARE & COAL CO.,

...London, Ont.

trade. We quote:  $\frac{1}{4}$ , \$3.10;  $\frac{3}{8}$ , \$3.10;  $\frac{1}{2}$ , \$3.40;  $\frac{3}{4}$ , \$3.85; 1, \$5.50;  $1\frac{1}{4}$ , \$7.50;  $1\frac{1}{2}$ , \$9.10, and 2-in., \$12.25.

TINPLATES—Demand fair at \$4.50 for coke, and \$4.75 for charcoal.

CANADA PLATE—Firm and active. We quote: 52's, \$3.25; 60's, \$3.35; 75's, \$3.45; full polished, \$3.50, and galvanized, \$4.85.

TERNE PLATE — Quiet and steady at \$8.75.

SWEDISH IRON—Firm and in fair demand \$4.25.

COIL CHAIN—No change to note. We quote: No. 6, 12 $\frac{1}{2}$ c.; No. 5, 11c.; No. 4, 10 $\frac{1}{2}$ c.; No. 3, 10c.;  $\frac{1}{4}$ -inch, 8 $\frac{1}{2}$ c.; 5-16, \$6.00;  $\frac{3}{8}$ , \$5.40; 7-16, \$5.15;  $\frac{1}{2}$ , \$5.00; 9-16, \$4.85;  $\frac{5}{8}$ , \$4.80;  $\frac{3}{4}$ , \$4.75;  $\frac{7}{8}$ , \$4.75, and 1 inch, \$4.75.

SHEET ZINC—Unchanged at 7 to 7 $\frac{1}{4}$ c.

ANTIMONY—Demand slow, at 10 $\frac{1}{2}$ c.

SPELTER—Without any change to note.

## PAINTS AND OILS.

There has been a good demand for all lines in this department of the trade, and the market is generally firm with an active trade doing. The feeling in linseed oil is strong, and prices are expected to be advanced to-day to 80c. for boiled. Turpentine is unchanged from a week ago. Castor oil is stronger at 8 to 8 $\frac{1}{2}$ c. Seal oil is

weaker, and prices have declined 2 $\frac{1}{2}$ c. per gal. We quote:

WHITE LEAD—Best brands, Government standard, \$6.75; No. 1, \$6.37 $\frac{1}{2}$ ; No. 2, \$6; No. 3, \$5.62 $\frac{1}{2}$ ; and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

DRY WHITE LEAD—\$5.75 in casks; kegs, \$6.

RED LEAD—Firm; casks, \$5.10; in kegs, \$5.35.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6 $\frac{1}{2}$ c.; in oil, pure, 9c.; No. 1, 7 $\frac{1}{2}$ c.

PUTTY—We quote: Bulk, \$1.75; bladders, in bbls., \$1.90; bladders, in cases, \$2.05; in tins, \$2.15 to \$2.40.

LINSEED OIL—Raw, 73c.; boiled, 76c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 77c.; two to four barrels, 76c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—Firm; \$1.20 to \$1.40 per gallon.

CASTOR OIL—Firm; 8 to 8 $\frac{1}{2}$ c. in whole-sale lots, and  $\frac{1}{2}$ c. additional for small lots.

SEAL OIL—42 $\frac{1}{2}$  to 45c.

COD OIL—32 $\frac{1}{2}$  to 35c.

PARIS GREEN—Demand fair at firm prices: 1-lb. packets, 19 $\frac{1}{2}$ c., and drums, 18 $\frac{1}{2}$ c.

NAVAL STORES—Tone steady with a more active business doing: Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4 $\frac{1}{2}$  to 5 $\frac{1}{2}$ c. for colored, and 6 to 7 $\frac{1}{2}$ c. for white; oakum, 5 $\frac{1}{2}$  to 6 $\frac{1}{2}$ c., and cotton oakum, 10 to 11c.

## GLASS.

The feeling in glass is steady, and the demand is fair for the same. We quote: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

## HIDES.

Lambskins and clips have advanced 5c. each. We quote as follows: Beef hides, 9, 8 and 7c. per lb. Lambskins and clips, 15c. each. Sheepskins, \$1.10 each, and calfskins, 9 to 11c. per lb.

## PETROLEUM.

Prices for "Acme" have been reduced  $\frac{1}{2}$ c., and Pratt's Astral, 1 $\frac{1}{2}$ c. We quote: "Acme," 18 $\frac{1}{2}$ c.; "Perfection" and "Silver Star," 17 $\frac{1}{2}$ c.; Canadian refined, 17 $\frac{1}{2}$ c., and Pratt's Astral, 21c.

## COAL.

Trade is fairly active and prices steady. We quote: Stove, \$6; chestnut, \$6; egg, \$5.75; Scotch grate, \$6.25; Scotch steam, \$4.25 to \$4.75; Tower ports steam, \$3.75 to \$4.



## ONTARIO MARKETS.

TORONTO, May 4, 1900.

## HARDWARE.

**T**HE feature of the wholesale hardware trade during the past week is a reduction in wire and wire products, details of which are given elsewhere. The general volume of business is fairly brisk, and it is the general opinion that the hardware trade for the month of April exceeded that of the corresponding month of last year. Letter orders are still coming in freely, which is a good sign. A fair business is being done in wire nails, but there is not a great deal being done in cut nails. Wire, of different kinds, is going out fairly well. The screw and bolt trade continues fairly active, and a good movement is still to be noted in refrigerators and ice cream freezers. Trade is fair in cutlery and sporting goods. Payments are fair.

**BARBED WIRE**—The feature of the barbed wire trade is a reduction of  $32\frac{1}{2}$  c. per 100 lb. Plain twist is also reduced by a like figure. This makes the price from stock \$3.40 Toronto, Montreal, Hamilton and London. Carlots are quoted at \$3.05 f.o.b. Cleveland, and less than carlots at \$3.15. Some business has been done during the past week at the reduced prices, which went into effect on Monday.

**GALVANIZED WIRE**—This has also been reduced on account of the lower prices in United States markets. The reduction is all the way from  $27\frac{1}{2}$  to 45 c. per 100 lb. We now quote from Toronto as follows: No. 5, \$4.62½; Nos. 6, 7, 8, \$3.95; No. 9, \$3.20; No. 10, \$4.10; No. 11, \$4.15; No. 12, \$3.35; No. 13, \$3.45; No. 14, \$4.50; No. 15, \$5.20; No. 16, \$5.25. The f.o.b. price Cleveland for No. 69 base is \$2.90 in less than carloads, and \$2.80 for carloads. Terms are 60 days or 2 per cent. 10 days.

**SMOOTH STEEL WIRE**.—The price of smooth steel wire has also been reduced 25 c. per 100 lb. the base figure now being \$3.20. There is a fair demand, but most of the orders have, of course, been filled.

**WIRE NAILS**—The result of the meeting held on Saturday last, in Montreal, is a reduction of 30 c. per keg in the base price of wire nails, in sympathy with the reduction in the United States. The base price is now \$3.20 per keg for small lots and \$3.10 for carlots.

**CUT NAILS**—There has been no change made in cut nails in Ontario or Quebec, but for British Columbia and the Northwest an additional allowance of 10 c. per keg is being made in order to meet competition from Pittsburg. Business in cut nails is quiet, the base price is \$2.85 per keg, Toronto, Hamilton, London and Belleville.

**HORSESHOES**—Trade is quiet and



Better than wooden lathing—of course—and better than any other metallic lathing. **HAYES' PATENT STEEL LATHING** requires less mortar—can be applied more quickly and easily—and has greater rigidity than others—that's why it is preferred by experienced builders.

It is Fire, Water and Vermin-proof, prevents cracked walls and falling plaster—and gives universal, durable satisfaction.

Fullest Information in our Catalogue—send for one.

**METALLIC ROOFING CO., Limited** KING and DUFFERIN STREETS, Toronto.

prices are unchanged. We quote f.o.b. Toronto, Hamilton, London and Guelph as follows: No. 2 and larger, light, medium and heavy iron shoes, \$4.05; snow shoes, \$4.30; light steel shoes, \$4.35; featherweight shoes, all sizes, \$5.60. No. 1 and smaller, light, medium and heavy iron shoes, \$4.30 per keg; iron snow shoes, \$4.55; light steel shoes, \$4.60; featherweight steel shoes, all sizes, \$5.60.

**HORSE NAILS**—Business is only moderate. Discount 50 per cent. on standard oval head, and 50 and 10 per cent. on Acadia.

**SCREWS**—An active business is still being done in this line, with prices remaining as before. We quote as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass,  $67\frac{1}{2}$  per cent.; flat head bronze,  $67\frac{1}{2}$  per cent.; round head bronze,  $62\frac{1}{2}$  per cent.

**BOLTS AND NUTS**—Trade in bolts continues brisk, particularly in stove bolts. We quote: Norway bolts, full, square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes,  $52\frac{1}{2}$  per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts,  $52\frac{1}{2}$  per cent.; bolt ends,  $62\frac{1}{2}$  per cent.; nuts, square,  $3\frac{1}{2}$  c. off; nuts, hexagon, 4 c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

**RIVETS AND BURRS**—A steady business is still being done in this line. We quote: Carriage section, wagon box, rivets, etc. 45 per cent.; black M rivets, 45 per cent.; iron burrs, 40 per cent.; copper rivets, 35 per cent.; bifurcated, with box, 5-lb. carton boxes, 30 c. per lb.

**CHURNS**—There is still a fair trade being done in this line, although it is not as brisk as it was, most of the trade having been supplied. Discount, 58 per cent. on revolving churns from factory and 56 per cent. from stock in Montreal.

**OIL AND GAS STOVES**—The weather has been unfavorable to business in this line. In consequence of this, business has fallen off somewhat during the past week.

**ENAMELED WARE**—Trade is keeping good, both in enameled ware and tinware, although no new features have developed during the past week.

**ROPE**—The outside markets are dull, but prices remain steady to firm. The local rope trade is brisk, with quotations as before, at 12 c. for sisal and 16 c. for manila.

**HARVEST TOOLS**—Trade is keeping up well in this line. Discount, 50 and 10 to 50, 10 and 5 per cent.

**SPADES AND SHOVELS**—No change is to be noted in this line, neither in regard to the volume of business or the prices. The discount is 40 and 5 per cent.

**CUTLERY**—There is quite a nice trade being done in cutlery, although no special features have developed during the past week.

**SPORTING GOODS**—Trade in this line continues fairly good, particularly in ammunition.

**BUILDING PAPER**—The trade continues active in this line, and the manufacturers are experiencing some difficulty in keeping up with the demand.

**REFRIGERATORS**—The demand from the northwestern part of the Province is good, and better than usual. Trade, so far this season, in refrigerators appears to be better than usual.



**ICE CREAM FREEZERS**—A good many ice cream freezers went out last week, but business in this line is not as good as it was at the time of our last review.

**CEMENT**—The demand keeps active from all sections. We quote nominally in barrel lots as follows: Canadian Portland, \$2.80 to \$3.00; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

#### METALS.

The metal trade is, on the whole, fair, and prices remain without any quotable change.

**PIG IRON**—The market is, perhaps, not as firm as it was, but no changes have taken place locally in quotations, as far as can be ascertained. We still quote Hamilton iron at \$23.50 for No. 1, and \$23 for No. 2, f.o.b. Hamilton.

**BAR IRON**—Business continues brisk in bar iron, with the base price unchanged at \$2.45 to \$2.50 Toronto.

**HOOPS**—A fair trade is still to be noted at \$3.25 base.

**PIG TIN**—The outside markets are recovering a little, although but slowly, from the recent weakness. Locally, there is a fair demand for small lots. The price rules at 37 to 38c., although there are some houses which quote lower figures.

**TIN PLATES**—A fair trade is to be noted in this line, both from stock and on import account.

**TINNED SHEETS**—Trade is good in this line, although no special features are to be noted.

**CANADA PLATES**—Business in this line continues quiet. We quote: All dull, \$3.50; half-polished, \$3.60; all bright, \$4.

**BLACK SHEETS**—The demand has been fair during the past week, and the base price is unchanged at \$3.60.

**GALVANIZED IRON**—The demand is good and is better than it was a week ago. Prices are being firmly held, and were jobbers to quote American sheets at the price which the manufacturers are now getting, they would have to ask at least 10c. more than they are now doing. We still quote English at \$5.10, and American, \$4.75, with an additional 15c. for less than case lots.

**COPPER**—Business is quiet in ingot copper, but good in sheet copper. We quote ingot at 19½ to 20c. per lb., and sheet at 23 to 23½c.

**BRASS**—Only a moderate trade is being done in this line. We quote 14 to 30 gauge sheet at 15 per cent.

**SPELTER**—Trade is dull at 7 to 7½c. per lb.

**SHEET ZINC**—The demand is only

moderate. But we still quote 7½c. per lb. for cask lots and 7¼c. per lb. for part casks.

**LEAD**—Business continues fair at 5 to 5¼c. per lb.

**SOLDER**—Business keeps fairly good in this line, and prices are firm. Some of the jobbers who have been quoting a little below the market price are now getting into line. The ruling prices are: Half-and-half, 21 to 22c. per lb.; refined, 20 to 21c., and wiping, 20 to 20½c.

**IRON PIPE**—Trade is only moderate, and prices are being cut a great deal in black pipe, and for specifications business would be done at slightly lower prices than those named in our quotations. We quote: Black pipe, ¼ to ¾ inch, \$3.60; ½ inch, \$3.70; ¾ inch, \$4.20; 1 inch, \$5.90; 1¼ inch, \$7.85; 1½ inch, \$9.75; 2 inch, \$13; 2½ ch, discount off to 6 in the list 45 per cent. Galvanized pipe is quoted as follows: ¼ inch, \$5.30; ¾ inch, \$6.35; 1 inch, \$9; 1¼ inch, \$12.45; 1½ inch, \$13.75; 2 inch, \$19.90.

**TERNE PLATES**—The demand is a little better, but it is only for small lots.

**RANGE BOILERS**—These are still going out fairly well at the old prices. We quote: Standard, tested to 200 lb., guaranteed for 2 years, 30 gals., \$6.75; 35 gal., \$7.75; 40 gal, \$9. Standard, extra heavy, tested 250 lb., guaranteed for 5 years, 30 gal., \$8.40; 35 gal., \$9.25; 40 gal., \$10.60.

#### PAINTS AND OILS.

The spring trade has opened up, and orders are beginning to come in freely from all sections of the country. There is not much white lead moving, and but a moderate quantity of oil and turpentine. Varnishes are in active demand, and there is a good sale of dry colors and sundries. Prices are firm throughout. The downward movement in turpentine in the primary market has been fully checked, and now the tendency is upwards. An advance of 1c. is noted on this market. Linseed oil is scarce both in Canada and in England, and prices for May and June delivery are very stiff. An advance of 4c. per gal. has been made here this week. Other prices are unchanged. We quote:

**WHITE LEAD**—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½; No. 3, \$5.75; No. 4, \$5; dry white lead in casks, \$5.75.

**RED LEAD**—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

**LITHARGE AND ORANGE MINERAL**—Litharge, 6 to 6½c.; orange mineral, 8 to 8½c.

**WHITE ZINC**—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

**PARIS WHITE**—90c.

## OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

# 'WELLINGTON' KNIFE POLISH

## JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street  
MONTREAL



### COVERT MFG. CO.

West Troy, N.Y.

### DERBY SNAP.

With Plated Rust Proof and Guarded Spring

"THE LATEST AND BEST."

For Sale by all Jobbers at Manufacturers' Prices.



### PRIEST'S CLIPPERS

Largest Variety. Toilet, Hand, Electric Power.

ARE THE BEST. Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM. SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., USA



The Best Door Closer is

### NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and lasts twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. MADE ONLY BY

W. NEWMAN & SONS,

Hospital St.,

BIRMINGHAM.

### BURMAN & SONS', LIMITED HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many qualities.

Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts.

Power Sheep Shearing Machines.

BURMAN & SONS, Limited, Birmingham.

## LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont



### Pullman Sash Balance Co.

Makers of the

### "Pullman" Hardware Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.



WHITING—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

GUM SHELLAC—In cases, 22½c.; in less than cases, 25c.

PUTTY—Bladders, in bbls., \$1.90; bladders, in 100 lb. kegs, \$2.05; bulk, in bbls., \$1.75; bulk, in less quantities, \$1.90.

PLASTER PARIS—New Brunswick, \$1.90 per barrel.

PARIS GREEN—Petroleum, bbls., 18c.; arsenic, kegs, 18¼c.; drums, 50 and 100 lb. 18¾c.; drums, 25 lb., 19¼c.; tins, 1 lb., 20¾c.; tins, ½ lb. 22¾c.; packages, 1 lb., 19¾c.; packages, ½ lb., 21¾c.

PUMICE STONE—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

LIQUID PAINTS—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

SEAL OIL—54c. per gallon, and yellow seal at 45c.

CASTOR OIL—East India, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

LINSEED OIL—Raw, 1 to 4 barrels, 79c.; boiled, 82c.; 5 to 9 barrels, raw, 78c.; boiled, 81c., delivered. Toronto, Hamilton, and London, 2c. less.

TURPENTINE—Single barrels, 75c.; two to four barrels, 74c., delivered, to outside points. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged. Toronto, Hamilton, London and Guelph, 2c. less.

#### GLASS.

There is a good movement of ornamental and plate glass, but window glass is in comparatively light demand. We quote first break locally: Star, in 50-foot boxes, \$2.20, and 100-foot boxes, \$4.20; double diamond under 25 united inches, \$6.25, Toronto, Hamilton and London; terms 4 months or 3 per cent., 30 days.

#### OLD MATERIAL.

Offerings continue large, and, as the demand from foundries has lessened considerably, the price of scrap iron has fallen 5c. per cwt.; heavy copper, 2c. per lb., and rubber, 1c. per lb. We quote jobbers' prices as follows: Agricultural scrap, 70c. per cwt.; machinery cast, 70c. per cwt.; stove cast scrap, 40c.; No. 1 wrought scrap, 60c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 10½c.; heavy copper, 12c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, 11c.; scrap lead, 3c.; zinc, 3c.; scrap rubber, 5c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

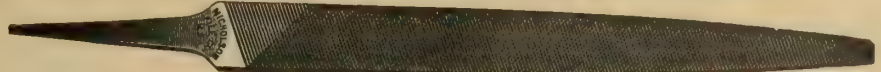
#### HIDES, SKINS AND WOOL.

HIDES—A good demand is noted, with prices steady at unchanged figures. We quote as follows: Cowhides, No. 1, 8¼c.;

84,000 Daily Production.  
5 Factories. 5 Brands.

## NICHOLSON FILES

For sale all  
over the World.



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.  
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

## BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass. Also of a durable, highly-polished material called "MARBLETT," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. Benders, Embossers, Brilliant Cutters, etc., etc. Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No 68 St. Helens.

No. 2, 7¼c.; No. 3, 6¼c. Steer hides are worth ½c. more. Cured hides are quoted at 9c.

SKINS—There is a fair trade doing. We quote: No. 1 veal, 8-lb. and up, 10c. per lb.; No. 2, 9c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep are selling at \$1.25 to \$1.40; spring and lambskins, 15 to 20c. each.

WOOL—The market is well cleaned up, so little is doing. Prices are nominally steady at 16 to 17c. per lb. for combing fleece, and 10c. per lb. for unwashed.

#### SEEDS.

Jobbers are still finding an active demand for staple seeds. Red clover and alsike are unchanged at \$5 to \$5.75 for red clover, and \$4.80 to \$7.50 for alsike. Owing to the brisk demand the jobbing price of timothy has been raised 10 to 20c., and is now \$1.50 to \$2 per bushel of 48 lb. The indications seem to be that the dry weather would reduce the volume of the hay crop, and increase the demand for Hungarian and millet. Common millet and Hungarian keep steady at 75 to 90c., while German or golden millet is firm at \$1.15 to \$1.25 per bushel of 48 lb.

#### PETROLEUM.

There is a light business doing at steady figures. We quote as follows: Pratt's Astral, 20c. in bulk (barrels, \$1 extra); American water white, 20c. in barrels; Photogene, 19c.; Sarnia water white, 18¼c. in barrels; Sarnia prime white, 17c. in barrels.

#### COAL.

The opening of navigation has brought a considerable reduction in the price of all coal. There is little doing however. We quote anthracite on cars at Buffalo and bridges for May delivery as follows: Nut, egg and stove, \$4.25 per gross ton, or \$3.79 per net ton; grate, \$4 per gross ton, or \$3.57 per net ton.

#### MARKET NOTES.

Wire nails are 30c. per keg lower.

Scrap iron has declined 5c. per 100 lb.

Linseed oil has advanced 4c. per gallon. Turpentine is 1c. per gallon higher.

Barbed wire is 32½c. per 100 lb. cheaper. Smooth steel wire is down to \$3.20, and a reduction is also to be noted in plain and galvanized.

#### "A WEDDING KIT."

"The Hustler," in Hardwareman, writes: "I paid a flying visit the other day to Exeter, and was agreeably impressed with the revolving device which I saw in an ironmonger's shop window, composed entirely of brushes and entitled a 'Wedding Kit.' There were 22 domestic brushes of all sorts and kinds, the lot selling for 21s. Just the very thing for a young couple who may be thinking of setting up house for themselves. Wherever I go I am struck with the fact that the trade at large does not pay sufficient attention to love-sick swains. Just now the marriage rate is high, trade having been good, 'and in every lane there's a Jack and Jane' just waiting to be tempted when next they go to town. The ironmonger one way and another is an important factor in setting up house, and one marriage order goes a long way in the day's work. The queer thing is that most of the ironmonger's assistants are themselves in love with somebody, that they never seem to think that the young men and women passing up and down are in their own happy condition. If I were an ironmonger my motto would be 'Exploit the cooing doves!'"

#### GOOD ORDERS FOR LAMPS.

The Rochester Lamp Co. report some fine orders coming in from their customers in the West. The manager informs us their orders for lamp goods and onyx tables are coming in earlier than usual, and the volume is 50 per cent. better than in former years.

#### BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

#### FREE INSERTION

in "Commercial Intelligence," to the Editor

"SELL'S COMMERCIAL INTELLIGENCE,"  
168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.



## TRAVEL IN NEW BRUNSWICK.

THE people in New Brunswick are only just awakening to the possibilities of tourist travel. All over our Province are seen evidences of this awakening. Better roads, improved traveling facilities and modern hotels are demanded. Our people are beginning to realize that we have the natural attractions for the summer guests, but that we are extremely deficient in those accommodations for reaching and enjoying our beautiful scenery and salubrious climate which are essential before we can hope to have many tourist visitors.

Our hotels are lacking in many of those essential qualities and conveniences which make them attractive, or even tolerable, to the average money-spending tourist. Other places have put up large and modern summer hotels, and have found them paying investments, and not only for the hotels, but also for the places where they are located.

Then, the steamboat service on the St. John river is not what it should be, and what is necessary, if we are to annually have a large influx of tourist travel. Summer visitors speak of the lack, in this part of New Brunswick, of the conveniences of travel and the pleasures of sojourn to be found in other places—in Maine, for instance.

While our tourist associations can do much to make the natural beauties and attractions of our Province known to the prospective visitor, we cannot hope for a permanent and profitable tide of tourist travel until our steamer services and hotel accommodations are modernized and considerably improved.—Gleaner, Fredericton, N.B.

## INQUIRIES REGARDING CANADIAN PRODUCTS

The following were among the most recent inquiries concerning Canadian trade received at the Canadian Government office in London, England:

1. An important firm of manufacturers of colors, paints and varnishes, are desirous of being placed in communication with buying agents in Canada.

2. The manufacturers of a special kind of digestible biscuit desire to extend their business, and to include Canada among the countries to which they export.

3. A firm of exporters of provisions, tinned goods, jams, sauces, pickles, chemicals, etc., desire to appoint agents at various points in Canada.

4. A Copenhagen (Denmark) firm ask to be placed in communication with a first-rate exporter of wooden handles from Canada. They are willing to take up any other article suitable for the Scandinavian and Baltic markets, and offer a good reference.

5. A Colombo (Ceylon) firm have mica (in lumps and uncleaned), plumbago, cinnamon oil, cocoanut oil, coir-yarn, etc., for sale, and offer samples and quotations to Canadian buyers.

6. A well-known firm of pyrotechnists offer to

furnish catalogues of their manufactures to parties interested.

7. The names of Canadian exporters of carriage wheels are asked for by a Liverpool firm.

8. A Bradford house inquires for the names of seed-crushing firms in Canada.

9. The names of Canadian firms making 3-ply hardwood (i.e., one thick and two thin veneers cemented together) are asked for.

10. The same inquirer wishes to correspond with Canadian lumber merchants who can sell large quantities of sprucewood boxes, planed and unplaned, cut to size and packed in bales.

11. The inventor of a machine for converting peat into hard condensed blocks in 10 hours after digging, and also for converting it into excellent charcoal, is open to sell the rights for Canada, and desires to get into communication with a good firm who would be willing to take the matter up.

12. A firm of good standing, accustomed to receiving products for sale on consignment, also to buying and shipping a great variety of British goods, and for conducting general agency business for colonial houses, are open to act as the English branch or as London representatives of a Canadian society, institution, firm, or private individual.

13. The names and addresses of the principal soap and candle makers in Canada are asked for.

The names of the firms making the foregoing inquiries can be obtained upon application to the Editor of THE HARDWARE AND METAL.

## TRADE CONDITIONS IN ALGOMA.

Mr. T. J. Foster, Richard's Landing, St. Joseph Island, Algoma district, was in Toronto this week. He reported that the past winter's trade was excellent.

"We are," he said in reply to a question, "getting \$1.50 per cord more for pulp wood than we were last year. The price then was \$2.50 per cord, now it is \$4 per cord. Other timbers are in proportion. Most of the pulp wood has been taken off the settled lands on the mainland, but there are enormous quantities on Government lands."

In regard to tourist travel in his part of the country, Mr. Foster stated that the outlook was bright. A good many cottages were being erected by Americans on the neighboring islands, some of them were decidedly handsome and costly, especially those that were being put up by wealthy people from Cincinnati and St. Louis.

## FOR LOOSE NUTS.

It is very annoying to find that the nuts of bolts occasionally shake loose from no conceivable reason. In such cases the nut should be removed and thoroughly cleaned; also the bolt to which it belongs. A little powdered resin should be sprinkled inside the nut and on the worm, and, in addition to this, where necessary, a piece of ordinary cotton thread also bound round the worm; the nut and bolt will then be found to firmly hold.

The Canada Paint Co'y  
LIMITED

The Canada Paint Co'y  
LIMITED

MAY 1900  
1900

NAVIGATION

IS  
OPEN  
AND  
ALL  
OUR  
DEPARTMENTS  
ARE  
IN

"FULL SWING"  
DURING  
THE  
SPRING  
RUSH  
BOAT ORDERS  
SHOULD BE  
IN OUR HANDS

24 Hours  
24 Hours

BEFORE THE  
ADVERTISED TIME  
OF THE  
VESSEL'S DEPARTURE

The Canada Paint Co'y  
MONTREAL

The Canada Paint Co'y  
TORONTO



## GETTING NEARER THE CASH BASIS.

Mr. W. C. Latimer, general merchant, Creemore, Ont., was in Toronto this week. "Business," he said, "is good, although payments are, at the moment, rather slow. The farmers in our district are in a good condition financially, as a rule, but they are too busy just now to bring much stuff to market. A great deal of fruit is grown in our district, and the outlook for apples, as far as can be judged from present appearances, is good."

"We are trying," he said in reply to a question, "to get nearer the cash basis. We put in a cash register last year, and give coupons for cash payments, which net our customers  $2\frac{1}{2}$  per cent. We have found this to work most successfully, and I believe our cash sales are about 60 per cent. larger than they were a year ago."

A London, Ont., machinist, Francis E. Brooks, has fallen heir to \$9,000,000, left him by an uncle, who made his fortune in mining and railway building in California.

Do you handle the ...



## Aymler Spray Pumps?

IF NOT,  
Why not  
do so?

THE AYLMER is universally acknowledged by the fruit-growing community to be the best Pump in the market to-day, and during the past two years has taken first place at every contest wherever shown, taking the Jubilee award at Toronto Industrial Exhibition, also first place at St. Petersburg, Russia at Manchester, Eng., and at Ottawa, Ont.

THE AYLMER is to-day the most powerful, easiest-working and most durable Pump in the market. If four travellers have to the trade. EVERY PUMP WARRANTED.

AYLMER IRON WORKS.

## BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

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## CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

Hay Rakes  
Scythe Snaths  
Grain Cradles  
Horse Pokes  
Fork Handles  
Corn Planters

Your order solicited  
by the

## Strathroy Mfg. Co.

STRATHROY.

## THE OAKVILLE BASKET CO.,



Manufacturers of

1, 2, 3 Bushel

## Grain

AND

## Root

## BASKETS

THE OAKVILLE  
BASKET CO.

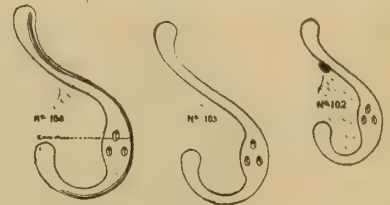
"BRASSIO"

Hat & Coat C<sup>o</sup> & L<sup>td</sup> HOOKS.  
2 Doz. No. 102

TRADE MARK

SAVE MONEY BY BUYING

## Gunn's Patent Brassic Goods



Equal to solid brass in every particular. Cost less money—look and wear as well. Sales increasing all the time.

## THE GUNN CASTOR CO., Limited

KNOX HENRY,

Canadian Agent, 220 Board of Trade MONTREAL.

## Buy the Best.



## HERCULES

## Sash Cord.

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by all Wholesale Dealers

IMPROVED

Labor-Saving

## CARPENTERS' TOOLS.

## STANLEY

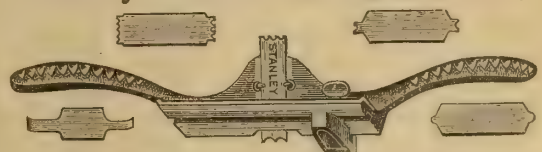
RULE & LEVEL CO.

New Britain, Conn.

SOLD BY ALL

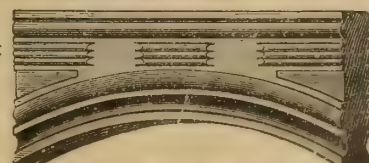
Hardware Dealers.

## Stanley's Universal Hand Bader.



For Beading, Reeding, Fluting, or for light Routing.

SAMPLE  
OF  
WORK



DONE  
BY  
BADER

No. 66. Nickel Plated, with seven Steel Cutters ..... \$1 00



# HEATING AND PLUMBING

## SOME BUILDING NOTES.

**T**HE plans of the new Merchants Bank, Winnipeg, to be commenced at once, provide for a 7-storey building, at a probable cost of \$150,000.

A new school is being built at Pittserry, Ont.

O. W. Coleman is erecting a residence in Moncton, N.B.

H. Turner, Miniota, Man., has let the contract for a new hotel.

It is likely a new Episcopal church will be erected at Fort Steele, B.C.

A new \$20,000 Roman Catholic church is to be erected at Souris, P.E.I.

Mrs. A. Burton, Rat Portage, Ont., intends erecting a \$3,500 residence.

A company is being promoted to build a large modern hotel at Rat Portage, Ont.

J. R. Wyman intends erecting a four-storey business block in Yarmouth, N.S.

It is understood that the G.T.R. will erect a new station at Walkerton this summer.

Operations have been begun on the new Presbyterian church, Vankleek Hill, Ont.

A three-storey addition to the Avenue Hotel, Fort William, Ont., is to be built this summer.

Robert Mitchell, Weston, Ont., intends building a brick residence opposite the high school there.

J. T. Beveridge is building a two-storey brick building, to cost \$3,000, on Main street, near the C.P.R., Winnipeg.

Hogan & McDonald, of Montreal, have been awarded the contract for the harbor improvement works at Port Colborne.

Work has been started on a 24 x 48 ft. addition to The Melita Roller Mills, Melita, Man. The building will be heated by steam.

A. M. Nanton has started building a large, modern residence on Rosslyn Road, Winnipeg. Frank Russell, Winnipeg, is the architect.

A. E. Scanlon, Bradford, Ont., is calling for tenders for the construction of Trinity Church, Bradford. Chadwicke & Beckett, Toronto, are the architects.

Wm. Bellamy, Colborne, Ont., is asking tenders up to May 12 for mason and carpentry work, painting and glazing, lighting and heating a new Sunday school and vestry.

John A. and A. J. Macdonald, Iona, N.S., are about to erect a three-storey hotel on

the corner of Matthew and Station streets, Sydney, N.S. It will be 35 x 76 ft., and fitted in modern style.

G. W. Brown will build a \$5,000 residence in Fort William, Ont., this summer. It is expected that fully a score of houses will be erected in that town this year. A large Methodist church will be started in a few weeks.

R. T. Randall and Wm. Janney are building, and Postmaster Turnbull, J. G. Turnbull, Langdon Wilks and James Wallace intend to build residences on Brant road, Galt, Ont. Cowan & Co. have started to erect a 60 x 45 ft. foundry.

Building operations are brisk in Edmonton, N.W.T. Edmiston & Johnson, architects, have prepared plans for a 58 x 42 ft residence for John A. McDougall, and are preparing plans for a 24 x 100 ft. three-storey and basement business block for Ross Bros. C. W. Mathers will build a 25 x 50 three-storey block, and S. Nankin and D. W. Macdonald will erect two 25 x 50 two-storey blocks. W. J. Walker will build a 30 x 75 two-storey block, which will be heated by furnace and lighted by electricity.

## PLUMBING AND HEATING NOTES.

Mrs. Wilfrid Chaillon has registered as proprietress of the plumbing firm, W. Chatillon & Co., Maissonneuve, Que.

Wm. Reid has been appointed liquidator of The Shipton Electric Light and Power Co., Danville, Que.

The Michigan Electric Co., of Detroit, are erecting for H. Walker & Sons, Walkerville, Ont., an unusually elaborate sign to face the river front at the rear of their works. Between 4,000 and 5,000 4-candle incandescent electric lights will be used. The letters will be clear, while colored lights will be seen in the border. It will require 100 horse-power to operate the lights.

## BUILDING OPERATIONS IN VICTORIA

Over \$125,000 worth of buildings are being erected at Victoria at present. Of this sum, the bulk will be spent on residences running in value from \$1,000 to \$3,000. The principal items are: A new business block for Thomas Earle, to cost \$9,500; the Vernon block, costing \$16,000; \$15,000 in alterations to the Law Courts; the Worthington block, on Fisgard street, which will cost \$9,000; P. C. McGregor's \$7,500 block, and John Heburn's two business buildings, which will cost \$14,000.

## CALCULATIONS FOR STEAMFITTERS AND PLUMBERS.

Says a writer in Metal Worker, "I submit the following as of interest to steamfitters and plumbers, because they afford an easy and quick means of finding results: It is usual in calculating the contents of a cistern or cylinder to multiply the depth by the area found by squaring the diameter and multiplying by the decimal 0.7854. This decimal reduces the area found by squaring the diameter to that of a circle the diameter of the vessel of which the contents are required. If the decimal 0.7854 was not used, and no other means of correcting the area were employed, the result would be the finding of the contents of a rectangle, the sides of which would be equal to the diameter of the cylinder, because the squaring of the diameter gives an area equal to a circumscribed square on the circle used. Now, when it is desired to find the capacity of a cylindrical vessel in United States gallons the decimal 0.7854 may be ignored entirely, and when the operation has proceeded to the point where it is usual to divide the product by 231 in order to throw the product into United States standard gallons, just divide the product by 294 instead of 231, and the result will be the same as though the decimal 0.7854 had been used, and the product divided by 231. This is so because a circle 1-inch in diameter is 0.2146 less in area than a square with 1-inch sides, and, therefore, 231 cubic inches are equal to 294 cylindrical inches—that is, 231 1-inch cubes will hold as much as 294 cylinders 1-inch in diameter and 1 inch high, approximately."

## HALIFAX PLUMBERS ON STRIKE.

The journeymen plumbers of Halifax went on strike on Monday. Previous to going out the men asked that their wages should be increased from \$10 per week, what they have been getting, to \$2.25 per day. The master plumbers had done a lot of figuring at a basis of \$10 per week for labor, so were not in a position to grant the raise asked for.

## TORONTO BUILDING PERMITS.

Building permits have been issued to Ryrie Bros., for alterations to their store at the corner of Yonge and Adelaide streets, to cost \$6,000; to Mrs. J. Cawthra, for a brick dwelling on Elm avenue, near Huntley street, to cost \$15,000; to Dickson & Eddy, for a \$5,000 addition to their coal





# VALVES

The Standard  
for Excellence.  
All dealers  
handle them.

THE  
JAS. MORRISON  
BRASS MFG. CO.  
LIMITED,  
Toronto.

## R. C. LEVESCONTE

Barrister, Solicitor, Notary, Etc  
THE MCKINNON BUILDING  
Cor. Jordan and Melinda Streets

TORONTO

Telephone 689  
Cable "LeVesconte" Toronto.

**PERSONS** addressing advertisers  
will kindly mention having  
seen their advertisement in  
Canadian Hardware and Metal  
Merchant.

CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY.  
MONTREAL.



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If you are a business man and get or want  
to get business by any kind of advertising,  
and want to know how to advertise and  
make money; or if you are an employee and  
expect to go into business for yourself; or  
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Invaluable information will be sent Free.  
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## KNOX HENRY

Heavy Hardware and Metal Broker  
Room 220½ Board of Trade, MONTREAL.

**SPECIALTIES**—C Brand Horse Nails—Canada  
Horse Nail Co.

**BOLTS**—Tire and Stove Rivets of all kinds—Chal-  
craft Screw Co.

**BRASS GOODS**—Gunn Castor Co., Limited, Bir-  
mingham, Eng.

## DIAMOND EXTENSION STOVE BACK

Patented, July 11th, 1893.

Canadian Patent, June 14th, 1894.



Sold by  
Jobbers  
of . . .

Hardware  
Tinware  
and  
Stoves.

They are easily  
adjusted and  
fitted to a stove  
by any one.

Please your  
customers by  
supplying them  
immediately  
with what  
they want.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.

" A. R. WOODYATT & CO., Guelph, Ontario.

**SEND** for specimen copy of Phillips' Monthly Machinery Register, containing over  
5,000 entries of new and second-hand machinery of every description. The oldest  
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# EXTENDED INSURANCE.

One of the many liberal features embodied in the  
**UNCONDITIONAL ACCUMULATIVE POLICY**  
issued by the

## Confederation Life Association.

HEAD OFFICE--TORONTO.

is the provision for Extended Insurance. After three full annual premiums  
have been paid, the insured is entitled to Extended Insurance for the full  
amount of the policy for a term of years definitely stated therein. Paid-up  
and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, To-  
ronto, or to any of the association's agents.

W. C. Macdonald,  
Actuary.

J. K. MACDONALD,  
Managing Director.

## Webster's Definition



OF THE WORD  
**OIL TANK**

...IS...

"A VESSEL FOR  
HOLDING OIL."

So far, good. But  
that term gives  
but a meagre un-  
derstanding when  
applied to the

**BOWSER**

THREE-MEASURE  
SELF-MEASURING

**OIL TANK.**

True, it "holds oil," and holds it securely, too, but it does  
more, and if we were called upon to rename it with a name de-  
signed to describe it even briefly, it would read something  
like this:

**"THE BOWSER COMPLETE OIL  
HOLDING AND RETAILING; SALE  
RECORDING; LABOR, TIME AND  
MONEY SAVING MACHINE."**

A name rather too long for a bustling twentieth century busi-  
ness man to digest, but one TOO SHORT to describe all the  
performances of this superb, up-to-date apparatus. We have  
carefully prepared, handsomely illustrated booklets, telling in  
minutest detail of its construction, performance and cost. These  
booklets cost us considerable money to produce. They will cost  
you nothing. They are free. Send your address to-day.

**S. F. BOWSER & CO.,** P.O. Box 561  
TORONTO, ONT.  
Factory: Fort Wayne, Ind.



sheds on the Esplanade, at the foot of Church street; to King & Yorton, for a three-storey factory at the corner of Albert and Elizabeth streets, to cost \$5,500; to C. F. Wagner, for a two-storey dwelling at 59 Lewis street, to cost \$2,000; to E. H. Bickford, for a pair of semi-detached residences on Arthur street, to cost \$3,200.

#### GALT HAS A PLUMBING BY-LAW.

A PLUMBER came from Toronto recently to do a job in Galt on a house owned by a man living in Toronto. He was stopped by the authorities, however, before he had done much, and it is quite unnecessary to add that his cheeks grew red and he waxed wrathful.

By-law No. 570 says that before a plumber can do work here he must take out a license. That costs \$5. Then, before he can take out a license, he must have a place of business here and be 21 years of age.

So reads the law here, and Toronto has the same kind of a law. A Galt plumber going there to work would be arrested. But it's wrong here and right there.

When the Grand Trunk Railway Co. were putting up the new station here they employed three Toronto plumbers. These men were stopped. The company thereupon gave the men permanent positions, and those three Toronto plumbers fell into soft jobs, all on account of our plumbers' by-law and the vigilance of our authorities. They were then allowed to go on with the work, as the company has "a place of business" in town.

The Toronto plumber is threatening all sorts of unconstitutional things. — Galt Reporter.

#### A NEW SPECIAL SHOWROOM.

Mr. Phillip Gies, Berlin, Ont., who carries on an extensive plumbing and heating business in that stirring little town, has just completed a special showroom for the display of gas fixtures and globes and plumbing goods.

The compartment is 20 feet x 9 feet, and is separated from the store by glass partitions and natural wood framework, while one of the store windows is included to give good light as well as enable good display to passers-by.

This compartment is methodically arranged, so that a customer wishing to put in a complete plumbing job can examine three grades of baths, closets, basins and sinks, getting either the most elaborate work, or simplest, yet effective plant. These different grades of work have water connections, thus enabling a practical demonstration of all the lines, making sales much more rapid and easy. The ceiling is closely

covered with an extensive variety of chandeliers with many colored globes which not only add beauty to the display-room, but are a source of revenue to the owner, as Mr. Gies reports considerable improvement in sales since the display-room's inception.

Plumbers cannot fail to appreciate a compartment of this kind, as it not only affords greater facilities for the display of goods, which means increased sales, but it also keeps free from dust and dirt, and prevents their becoming shopworn. Mr. Gies is to be congratulated upon his enterprise.

SCOTT MCKERROW.

#### WATERWORKS FOR MEDICINE HAT.

The municipality of Medicine Hat, N.W.T., propose to establish waterworks. W. N. Adsit, town clerk, is advertising for tenders for the construction of a system, and for furnishing the necessary supplies and materials. The plans, specifications and forms of tender may be secured at the town clerk's office, Medicine Hat, and at the office of H. N. Ruttan, consulting engineer, City Hall, Winnipeg. Each tender is to be accompanied by a cash deposit or marked cheque for the sum of 5 per cent. of the amount of the tender. The town reserves the right to reject any or all tenders.

#### STOVES TO BE DEARER IN THE UNITED STATES.

At the meeting of the Western Association of Stove Manufacturers, held recently at the Auditorium Hotel, Chicago, the following resolutions were unanimously adopted:

Resolved—That in view of the advance in labor and the increased cost of our products, prices on stoves be advanced 5 per cent., to take effect July 31.

Resolved—That no orders shall be taken at present prices for shipment after July 31.

"Those who have followed the course of the iron market and the conditions of the stove trade will not be altogether surprised at the action taken by Western makers; for, even leaving the iron market out of consideration, the advance of 5 per cent. in wages has made it necessary to raise the price of stoves, if the same margin of profit is to be secured," remarks Metal Worker.

"A further effect of the advance should be to stimulate buying," says the same paper. "It has been a growing complaint among manufacturers that the dealers have forced them to warehouse their goods, and have not received shipments until late in the fall, the result being that orders, with the first cold weather, had to be crowded in and made it more difficult to supply customers. With the inducement of 5 per cent. lower price for goods shipped before August 1 the

dealers will be more likely to buy and take their goods, instead of waiting until the fall."

#### AMERICAN VS. BRITISH CHAIN.

HARDWARE AND METAL had a chat with a representative of The Standard Chain Co., of Pittsburg, this week, the leading makers of chain in the United States, and he took exception to some of the points made in a recent article.

"This article," said he, "was evidently printed at the time that we put into effect the advance, but we have gone back to the old figures again. Our company desires to act conservatively at all times in the matter of prices.

"I may add that prices in the United States are now about on an even keel with British-made chain, and, though I don't want to be boastful, I consider that the quality of American-made chain is of a higher order than English, if some of the samples of the latter that I have seen are a fair criterion. Certainly, our trace chains are a hundredfold better than the English goods that I have seen, if the same are a fair sample of the product that comes across the ocean, and I feel that we ought to get more of the Canadian trade on fancy chain on this account.

"Not only is the English chain poorly and slovenly welded, but the hook and swivel attachments are particularly poor. I am willing any day to match a sample lot, say, 200 pairs, with the English make, and let the Canadian jobbers decide themselves which are the best goods, both from a salable and durable standpoint."

#### A NAIL FROM CHARLES I. SCAFFOLD

A nail said to have been drawn from the scaffold on which Charles I. was beheaded was sold at Stevens' auction-rooms, King street, Covent Garden, last week. The auctioneer did his best to arouse interest in the memento, but although brought under the hammer the nail could only be driven up to £5 10s. Still by comparison with ordinary commercial prices that may be regarded as a good figure even in these halcyon days of enhanced values. If there are any more such relics for sale, one may have to reverse the usual method of quoting, and speak not of nails at per pound, but pounds per nail. The desire to possess a souvenir of this sort may possibly betray a morbid taste, but if the auctioneer had observed that the mor(e) bids he got the better he would like it, he would have hit the nail on the head. Possibly, at the time, the head hit the nail.—"Vulcan," in Ironmonger.



## A COMPLETE LINE OF SUMMER STOVES

**"QUICK MEAL"** Gasoline and Blue Flame Oil Stoves

give perfect satisfaction where gas is not used. They represent all that is economical, trustworthy and convenient, and are popular in every part of Canada because of their superior merit.

The Wickless Blue Flame Oil "Quick Meal" has attained a remarkable success, surpassing all sale records. You can't afford to be without them.

**"OXFORD"** Gas Ranges

are the acme of perfection—their extra economy with gas and other special features make quick sales a certainty.

If you're not handling "Quick Meals" and "Oxfords," better write us at once for catalogues and prices—they're in demand all over Canada.

Many sizes, styles and prices in each.

**THE GURNEY FOUNDRY CO., Limited**  
**TORONTO      WINNIPEG      VANCOUVER**  
**THE GURNEY-MASSEY CO., LIMITED, MONTREAL.**

**IRON**

{ Galvanized Sheets  
Black Sheets

**TINPLATES**

{ Coke  
Charcoal  
Best Charcoal

**CANADA  
PLATES**

{ Half Bright  
Galvanized

**OIL**

{ Linseed  
Castor

**CEMENTS**

{ English  
Belgian.

TO ARRIVE OR TO IMPORT.  
 QUOTATIONS ON APPLICATION.

**J. Watterson & Co.**  
**MONTREAL.**

**ECONOMY GASOLINE STOVES**

— AND —

**QUICK=BAKER OVENS**

are especially well adapted for baking, ironing, etc., in summer, and always give perfect satisfaction.



The Quick-Baker oven is adapted for use on gas, gasoline, or coal oil stoves.

No Dust. No Dirt.  
 No Ashes. No Waste.  
 No Discomfort.

10 pounds bread baked  
 for 1 cent.

8 dozen biscuits baked  
 for 1 cent.

THE TRADE CAN MAKE MONEY HANDLING THESE GOODS. WRITE FOR PRICES.

**The Cannom Stove & Oven Co., Limited**  
 197 King St., LONDON, ONT.



## DIFFICULTY OF SELLING HARDWARE AT A PROFIT.

By T. James Fernley, Philadelphia, Secretary of the National Hardware Association of the United States.

IN October, of last year, the National Hardware Association requested the traveling salesmen in the employ of the members of the organization, to write an essay on "The Difficulties of Selling Hardware at a Profit, and some Practical Remedies." This request brought a large number of well-written articles on this subject, and it has been the writer's pleasure to read these through several times, and he has been very much surprised to see that such a very large number of the gentlemen writing these essays have ascribed a large portion of the difficulty of selling goods at a profit to the fact that there exists on the road considerable competition which is of a "vindictive" nature.

It is not necessary for the purpose of this letter to place the responsibility for this species of competition. It may be that

### THE TRAVELING SALESMAN

is to a degree responsible. It has been asserted that the principals of the various jobbing houses of the country were quite as guilty before they came in close personal contact with each other through the formation of the various associations which are now so extremely popular among all classes of merchants. Is it not a fact that prices become very much demoralized because of competition of an unfriendly nature? I know that you will answer this in the affirmative. Who, then, is the sufferer? Many traveling salesmen seem to think that the house employing them is the only sufferer when prices are cut through vindictiveness, but such is not the case. The evil is more far-reaching.

The traveling salesman suffers because he cannot expect to receive as large an emolument under conditions which seem to call for the cutting of prices, as he would if he was living in peace and harmony with all his competitors, and obtaining a proper market price for his goods.

We really believe that conditions to-day call for

HIGH-TONED, HONORABLE COMPETITION, and that nothing can be gained by a salesman speaking ill of his competitor.

One salesman writing in the essay contest alluded to, says: "I find my hardest competitor is he who never speaks ill of me or my goods."

Another says: "Our competitors have just as much right over our territory as we. Why should we not aim to do our share of the business at a profit and permit our competitor to do likewise? I would much rather sell half an order at a reasonable margin,

than secure an entire order at cut prices. 'The Arab never betrays one with whom he breaks bread.' We travel over the same road every day; we follow the same kind of life; eat of the same food at the same board. Why not cultivate a brotherly and kindly spirit, and, while we strive our utmost to exist, let us not build ourselves up by breaking others down."

In referring to the above quotation we feel that, in considering this subject, you will be more interested in knowing what your fellow traveling salesmen have to say on the same than to have the views of the writer. We, therefore, will quote quite freely from these essays, which we have had the pleasure of reviewing.

One gentleman, who writes very intelligently, says: "As long as traveling salesmen are not

ENJOINED FROM DEGRADING THE GOODS and prices of others, the avocation of a traveling salesman will never attain the respectability that it should command. Personally, I have no complaint to make against my fellow travelers, but I do know that the practice of degrading the goods and prices of others is quite a common occurrence."

"Vindictive competition" simply invites retaliation, and I think you will agree with the writer in the statement that the retail dealers of the country to-day are enlightened and intelligent men, and it does not take them quite as long to fathom the unscrupulous traveling salesmen, as it did a few years ago.

### VINDICTIVE COMPETITION.

We would mention under the head of "Vindictive Competition" some of the methods which our essayists claim are resorted to at times:

First.—Offering goods at less than prices that they are authorized to quote, where they find a competitor has already sold the customer his wants.

Second.—Speaking slightly of the size of a business done by a competitor.

Third.—Speaking disrespectfully of a fellow-traveler; predicting short existence for him, and so forth.

Fourth.—Endeavoring to make the customer believe that competitor will not ship promptly, or that the order will be increased.

There are a very large number of other items which could be mentioned, but we think it rather unnecessary at this time, because the average man who has been on the road to any extent is quite aware of

the various methods pursued, and there are some salesmen who slaughter prices from the mere love to capture orders and vanquish competitors without regard for profits or the damaging effect they have on the sale.

### A REPREHENSIBLE PRACTICE.

One of the salesmen writes:

"Too much cannot be said in condemnation of the traveling salesman who quotes cut prices knowing that the dealer has already bought his goods, or who resorts to cut prices as a means of getting ahead of a competitor. This characteristic is unfair and unmanly, in addition to being vindictive, and it certainly invites retaliation. The salesman alone is not responsible for this state of things. If his house upholds him, they are equally guilty."

Another one says: "I know of no better way to fight a competitor than with kindness, and if he is not an ingrate he will return the kindness. Retail dealers of the country to-day are not to be fooled with gold dollars at 90c. each. If one salesman, through a desire to obtain trade at all hazards, regardless of methods, sells a customer a leading line at a cut price, his competitor will quickly become aware of the fact, and, instead of cutting his prices on one or two items, will probably cut a half-dozen on his next trip."

Still another: "Unscrupulous salesmen resort to the habit of

### MISQUOTING THE MARKET

on goods where there is no probability of a sale, for the mere purpose of breeding dissatisfaction between the retailer and the jobber. Recently, in making my regular trip, I sold one of my customers a nice bill of goods, he having confidence in me and the house I represented. He felt that he had purchased the goods at prices which were as low as the lowest. The day the delivery was made, a salesman traveling for another house called upon the customer and took advantage of the opportunity to 'stab' the profits by a plain and unwarranted misrepresentation of facts. Indeed, he made this merchant believe that I had overcharged him on every article I sold, knowing, as he did, that one leading article I had sold would last him a year. He represented to the merchant that, if the latter had waited for him to get this article, he would have saved him at least 25 per cent. The consequence was that the salesman did not make a customer for himself, but lost one for me. The next time I called upon this merchant, I had hardly entered the door before he began making claims for money I had 'robbed' him of in the last bill. On the strength of what he had been told by my competitor he based his claim, and, while this merchant was conscientious in



**ALEXANDER GIBB**

Manufacturers' Agent and Metal Broker  
13 St. John Street, Montreal.

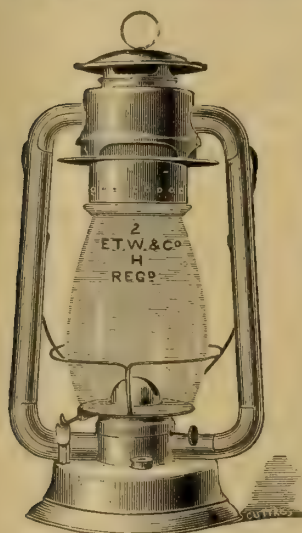
Representing British and American manufacturers of  
Tinplate, Tinned Sheets, Terne Plates, Canada Plates, Gal-  
vanized Sheets, Imitation Russia Sheets, Black Sheets—Iron  
and Steel—Hoops and Bands, Proved Coil Chain, Brass and  
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.

**VanTuyt & Fairbank**

Petrolia, Ont.

Headquarters for...

Oil and Artesian Well  
Pumps, Casing, Tubing  
Fittings, Drilling  
Tools, Cables, etc.



**E. T. WRIGHT & CO.**  
Hamilton, Ont.

**WRIGHT'S**  
Ask your Jobber for

The only genuine  
Cold Blast Lantern made.

**"JARDINE"****TIRE UPSETTERS  
WILL UPSET TIRTS**

Some machines sold as Upsetters will not.  
Perhaps you make as much money on the  
sale of a useless Upsetter as on a good  
one, but your customer does not. He  
don't want a machine because it is called  
an Upsetter he wants a machine to upset  
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

**A. B. JARDINE & CO.**  
HESPELER, ONT.



**...FREE**

To anyone for the asking

**1900 Catalogue, showing complete line**

**Tinners' and Roofers' Supplies.**

Large Stock, Great Variety, Prompt Shipments. **GET OUR PRICES.**

**BERGER BROS. CO.,**

231 AND 237 ARCH STREET, - PHILADELPHIA

Factory—3114-16-18 and 20 North 17th Street.

**Hardwood CHARCOAL  
WOOD ALCOHOL**

in Bulk or Sacks.

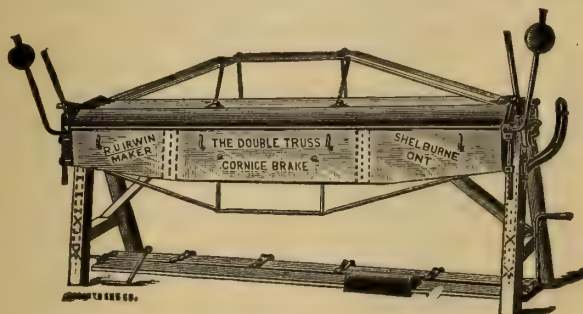
equalling Methylated Spirits as a solvent.

Manufactured only by...

**THE STANDARD CHEMICAL CO., Limited**

Factories { Fenelon Falls.  
Deseronto.

Gooderham Building, **TORONTO**



This eight-foot Brake bends 22-gauge iron  
and lighter, straight and true.

**Price, \$50**

Very handy beader attachment, \$10 extra  
if required.

Send for circulars and testimonials to

**The Double Truss Cornice  
Brake Co. SHELBURNE, ONT.**

**STEVENS ...FINE TOOLS**

We make a perfect line  
of

**CALIPERS and DIVIDERS**

Also such tools as Surface Gauges, Tool  
Makers' Clamps, Center Punches, etc.

Write for our New Catalogue containing a description of our Tools.  
It is also a valuable hand-book of information for mechanics and people  
interested in such lines.

**J. Stevens Arms & Tool Co.**

P.O. Box 216, Chicopee Falls, Mass, U.S.A.

Carried by our representatives at Toronto and Montreal.

**HUTCHISON, SHURLY & DERRETT**

**DOVERCOURT  
TWINE MILLS.**

**1078 BLOOR STREET WEST  
TORONTO.**

Having equipped our Factory with entirely new machinery, we are prepared  
to furnish the best made goods in the market at closest prices and make  
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,  
Cotton and Russian Hemp Plough Lines, plain and colored.  
Cotton and Linen Fish Lines, laid and braided.  
Netted Hammocks, white and colored, Tennis and Fly Nets.  
Skipping Ropes, Jute, Hemp and Flax Twines.



what he said, and really believed that I had overcharged him on the bill, especially the tinplate, yet I sold him at the lowest market prices.

"Other salesmen make a practice of

#### SIZING UP THE MERCHANT'S STOCK

and quoting prices when they know the merchant will not buy at any price. They do this merely to create the impression that they are selling goods for less than their competitors. If the traveling salesmen would throttle this tendency, they would find that their relations would be much more pleasant with each other and with their customers."

The writer has come in contact during the past few years with a vast number of traveling salesmen connected with the hardware business, and he is quite convinced that, as a rule, these men are as honorable and desire to deal as fairly as any given number of men in any other line of business.

A salesman recently said: "One trouble with the majority of salesmen is that we are afraid of each other. We are

#### TOO SUSPICIOUS.

We travel the same territory for years with the idea that our competitor would, with very little practice, make a first class horse thief. With that idea existing we are apt to do anything to get the better of him. We are very much in the same condition ourselves that the members of the National Hardware Association were before its organization."

#### CREDIT MAN AND SALESMAN.

"Traveling salesmen," said a speaker at a recent banquet of the fraternity, "you may avoid the necessity of having orders turned down by posting yourselves beforehand, and not soliciting an order beyond an amount that the customer would be reasonably entitled to. You may avoid the turning down of orders by impressing on your trade the necessity of meeting each bill as it matures, and not offering longer time than the regular established terms. You may avoid the turning down of orders by encouraging your trade in the giving of signed statements to regular established agencies, and firms from whom they are seeking credit. Why should they not make these statements, when the national banks of the country are required by the Government to make such statements from four to five times every year, and the Bank of England, by Parliament, to make such statement once a week?"

R. H. Little, general merchant, miller and dealer in grain and lumber, Lisle, Ont., has sold out his general store business.

#### VIEWS OF SOME BINDER TWINE MANUFACTURERS.

"THE probable course of the twine market," said one of the largest manufacturers a few days since, "depends entirely upon the developments of the next few weeks. If there should be a failure of the wheat crop, the price of twine will naturally decline, as there would be a surplus, and no one cares to carry any twine over for next season. My opinion is that the crops will be fully up to the average and, if so, the demand will be enormous at harvest time with a consequent advance in prices. The fact that dealers have bought cautiously this year and are awaiting further developments has caused many of the manufacturers to curtail their production so that there will not be as much twine made as usual. It is not worth while to take manila hemp into consideration, as it is impossible to get hemp here in time to manufacture any large amount into twine for this season. For this reason we do not anticipate any marked decline in sisal until the demand for harvest is over. Had it not been for the large stocks of twine carried over the situation would now be critical."

"We have tried to keep very close tab on the entire situation" said another manufacturer, "and from the most authentic information we are able to obtain, we believe that twine will be closed out cleaner this year than for several seasons past. With the prospect for good crops in a large percentage of the agricultural territory of the country, with the fact facing us that many of the mills started up late and the knowledge that many of the manufacturers have had hard work to obtain hemp to keep their plants running, the situation certainly favors more of an equality of supply and demand than usual. We know, of course, that a great deal of twine was carried over, but the three facts mentioned tend to strengthen the belief that there will be no great surplus. We see no reason to expect a slump in prices, although there is an apparent tendency on the part of some sellers to depress the market at the present time. We believe that we will be able to close out all twine that we can make for this season at present prices, at least, and are steadily opposing any decrease in price."

"From our standpoint," said a third, "we have no hesitancy in saying that prices will be maintained. We see no reason for any decline in sisal or standard and, as far as our people are concerned, we know absolutely that the present price, 11 1/2c., will be strictly maintained. Our sales are now far ahead of our manufacture and this, with the present fine crop prospects in the West and Northwest, causes no fear of being able to sell all the twine we can make for the

coming harvest. Fibre is held very firm, with no indication of a break until too late to affect this year's twine market."—The Farm Implement News.

#### SOME MORAL COURAGE THAT WON.

BUSINESS has no use for moral cowards. It has no use for men without backbone. It has no use for men who do right only when it carries no risk with it.

What it wants are men who, in point of courage, stand six feet high in their moral stocking feet, and can look opposition straight in the eye without flinching.

Business does not care what our physical proportions may be. It doesn't grade us by our chest measurement or the size of our biceps; it doesn't even mind if we are dyspeptic, although it prefers we should not be. But, if we can't come up the standards of moral courage, there's no legitimate business under the sun that will give us the best that is in it. We'll get the small end every time.

The moral courage demanded of us is to stand firm in what we believe to be right and necessary, no matter what our competitors are doing, and no matter what risks are entailed. It means that, after we have hoisted our colors to the top of the mast, we are not to stand with our hand on the ropes ready to haul down at the first high wind; we are to tie the ropes with double knots, nail the colors to the masts if necessary, and go about our business unflinchingly.

The advance in prices has required just such courage as this from our managers and representatives. The situation demanded men of decision and iron will. There was plenty of high wind to make less resolute men furl their colors, and plenty of risk to discourage them. But opposition always strengthens the backbone of the right kind of men.

The indomitable spirit that not only held its own, but made such splendid gains for the company, in the face of the necessary advance, deserves the heartiest commendation from all of us who could not help in the fight, yet who shared its benefits. The firmness and invincible energy we have been witnessing ever since last August are things to be proud of. They show the sort of stuff our management and representatives are made of. The record is magnificent.

There is a lesson in it that we who were not "at the front" should let sink deep into our lives. It is this: Success is possible in spite of the greatest obstacles, if we set our hearts and wills to the work in earnest and unflinchingly.—H.D.S., in The Chameleon.



# CANADA IRON FURNACE CO., Limited

Manufacturer of

## CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que.  
Lac a lac Tortue.

Three Rivers.  
Grand Piles.



**We Manufacture**  
AXES, PICKS  
MATTOCKS, MASONS'  
and SMITH HAMMERS  
and MECHANICS' EDGE  
TOOLS.

All our goods are guaranteed.

Geo. E. Drummond,  
Managing-Director and Treasurer

James Warnock & Co., - Galt, Ont.

## CURRENT MARKET QUOTATIONS

May 4, 1900.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

### METALS.

#### Tin.

Lamb and Flag—  
56 and 28 lb. ingots, per lb. 0 37 0 38  
Straits ..... 0 37 0 38

#### Tinplates.

Charcoal Plates—Bright  
M.L.S., equal to Bradley. Per box  
I.C., usual sizes ..... \$7 00  
I.X., ..... 8 50  
I.X.X., ..... 10 00  
Famous—  
I.C., ..... 7 50  
I.X., ..... 8 50  
I.X.X., ..... 9 50  
Raven & Vulture Grades—  
I.C., usual sizes ..... 5 25  
I.X., ..... 6 25  
I.X.X., ..... 7 25  
I.X.X.X., ..... 8 25  
D.C., 12x17 ..... 4 75  
D.X., ..... 5 50  
D.X.X., ..... 7 50

#### Coke Plates—Bright.

Bessemer Steel—  
I.C., usual sizes ..... 4 60  
I.C., special sizes, base, ..... 4 85  
20x28 ..... 9 50

#### Charcoal Plates—Terne

Dean or J. G. Grade—  
I.C., 20x28, 112 sheets ..... 9 50  
I.X., Terne Tin ..... 11 50

#### Charcoal Tin Boiler Plates.

Cookley Grade—  
X.X., 14x56, 50 sheet bxs }  
" 14x60, " }  
" 14x65, " }  
72x30 up to 24 gauge ..... 0 08 0 08 1/2  
" 26 " ..... 0 08 1/2 0 09  
" 28 " ..... 0 09 0 09 1/2

#### Tinned Sheets.

72x30 up to 24 gauge ..... 0 08 0 08 1/2  
" 26 " ..... 0 08 1/2 0 09  
" 28 " ..... 0 09 0 09 1/2

#### Iron and Steel.

Common Bar, per 100 lbs ..... 2 45 2 55  
Refined ..... 2 85 2 95  
Horse Shoe Iron ..... 2 70 2 80  
Hoop steel, 1 1/2 to 3 in. base,  
extras for smaller sizes ..... 3 25  
Edish ..... 4 00 4 25  
High Shoe Steel " base ..... 2 85  
Tie Steel ..... 2 85  
Machinery ..... 3 25  
Cast Steel, per lb ..... 0 10 0 14  
Toe Calk Steel ..... 3 50 0 11  
Thos. Firth & Sons' Cast Steel  
Russian Sheet, per lb ..... 0 10 1/2 0 11  
Tank Plates, 1-5 and thicker. 3 00 3 25  
Boiler Rivets ..... 4 50 5 0

#### Boiler Tubes.

1 1/2-inch ..... 0 13 0 14  
2 " ..... 0 15 0 16  
3 1/2 " ..... 0 18 0 19  
3 " ..... 0 19 0 20

#### Steel Boiler Plate.

1/2 inch ..... 3 25  
3/4 inch ..... 3 40  
5/8 inch and thicker ..... 3 25

#### Black Sheets.

16 gauge ..... 3 20

20 gauge ..... 3 20  
22 to 24 " ..... 3 39  
26 " ..... 3 41  
28 " ..... 3 60

#### Canada Plates.

All dull, 52 sheets ..... 3 35 3 50  
Half polished ..... 3 45 3 60  
All bright ..... 3 85 4 00

#### Iron Pipe.

Wrought pipe, per 100 feet, 1/4 to 3/4 inch:  
\$3 67; 1/2 inch, \$4.00; 3/4 inch, \$4.20; 1 inch,  
\$4.50; 1 1/4 inch, \$7.85; 1 1/2 inch, \$9.75; 2 inch,  
\$13.00. 2 1/2 to 6 inch, discount 45 p.c.  
Galvanized, 1/2 inch, \$5.31; 3/4 inch, \$6.35;  
1 inch, \$9.00; 1 1/4 inch, \$12.45; 1 1/2 inch  
\$13.75; 2 inch, \$19.00.

#### Galvanized Sheets.

G. O. Comet. Amer Head  
16 gauge ..... 4 35  
18 to 24 gauge 4 60 4 50  
26 " 4 85 4 45  
28 " 5 10 4 70  
Less than case lots, 15c. per 100 lb. additional  
28 gauge American equals 26 gauge English.

#### Chain.

Proof Joil, 3-16 in., per 100 lb ..... 8 50  
" 1/2 " " " ..... 6 00  
" 5-16 " " " ..... 5 45  
" 7-16 " " " ..... 5 15  
" 1 " " " ..... 5 00  
" 1 1/4 " " " ..... 4 81  
" 1 1/2 " " " ..... 4 75

Halter, kennel and post chains, 40 and 50 p.c.  
Cow ties ..... 40 p.c.  
Stall fixtures ..... 35 p.c.  
Trace chain ..... 25 and 5 p.c.  
Jack chain, iron, single and double, dis-  
count 35 p.c.  
Jack chain, brass, single and double, dis-  
count 40 p.c.

#### Copper.

English B. S., ton lots ..... 0 19 1/2 0 20 1/2  
Lake Superior ..... 0 23 1/2 0 25  
Cut lengths, round, 1/2 to 7/8 in.  
round and square  
1 to 2 inches ..... 0 23 1/2 0 25

Untinned, 14 oz., and light, 16  
oz., 14x48 and 14x60 ..... 0 23 0 23 1/2  
Untinned, 14 oz., and light, 16  
oz., irregular sizes ..... 0 23 0 23 1/2  
NOTE.—Extra for tinning, 2 cents per  
pound, and tinning and half planishing 3 p.c.

Tinned copper sheets ..... 0 26  
Planished ..... 0 32

Braziers. (In sheets.)  
15 ft. 25 to 30 lbs. ea., per lb. .... 0 25 1/2  
" 35 to 45 " ..... 0 24 1/2  
" 50-lb. and above, " ..... 0 23 1/2  
Boiler and T. K. Pitts.  
Plain Tinned, per lb ..... 0 28  
Spun, per lb. .... 0 32

Roll and Sheet, 14 to 30 gauge, 15 percent.  
Sheets, hard-rolled, 2x4 ..... 0 24 0 25  
Tubing, base, per lb. .... 0 24 0 25

#### Zinc Spelter

Foreign, per lb ..... 0 07 0 07 1/2  
Domestic ..... 0 07 1/2

#### Zinc Sheet.

5 cwt. casks ..... 0 07 1/2  
Part casks ..... 0 07 3/4

#### Lead.

Imported Pig, per lb ..... 0 05 0 06 1/2  
Bar, 1 lb ..... 0 06 1/2  
Sheets, 2 1/4 lbs. sq. ft. by roll ..... 0 05 1/2  
Sheets, 3 to 6 lbs. .... 0 05 3/4

NOTE.—Cut sheets 1/2 cent per lb. extra  
Pipe, by the roll, usual weights per yard, lists  
at 7c. per lb. and 15 p.c. dis. f.o.b. Toron'o.  
NOTE.—Cut lengths, net price, waste pipe  
8-ft. lengths, lists at 7 1/2 cents.

#### Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00  
per 100 lb.; tuck, seal and bal., \$7.50. Dis-  
count, 1/2 p.c. Prices are f.o.b. Toronto,  
Hamilton, Montreal, St. John and Halifax.  
Terms 3 per cent. cash, freights equalized on  
Montreal.

#### Soil Pipe and Fittings.

Discount, 50 per cent. on medium and extra  
heavy, and 45 per cent. on light.

#### Solder. Per lb. Per lb

Bar half-and-half ..... 0 21 0 22  
Refined ..... 0 20 1/2 0 21  
Wiping ..... 0 20 0 20 1/2

NOTE.—Prices of this graded according to  
quantity. The prices of other qualities of  
solder in the market indicated by private  
brands vary according to composition.

#### Antimony.

Cookson's, per lb ..... 0 11 0 11 1/2

#### White Lead.

Pure, Assoc. guarantee, ground in oil  
25 lb. irons ..... 6 87 1/2  
No. 1 do ..... 6 50  
No. 2 do ..... 6 12 1/2  
No. 3 do ..... 5 75  
No. 4 do ..... 5 37 1/2  
Munro's Select Flake White ..... 7 12 1/2  
Elephant and Decorators' Pure ..... 6 87 1/2

#### Red Lead.

Genuine, 560 lb. casks, per cwt. .... \$3 50  
Genuine, 100 lb. kegs, per cwt. .... 5 75  
No. 1, 560 lb. casks, per cwt. .... 5 25  
No. 1, 100 lb. kegs, per cwt. .... 5 00

#### White Zinc Paint.

Elephant Snow White ..... 0 08 0 09  
Pure White Zinc ..... 0 08 0 09  
No. 1 ..... 0 06 0 07 1/2  
No. 2 ..... 0 05 0 06 1/2

#### Dry White Lead.

Pure, casks ..... 5 75  
Pure, kegs ..... 5 25  
No. 1, casks ..... 5 50  
No. 1, kegs ..... 6 00

#### Prepared Paints.

In 1/4, 1/2 and 1 gallon tins.)  
Pure, per gallon ..... 1 20  
Second qualities, per gallon ..... 1 00  
Barn (in bbls.) ..... 0 75 0 85  
The Sherwin-Williams Paints 1 30 1 35  
Canada Paint Co's Pure ..... 1 20  
Sanderson Pearey's Pure ..... 1 20  
Stewart & Wood's Champion Pure. 1 10

#### Colors in Oil.

(25 lb. tins, Standard Quality.)  
Venetian Red, per lb ..... 0 05  
Chrome Yellow ..... 0 11  
Golden Ochre (Royal) ..... 0 06  
French ..... 0 05  
Marine Black ..... 0 09  
" Green ..... 0 08  
Chrome ..... 0 08  
French Imperial Green ..... 0 19

#### Colors, Dry

Yellow Ochre (J.C.) bbls ..... 1 35 1 40  
Yellow Ochre (J.F.L.S.), bbls ..... 2 75  
Yellow Ochre (Royal) ..... 1 10 1 15  
Brussels Ochre ..... 2 00  
Venetian Red (best), per cwt. 1 80 1 90  
English Oxides, per cwt. 3 00 3 25  
American Oxides, per cwt. 1 75 2 00  
Canadian Oxides, per cwt. 1 75 2 00  
Super Magnetic Oxides, 33 p.c. 2 00 2 25  
Burnt Sienna, pure, per lb. .... 0 10  
do Raw ..... 0 09  
Drop Black, pure ..... 0 09  
Chrome Yellows, pure ..... 0 18  
Chrome Greens, pure, per lb. .... 0 12  
Golden Ochre ..... 0 03 1/2

Ultramarine Blue in 28-lb  
boxes, per lb. .... 0 08 0 24  
Fire Proof Mineral, per 100 lb. .... 1 00  
Genuine Eng. Litharge, per lb. .... 0 07  
Mortar Color, per 100 lb. .... 1 25  
English Vermillion ..... 0 80  
Pure Indian Red, No. 45, lb. .... 0 08  
Whiting, per 100 lb. .... 0 55

#### Blue Stone.

Casks, for spraying, per lb. .... 0 07  
100-lb. lots, do. per lb. .... 0 08

#### Putty.

Bladders in bbls. .... 1 90  
Bladders in 100 or 200 lb. kegs or bxs 2 05  
Bulk in bbls., per 100 ..... 1 75  
Bulk in less quantities ..... 1 90  
25-lb. tins, 4 in case ..... 2 15  
12 1/2-lb. tins, 8 in case ..... 2 40

#### Varnishes.

(In 5-gal. lots.) Per gal.  
Carriage, No. 1 ..... 1 45 1 65  
" body ..... 4 00 4 50  
" rubbing ..... 2 00 2 50  
Gold Size, Japan ..... 1 50 1 70  
Brown Japan ..... 1 20 1 40  
Elastic Oak ..... 1 45 1 65  
Furniture, extra ..... 0 80 1 40  
Hard Oil Finish ..... 1 35 1 55  
Light Oil Finish ..... 1 60 1 80  
Demar ..... 1 65 1 85  
Shellac, white ..... 2 20 2 40  
" orange ..... 2 00 2 20  
Furniture Brown Japan ..... 0 80 1 00  
Black Japan ..... 1 20 1 40  
No. 1 ..... 0 80 1 00

The Imperial  
Varnish & Color  
Co's. Limited  
Elastilite Varnish,  
1 gal. can, each,  
\$3.00.

Granatene Floor  
Finish, per gal.,  
\$2.75.

Maple Leaf  
Coach Enamels:  
Size 1, \$1.10;  
Size 2, 60c.; Size  
3, 40c. each.

Linseed Oil.  
Raw. Boiled.  
1 to 4 bbls delivered ..... \$0 79 \$0 82  
5 to 9 bbls ..... 78 81

Montreal, Toronto, Hamilton, Quebec,  
London, Ottawa, Kingston and Guelph,  
2c. less.

Turpentine.  
Single barrel ..... 0 75  
2 to 4 barrels ..... 0 74  
Freight allowed, Toronto, Hamilton Lon-  
don, Guelph, 2c. less.

Castor Oil.  
East India, in cases, per lb. .... 0 09 1/2 0 10  
small lots ..... 0 10 0 10 1/2

Cod Oil, etc  
Cod Oil, per gal. .... 0 50 0 55  
Pure Olive ..... 1 20  
" Neatsfoot ..... 90

Glue.  
Common ..... 0 8 1/2 0 09  
French Medal ..... 0 14 0 14 1/2  
Cabinet, sheet ..... 0 12 0 13  
White, extra ..... 0 18 0 20  
Gelatin ..... 0 22 0 30  
Strip ..... 0 18 0 20  
Coopers ..... 0 19 0 20  
Huttner ..... 0 18

Common ..... 0 8 1/2 0 09  
French Medal ..... 0 14 0 14 1/2  
Cabinet, sheet ..... 0 12 0 13  
White, extra ..... 0 18 0 20  
Gelatin ..... 0 22 0 30  
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Strip ..... 0 18 0 20  
Coopers ..... 0 19 0 20  
Huttner ..... 0 18



# JOSEPH RODGERS & SONS

SHEFFIELD, ENGLAND.

Limited

Each blade of our Goods bears the exact mark here represented.

## JAMES HUTTON & CO., MONTREAL

SOLE AGENTS  
IN CANADA.



### HARDWARE. Ammunition.

Cartridges.  
B. B. Caps. Dom., 50 and 5 per cent.  
Rim Fire Pistol, dis. 45 p. c., Amer.  
Rim Fire Cartridges, Dom., 50 and 5 p. c.  
Rim Fire, Military, net list, Amer.  
Central Fire Pistol and Rifle, 18 p. c. Amr  
Central Fire Cartridges, pistol sizes, Dom  
30 per cent.  
Central Fire Cartridges, Sporting and Mili  
tary, Dom., 15 and 5 per cent.  
Central Fire, Military and Sporting, Amer.  
net list. B. B. Caps. discount 45 per cent.  
Amer.  
Loaded and empty Shells, "Trap" and  
"Dominion" grades, 25 per cent. Rival  
and Nitro, 10 p. c.  
Brass shot Shells, 55 and 10 per cent.  
Primers, Dom., 30 per cent.

### Wads.

Best thick white felt wadding, in 3/4-lb  
bags, ..... 1 00  
Best thick brown or grey felt wads, in  
3/4-lb. bags, ..... 0 70  
Best thick white card wads, in boxes  
of 500 each, 12 and smaller gauges ..... 0 99  
Best thick white card wads, in boxes  
of 500 each, 10 gauge, ..... 0 35  
Best thick white card wads, in boxes  
of 500 each, 8 gauge, ..... 0 55  
Thin card wads, in boxes of 1,000  
each, 12 and smaller gauges, ..... 0 20  
Thin card wads, in boxes of 1,000  
each, 10 gauge, ..... 0 25  
Thin card wads in boxes of 1,000  
each, 8 gauge, ..... 0 25  
Chemically prepared black edge grey  
cloth wads, in boxes of 250 each—  
11 and smaller gauge ..... 0 60  
9 and 10 gauges ..... 0 70  
7 and 8 gauges ..... 0 90  
5 and 6 gauges ..... 1 10  
Superior chemically prepared pink  
edge, best white cloth wads, in  
boxes of 250 each—  
11 and smaller gauge ..... 1 15  
9 and 10 gauges ..... 1 40  
7 and 8 gauges ..... 1 65  
5 and 6 gauges ..... 1 90

### Adzes.

Discount, 20 per cent.  
**Anvils.**  
Per lb. .... 10 0 12 1/2  
Anvil and Vise combined ..... 4 50  
Wilkinson & Co.'s Anvils, lb. 0 09 0 09 1/2  
Wilkinson & Co.'s Vices, lb. 0 09 1/2 0 10

### Augers.

Gilmour's, discount 50 and 10 p. c. off list.  
**Axes.**  
Chopping Axes—  
Single bit, per doz ..... 5 50 10 00  
Double bit, ..... 12 00 18 00  
Bench Axes, 40 and 15 p. c.  
Broad Axes, 33 1/2 per cent.  
Hunters' Axes ..... 5 50 6 00  
Boy's Axes ..... 5 75 6 75  
Splitting Axes ..... 6 50 12 00  
Handled Axes ..... 7 00 10 00

### Axle Grease.

Per gross ..... 5 50 6 00

### Bath Tubs.

Zinc ..... 3 90 4 00  
Copper, discount 40 and 10 p. c. off revised list

### Baths.

Standard Enameled ..... 30 00  
5 1/2-inch rolled rim, 1st quality, ..... 22 00

### Anti-Friction Metal.

Tandem "A" ..... per lb. 0 27  
" B ..... 0 21  
" C ..... 0 21  
Magnolia Anti-Friction Metal, per lb. 0 25

### Bells.

Hand.  
Brass, 60 per cent.  
Nickel, 55 per cent.

### Cow.

American make, discount 66 1/2 per cent.  
Canadian, discount 45 and 50 per cent.

### Door.

Gongs, Sargent's ..... 5 50 8 00  
Peterboro', discount 27 1/2 per cent.

### Farm.

American, each ..... 1 25 3 00  
House ..... 0 35 0 40

### Belows.

Hand, per doz ..... 3 35 4 75  
Moulders', per doz ..... 7 50 10 00  
Blacksmiths', discount 40 per cent.

### Beltting.

Extra, 50 and 10 per cent.  
Standard, 60 per cent.

### Bits.

No. 1 Agricultural, 60 and 10 p. c.

### Auger.

Gilmour's, discount 50 and 10 per cent.  
Rockford, 50 and 10 per cent.  
Jennings' Gen., net list.

### Car.

Gilmour's, 47 1/2 to 50 per cent.

### Expansive.

Clark's, 40 per cent.

### Gimlet.

Clark's, per doz ..... 0 65 0 90  
Diamond, Shell, per doz ..... 1 00 1 50  
Nail and Spike, per gross ..... 2 25 5 20

### Blind and Bed Staples.

All sizes, per doz ..... 0 07 1/2 0 12

### Boils and Nuts.

Per cent.

### Machine Bolts, all sizes.

Common Carriage Bolts, all sizes ..... 50  
" full square ..... 52 1/2  
Coach Screws ..... 65  
Sleigh shoe Bolts ..... 70  
Blank Bolts ..... 52 1/2  
Bolt Ends ..... 62 1/2  
Nuts, square ..... 3 1/2 c off  
Nuts, hexagon ..... 4 c off  
Tapping Nuts ..... 60  
Fire Bolts ..... 60  
Stove Bolts ..... 10  
Stove rods, per lb. ..... 5 1/2 to 6 c.  
Plough Bolts ..... 50

### Boot Calks.

Small and medium, bad, per M. .... 4 25  
Small heel, per M. .... 4 50

### Bright Wire Goods.

Discount ..... 55 per cent.

### Broilers.

Light, dis., 65 to 67 1/2 per cent.  
Reversible, dis., 65 to 67 1/2 per cent.  
Vegetable, per doz., dis. 37 1/2 per cent.

### Butchers' Cleavers.

German, per doz ..... 6 00 11 00  
American, per doz ..... 12 00 20 00

### Building Paper, Etc.

Plain building, per roll ..... 0 30  
Tarred lining, per roll ..... 0 40  
Tarred roofing, per 100 lb. .... 1 60  
Coal Tar, per barrel ..... 3 50  
Pitch, per 100-lb. .... 0 80  
Carpet felt, per ton ..... 45 10

### Bull Rings.

Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

### Butts.

Wrought Brass, net revised list

### Cast Iron.

Loose Pin, dis., 60 per cent.

### Wrought Steel.

Fast Joint, dis. 60 and 10 per cent.  
Loose Pin, dis. 60 and 10 per cent.  
Berlin Bronzed, dis. 70, 70 and 5 per cent.  
Gen. Bronzed, per pair ..... 0 40 0 65

### Carpet Stretchers.

American, per doz ..... 1 00 1 50  
Bullard's, per doz ..... 6 50

### Castors.

Bed, new list, dis. 55 to 57 1/2 percent.  
Plate, dis. 52 1/2 to 57 1/2 percent.

### Cattle Leaders.

Nos. 31 and 32, per gross ..... 50 9 50

### Cement.

Canadian Portland ..... 2 80 3 00  
English ..... 3 00  
Belgian ..... 2 75 3 00  
Canadian hydraulic ..... 1 00 1 10

### Chalk.

Carpenters, Colored, per gross ..... 0 45 0 75  
White lump, per cwt. .... 0 60 0 65  
Red ..... 0 05 0 06  
Crayon, per gross ..... 0 14 0 18

### Ohisels.

Socket. Framing and Firmer.

Broad's, dis. 60 and 5 per cent.

Warnock's, dis. 60 per cent.

### Churns.

Revolving Churns, metal frames—No. 0, \$8—

No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—

No. 4, \$12.00—No. 5, \$16.00 each. Ditto,

wood frames—20c. each less than above.

Discounts: Delivered from factories, 18

p. c.; from stock in Montreal, 56 p. c.

Terms, 4 months or 3 p. c. cash in 30 days.

### Clips.

Axle dis. 65 per cent.

### Closets.

Plain Ontario Syphon Jet ..... \$8 00

Emb. Ontario Syphon Jet ..... 8 50

Fittings ..... 1 00

Plain Teutonic Syphon Washout ..... 4 75

Emb. Teutonic Syphon Washout ..... 5 25

Fittings ..... 1 00

Plain Richelieu ..... 4 75

Emb. Richelieu ..... 5 00

Fittings ..... 1 25

Closet connection ..... 1 25

Basins, round, 14 in. .... 0 75

" oval, 17 x 14 in. .... 1 55

" 19 x 15 in. .... 2 30

### Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

### Cradles, Grain.

Canadian, dis. 25 to 33 1/2 per cent.

### Crosscut Saw Handles.

S. & D., No. 3, per pair ..... 17 1/2

" 5, ..... 22 1/2

" 6, ..... 15

Boynton pattern ..... 20

### Door Springs.

Torrey's Rod, per doz. (15 p. c.) ..... 2 00

Coil, per doz. .... 0 88 1 60

English, per doz. .... 2 00 4 00

### Draw Knives.

Broad's, dis. 60 to 60 and 7 1/2 per cent.

Warnock's, dis. 60 to 60 and 7 1/2 per cent.

### Drills.

Hand and Breast.

Miller's Falls, per doz. net list.

### DRILL BITS.

Morse, dis., 37 1/2 to 40 per cent.

Standard, dis. 50 and 5 to 55 per cent.

### ELBOWS. (Stovepipe.)

No. 1, per doz. .... 1 80

No. 2, per doz. .... 1 60

Bright, 20c. per doz. extra.

### ESCUTCHEONS.

Discount, 27 1/2 per cent.

### ESCUTCHEON PINS.

Iron, discount 40 per cent.

### FACTORY MILK CANS.

Discount off revised list, 40 per cent.

### FILES.

Black Diamond, 50 and 10 to 60 per cent.

Kearney & Foote, 60 and 10 per cent. to 60,

10, 10.

Nicholson File Co., 50 and 10 to 60 per cent.

Jowitt's, English list, 25 to 27 1/2 per cent.

### FORKS.

Hay, manure, etc., dis., 60 and 10 per cent

### FRUIT PRESSES.

Henis', per doz ..... 3 25 3 50  
Shepard's Queen City, dis. 15 per cent.

### GLASS—Window—Box Price.

Star D. Diamond

Size Per Per Per Per

United 50 ft. 100 ft. 50 ft. 100 ft

Inches.

Under 26 ..... 2 20 4 20 ..... 6 25

26 to 40 ..... 2 40 4 60 ..... 7 50

41 to 50 ..... 5 00 ..... 7 50

51 to 60 ..... 5 25 ..... 8 25

61 to 70 ..... 5 60 ..... 9 50

71 to 80 ..... 6 00 ..... 10 50

81 to 85 ..... 6 85 ..... 11 50

86 to 90 ..... 7 65 ..... 13 50

91 to 95 ..... 8 25 ..... 15 00

96 to 100 ..... 8 50 ..... 18 00

101 to 105 ..... 9 00 ..... 20 00

106 to 110 ..... 9 25 ..... 23 00

111 to 115 ..... 9 50 ..... 27 00

16 x 16 10 per cent. off.

### GAUGES.

Marking, Mortise, Etc.

Stanley's dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each ..... 1 65 2 40

**HALTERS.**

Rope, 3/4 per gross ..... 9 00

" 1/2 to 3/4 ..... 14 00

Leather, 1 in., per doz ..... 3 87 1/2 4 00

" 1 1/4 in., ..... 5 15 5 20

Web, — per doz ..... 1 87 2 45

### HAMMERS.

Nail

Maydole's, dis. 5 to 10 per cent. Can. dis.

25 to 27 1/2 per cent.

**Tack.**

Magnetic, per doz. .... 1 10 1 20

**Sledge.**

Canadian, per lb. .... 0 07 1/2 0 08 1/2

**Ball Pean.**

English and Can., per lb. .... 0 22 0 25

**HANDLES.**

Axe, per doz., net ..... 1 50 2 00

Store door, per doz. .... 1 00 1 50

**Fork**

C. & B., dis. 40 per cent. rev. list.

Hoe.

C. & B., dis. 40 per cent. rev. list.

Saw.

American, per doz. .... 1 00 1 25

Plane.

American, per gross ..... 3 15 3 75

Hammer and Hatchet.

Canadian, 40 per cent.

Cross-Cut Saws.

Canadian, per pair ..... 0 13 1/4

### HANGERS.

doz. pairs

Steel barn door ..... 5 85 6 00

Stearns, 4 inch ..... 5 00

" 5 inch ..... 6 50

Lane's covered—

No. 11, 5-ft. run ..... 8 40

No. 11 1/2, 10-ft. run ..... 10 80

No. 12, 10-ft. run ..... 12 60

No. 14, 15-ft. run ..... 21 00

Lane's O.N.T. track, per foot. .... 4 1/2

### HARVEST TOOLS.

Discount, 50 and 10 per cent.

### HATCHETS.

Canadian, dis. 40 to 42



# MALEHAM & YEOMANS

SHEFFIELD,  
ENGLAND.

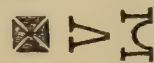


Exposition Universelle, Paris, 1889.

Manufacturers of

Table Cutlery, Razors,  
Scissors, Butcher Knives  
and Steels, Palette and  
Putty Knives.

REGISTERED TRADE MARKS.



WARRANTED  
W BRADSHAW & SON  
SHEFFIELD

GRANTED 1780.

OUR SPECIALTY: Cases of Carvers and  
Cabinets of Cutlery.

F. H. SCOTT, Canadian Representative, 360 Temple Building, MONTREAL.

## HORSESHOES.

|                            | F.O.B. Toronto | No. 2  | No. 1   |
|----------------------------|----------------|--------|---------|
| Iron Shoes.                |                | and    | and     |
|                            |                | larger | smaller |
| Light, medium, and heavy.  | 4 05           | 4 30   |         |
| Snow shoes.                | 4 30           | 4 55   |         |
| Steel Shoes.               |                |        |         |
| Light.                     | 4 35           | 4 60   |         |
| Featherweight (all sizes). | 5 50           | 5 60   |         |
| Toe weight steel shoes.    |                | 6 70   |         |

## JAPANESE WARE.

Discount, 45 and 5 per cent. off list, June, 1899.

## ICE PICKS.

|                                           |      |      |
|-------------------------------------------|------|------|
| Star, per doz.                            | 3 00 | 3 25 |
| KETTLES.                                  |      |      |
| Brass spun, 7 1/2 p.c. dis. off new list. |      |      |
| Copper, per lb.                           | 0 30 | 0 50 |
| American, 60 and 10 to 65 and 5 p.c.      |      |      |

## KEYS.

|                               |    |  |
|-------------------------------|----|--|
| Lock, Can., dis., 27 1/2 p.c. |    |  |
| Cabinet, trunk, and padlock.  |    |  |
| Am. per gross.                | 60 |  |

## KNOBS.

|                                               |      |      |
|-----------------------------------------------|------|------|
| Door, japanned and N.P., per doz.             | 1 50 | 2 50 |
| Bronze, Berlin, per doz.                      | 2 75 | 3 25 |
| Bronze Genuine, per doz.                      | 6 00 | 9 00 |
| Shutter, porcelain, F. & L. screw, per gross. | 1 30 | 4 00 |
| White door knobs—per doz.                     |      | 1 25 |

## HAY KNIVES.

|                               |  |  |
|-------------------------------|--|--|
| Discount, 50 and 10 per cent. |  |  |
| LAMP WICKS.                   |  |  |
| Discount, 60 per cent.        |  |  |

## LANTERNS.

|                                 |      |  |
|---------------------------------|------|--|
| Cold Blast, per doz.            | 7 50 |  |
| No. 3 "Wright's"                | 8 50 |  |
| Ordinary with O burner          | 4 25 |  |
| Dashboard, cold blast           | 9 50 |  |
| No. 0.                          | 6 00 |  |
| Japanning, 50c. per doz. extra. |      |  |

## LEMON SQUEEZERS.

|                           |      |      |
|---------------------------|------|------|
| Porcelain lined, per doz. | 2 21 | 5 60 |
| Galvanized                | 1 87 | 3 85 |
| King, wood                | 2 75 | 2 90 |
| King, glass               | 4 00 | 4 50 |
| All glass.                | 1 21 | 1 30 |

## LINES.

|                  |      |      |
|------------------|------|------|
| Fish, per gross. | 1 05 | 2 50 |
| Chalk            | 1 90 | 7 40 |

## LOCKS.

|                               |      |      |
|-------------------------------|------|------|
| Canadian, dis. 27 1/2 p.c.    |      |      |
| Russell & Erwin, per doz.     | 3 05 | 3 25 |
| Cabinet.                      |      |      |
| Eagle, dis. 30 p.c.           |      |      |
| Padlock.                      |      |      |
| English and Am., per doz.     | 50   | 6 00 |
| Scandinavian.                 | 1 00 | 2 40 |
| Eagle, dis. 15 to 17 1/2 p.c. |      |      |

## MACHINE SCREWS.

|                              |  |  |
|------------------------------|--|--|
| Flat head, discount 25 p.c.  |  |  |
| Round Head, discount 20 p.c. |  |  |

## MALLETS.

|                                |      |      |
|--------------------------------|------|------|
| Tinsmiths', per doz.           | 1 25 | 1 50 |
| Carpenters', hickory, per doz. | 1 25 | 3 75 |
| Lign. " " " "                  | 3 85 | 5 00 |
| Cauls.                         | 60   | 2 00 |

## MATTOCKS.

|                    |      |      |
|--------------------|------|------|
| Canadian, per doz. | 8 50 | 1 00 |
|--------------------|------|------|

## MEAT CUTTERS.

|                              |  |  |
|------------------------------|--|--|
| American, dis. 25 to 30 p.c. |  |  |
| German, 15 per cent.         |  |  |

## MILK CAN TRIMMINGS.

|                        |  |  |
|------------------------|--|--|
| Discount, 25 per cent. |  |  |
|------------------------|--|--|

## NAILS.

|                                            |        |        |
|--------------------------------------------|--------|--------|
| Quotations are:                            | Cut.   | Wire.  |
| 2d. and 3d.                                | \$3 85 | \$4 20 |
| 3d.                                        | 3 50   | 3 85   |
| 4 and 5d.                                  | 3 25   | 3 70   |
| 6 and 7d.                                  | 3 15   | 3 55   |
| 8 and 9d.                                  | 3 00   | 3 35   |
| 10 and 12d.                                | 2 95   | 3 30   |
| 16 and 20d.                                | 2 90   | 3 25   |
| 30, 40, 50 and 60 (base).                  | 2 85   | 3 20   |
| Steel cut wire 10c. extra.                 |        |        |
| Miscellaneous wire nails, dis. 7 per cent. |        |        |
| German and American.                       | 1 85   | 3 50   |

## NAIL SETS

|                             |           |       |      |
|-----------------------------|-----------|-------|------|
| Square, round, and octagon, | per gross | 3 38  | 4 00 |
| Diamond                     | 12 00     | 15 00 |      |

## NETTING.

|                                       |             |  |  |
|---------------------------------------|-------------|--|--|
| Poultry, 45 per cent. for McMullen's. |             |  |  |
| OAKUM.                                | Per 100 lb. |  |  |
| Navy                                  | 6 00        |  |  |
| U. S. Navy.                           | 7 25        |  |  |

## OIL.

|                          |          |  |  |
|--------------------------|----------|--|--|
| Canada refined (Toronto) | 0 13 1/2 |  |  |
| Sarnia Water White       | 0 15     |  |  |
| U. S. Navy               | 0 18     |  |  |
| Sarnia, Prime White      | 0 14     |  |  |
| American w. w.           | 0 16 1/2 |  |  |

## OILERS.

|                                                              |      |       |
|--------------------------------------------------------------|------|-------|
| McClary's Model galvan. oil can, with pump, 5 gal., per doz. | 0 00 | 10 00 |
| Zinc and tin, dis. 50, 50 and 10.                            | 1 25 | 3 50  |
| Copper, per doz.                                             | 1 50 | 3 50  |
| Malleable, dis. 25 per cent.                                 |      |       |

## PAIS.

|                                                |  |  |
|------------------------------------------------|--|--|
| Galvanized pails, discount 45 per cent.        |  |  |
| Galvanized haring pails, discount 45 per cent. |  |  |
| Galvanized washtubs, discount 45 per cent.     |  |  |

## PIECED WARE.

Discount 40 per cent. off list, June, 1899.

## PICKS.

|          |      |      |
|----------|------|------|
| Per doz. | 6 00 | 9 00 |
|----------|------|------|

## PICTURE NAILS.

|                            |      |      |
|----------------------------|------|------|
| Porcelain head, per gross. | 1 50 | 3 00 |
| Brass head,                | 0 40 | 1 00 |

## PLANES.

|                                                          |  |  |
|----------------------------------------------------------|--|--|
| Wood, bench, Canadian dis. 55 per cent.                  |  |  |
| American dis. 55.                                        |  |  |
| Wood, fancy Canadian or American, 37 1/2 to 40 per cent. |  |  |
| Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.        |  |  |
| Miscellaneous, dis. 25 to 37 1/2 per cent.               |  |  |
| Bailey's Victor, 25 per cent.                            |  |  |

## PLANE IRONS.

|                   |      |      |
|-------------------|------|------|
| English, per doz. | 2 00 | 5 00 |
|-------------------|------|------|

## PLIERS AND NIPPERS.

|                                                   |      |      |
|---------------------------------------------------|------|------|
| Button's Genuine, per doz pairs, dis. 37 1/2 p.c. |      |      |
| Button's Imitation, per doz.                      | 5 00 | 9 00 |
| German, per doz.                                  | 0 60 | 2 60 |

## PLUMBERS' BRASS GOODS.

|                                                              |      |  |
|--------------------------------------------------------------|------|--|
| Impression work, discount, 60 per cent.                      |      |  |
| Fuller's work, discount 65 per cent.                         |      |  |
| Rough stops and stop and waste cocks, discount, 60 per cent. |      |  |
| Jenkins' disk globe and angle valves, discount, 55 per cent. |      |  |
| Standard valves, discount, 60 per cent.                      |      |  |
| Jenkins' radiator valves discount 55 per cent.               |      |  |
| Quick opening valves, discount, 60 p.c.                      |      |  |
| No. 1 compression bath cock                                  | 2 00 |  |
| No. 4                                                        | 2 00 |  |
| No. 7, Fuller's                                              | 2 50 |  |
| No. 4 1/2.                                                   | 3 00 |  |

## PRESSED SPIKES.

|                        |  |  |
|------------------------|--|--|
| Discount, 20 per cent. |  |  |
|------------------------|--|--|

## PULLEYS.

|                    |      |      |
|--------------------|------|------|
| Hothouse, per doz. | 0 55 | 1 00 |
| Axle               | 0 22 | 0 33 |
| Screw              | 0 27 | 1 00 |
| Awning             | 0 35 | 2 50 |

## PUMPS.

|                         |      |      |
|-------------------------|------|------|
| Canadian cistern        | 1 80 | 3 60 |
| Canadian pitcher spout. | 1 40 | 2 10 |

## PUNCHES.

|                          |      |       |
|--------------------------|------|-------|
| Saddlers', per doz.      | 1 00 | 1 85  |
| Conductors,              | 9 00 | 15 00 |
| Tinners' solid, per set. | 0 00 | 0 72  |
| " hollow, per inch.      | 0 00 | 1 00  |

## RANGE BOILERS.

|                                          |       |  |
|------------------------------------------|-------|--|
| Galvanized, 30 gallons                   | 6 75  |  |
| " 35 "                                   | 7 75  |  |
| " 40 "                                   | 9 00  |  |
| Copper, 30 "                             | 22 00 |  |
| " 35 "                                   | 26 00 |  |
| " 40 "                                   | 30 00 |  |
| Discount off Copper Boilers 10 per cent. |       |  |

## RAKES.

|                                                                          |  |  |
|--------------------------------------------------------------------------|--|--|
| Cast steel and malleable Canadian list dis. 50 and 10 p.c. revised list. |  |  |
| Wood, 25 per cent.                                                       |  |  |

## RASPS AND HORSE RASPS.

|                                              |  |  |
|----------------------------------------------|--|--|
| New Nicholson horse rasp, discount 60 p.c.   |  |  |
| Globe File Co.'s rasps, 60 and 10 to 70 p.c. |  |  |
| Heller's Horse rasps, 50 to 50 and 5 p.c.    |  |  |

## RAZORS.

|                      |          |       |       |
|----------------------|----------|-------|-------|
| Geo. Butler & Co.'s. | per doz. | 8 00  | 18 00 |
| Boker's              | 7 50     | 11 00 |       |
| Wade & Butcher's     | 3 60     | 10 00 |       |
| Theile & Quack's     | 7 00     | 12 00 |       |
| Elliot's             | 4 00     | 18 00 |       |

## REAPING HOOKS.

|                               |  |  |
|-------------------------------|--|--|
| Discount, 50 and 10 per cent. |  |  |
|-------------------------------|--|--|

## REGISTERS.

|                        |  |  |
|------------------------|--|--|
| Discount, 60 per cent. |  |  |
|------------------------|--|--|

## RIVETS AND BURRS.

|                                                                            |  |  |
|----------------------------------------------------------------------------|--|--|
| Carriage, Section, Wagon Box Rivets, etc., 45 p.c.                         |  |  |
| Black M. Rivets, 45 p.c.                                                   |  |  |
| Black and Tinned Rivets, 45 p.c.                                           |  |  |
| Extras on Iron Rivets in 1-lb. cartons, 1/2 c. per lb.                     |  |  |
| Extras on Iron Rivets in 1/2-lb. cartons, 1 c. per lb.                     |  |  |
| Copper Rivets & Burrs, 35 p.c. dis., and cartons, 1 c. per lb. extra, net. |  |  |
| Extras on Tinned or Coppered Rivets in 1/2-lb. cartons, 1 c. per lb.       |  |  |
| Burrs, iron or steel, 40 per cent.                                         |  |  |
| Terms, 4 mos. or 3 per cent. cash 30 days.                                 |  |  |

## RIVET SETS.

|                   |                  |  |
|-------------------|------------------|--|
| Canadian, dis. 35 | 37 1/2 per cent. |  |
|-------------------|------------------|--|

## ROPE, ETC.

|                                 |        |         |
|---------------------------------|--------|---------|
| 7-16 in. and larger, per lb.    | Sisal. | Manila. |
| 3/4 in.                         | 12     | 15      |
| 1/2 and 5-16 in.                | 12 1/2 | 16 1/2  |
| Cotton bse, 1/4-inch and larger | 13     | 17      |
| Russia Deep Sea                 | 14 1/4 | 15      |
| Jute                            | 15 1/2 | 15 1/2  |
| Lath Yarn                       | 8      | 9       |
| New Zealand Rope                | 10 1/2 | 10 1/2  |

## RULES.

|                               |  |  |
|-------------------------------|--|--|
| Boxwood, dis. 75 and 10 p.c.  |  |  |
| Ivory, dis. 37 1/2 to 40 p.c. |  |  |

## SAD IRONS.

|                             |         |      |
|-----------------------------|---------|------|
| Mrs. Potts, plain, polished | pe set. | 0 95 |
| " nickle-plated.            |         | 1 05 |

## SAND AND EMERY PAPER.

|                                        |  |  |
|----------------------------------------|--|--|
| Dominion Flint Paper, 47 1/2 per cent. |  |  |
| B & A. sand, 40 and 2 1/2 per cent.    |  |  |
| Emery, 40 per cent.                    |  |  |

## SAP SPOUTS.

|                                   |      |  |
|-----------------------------------|------|--|
| Bronzed iron with hooks, per doz. | 9 50 |  |
|-----------------------------------|------|--|

## SAWS.

|                                        |      |      |
|----------------------------------------|------|------|
| Hand, Disston's, dis. 12 1/2 p.c.      |      |      |
| S. & D., 40 per cent.                  |      |      |
| Crosscut, Disston's, per ft.           | 0 35 | 0 55 |
| S. & D., dis. 35 p.c. on Nos. 2 and 3. |      |      |
| Hack, complete, each.                  | 0 75 | 2 75 |
| frame only.                            |      | 0 75 |

## SASH WEIGHTS.

|                         |      |  |
|-------------------------|------|--|
| Sectional, per 100 lbs. | 3 25 |  |
| Solid,                  | 1 50 |  |

## SASH CORD.

|         |      |      |
|---------|------|------|
| Per lb. | 0 23 | 0 30 |
|---------|------|------|

## SAW SETS.

|                     |      |  |
|---------------------|------|--|
| "Lincoln," per doz. | 6 50 |  |
|---------------------|------|--|

## SCALES.

|                                    |  |  |
|------------------------------------|--|--|
| Gurney Scales, 45 p.c.             |  |  |
| B. S. & M. Scales, 45 p.c.         |  |  |
| Champion, 65 per cent.             |  |  |
| Fairbanks Standard, 35 p.c.        |  |  |
| " Dominion, 55 p.c.                |  |  |
| " Richelieu, 55 p.c.               |  |  |
| Chatillon Spring Balances, 10 p.c. |  |  |

## SCREW DRIVERS.

|                     |      |      |
|---------------------|------|------|
| Sargent's, per doz. | 0 65 | 1 00 |
|---------------------|------|------|

## SCREWS.

|                                       |      |      |
|---------------------------------------|------|------|
| Wood, F. H., iron, and steel, 80 p.c. |      |      |
| Wood R. H., " dis. 75 p.c.            |      |      |
| " F. H., brass, dis. 75 p.c.          |      |      |
| Wood R. H., " dis. 67 1/2 p.c.        |      |      |
| " F. H., bronze, dis. 67 1/2 p.c.     |      |      |
| " R. H. " 62 1/2 p.c.                 |      |      |
| Drive Screws, 80 per cent.            |      |      |
| Bench, wood, per doz.                 | 3 25 | 4 00 |
| " iron,                               | 4 25 | 5 75 |

## SCYTHES.

|                         |      |       |
|-------------------------|------|-------|
| Discount, per doz. net. | 9 00 | 15 00 |
|-------------------------|------|-------|

## SCYTHE SNATHS.

|                        |  |  |
|------------------------|--|--|
| Canadian, dis. 45 p.c. |  |  |
|------------------------|--|--|

## SCISSORS.

|                                            |  |  |
|--------------------------------------------|--|--|
| Seymour's, dis. 50 and 10 p.c.             |  |  |
| Heinisch, dis. 50 and 10 p.c.              |  |  |
| Seymour or Heinisch tailor shears. 15 p.c. |  |  |

## SHOVELS AND SPADES.

|                                   |  |  |
|-----------------------------------|--|--|
| Canadian, dis. 40 and 5 per cent. |  |  |
|-----------------------------------|--|--|

## SINKS.

|                                             |  |  |
|---------------------------------------------|--|--|
| Steel and galvanized, discount 45 per cent. |  |  |
|---------------------------------------------|--|--|

## SNAPS.

|                               |      |       |
|-------------------------------|------|-------|
| Harness, German, dis. 25 p.c. |      |       |
| Lock, Andrews                 | 4 50 | 11 50 |

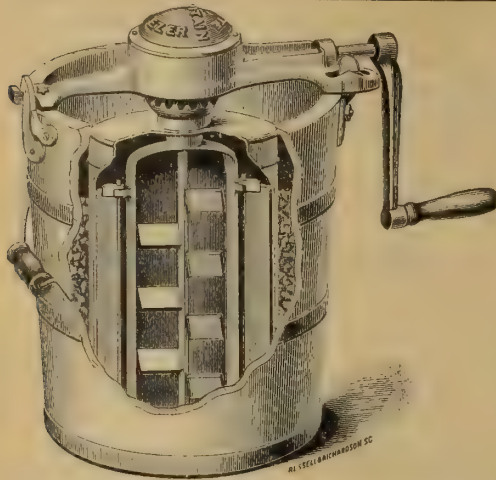
## SOLDERING IRONS.

|                        |      |  |
|------------------------|------|--|
| 1, 1 1/2 lb., per lb.  | 0 37 |  |
| 2 lb. or over, per lb. | 0 34 |  |

## SQUARES.

|                         |      |        |
|-------------------------|------|--------|
| Iron, No. 493, per doz. | 2 40 | 2 55</ |
|-------------------------|------|--------|



TRIPLE  
MOTIONDUPLEX  
DASHERQUICKEST  
FREEZINGBEST  
RESULTSSTRONG POINTS  
THAT MAKE

## White Mountain Freezers

Superior to any ICE CREAM FREEZER made.

THAT'S WHY WE SELL THEM.

McCLARY MFG. CO.,  
London, Toronto, Montreal,  
Winnipeg and Vancouver.H. S. HOWLAND, SONS & CO.,  
Toronto.

SOLE AGENTS FOR THE DOMINION.

|                                          |          |
|------------------------------------------|----------|
| Trunk nails, black                       | 65       |
| Trunk nails, tinned                      | 65 and 5 |
| Clout nails, blued and tinned            | 65       |
| Chair nails                              | 35       |
| Cigar box nails                          | 35       |
| Patent brads                             | 40       |
| Fine finishing                           | 10       |
| Picture frame points                     | 10       |
| Lining tacks, in papers                  | 10       |
| " " in bulk                              | 15       |
| " " solid heads, in bulk                 | 75       |
| Saddle nails in papers                   | 10       |
| " " in bulk                              | 15       |
| Tufting buttons, 22 line, in dozens only | 60       |
| Tin capped trunk nails                   | 15       |
| Zinc glazier's points                    | 5        |
| Double pointed tacks, dozens             | 85       |
| " " bulk                                 | 35       |

## TAPE LINES.

|                             |      |      |
|-----------------------------|------|------|
| English, ass skin, per doz. | 2 75 | 5 00 |
| English, Patent Leather     | 5 50 | 9 75 |
| Chesterman's each           | 0 90 | 2 85 |
| steel, each                 | 0 80 | 8 00 |

## THERMOMETERS

Tin case and dairy, dis. 75 to 75 and 10 p.c.

## TRANSOM LIFTERS.

Payson's per doz. 2 60

## TRAPS. (Steel.)

Game, Newhouse, dis. 2 p.c.  
Game, H. & N., F. S. & W., 65 p.c.  
Game, steel, 72½, 75 p.c.

|                                  |      |      |
|----------------------------------|------|------|
| TROWELS.                         |      |      |
| Disston's, discount 10 per cent. |      |      |
| German, per doz.                 | 4 75 | 6 00 |
| S. & D., discount 35 per cent.   |      |      |

## TWINES.

|                              |      |      |
|------------------------------|------|------|
| Bag, Russian, per lb.        | 0 21 |      |
| Wrapping, mottled, per pack. | 0 50 | 0 60 |
| Wrapping, cotton, per lb.    | 0 17 | 0 18 |
| Mattress, per lb.            | 0 33 | 0 45 |
| Staging, "                   | 0 27 | 0 35 |
| Broom, "                     | 0 30 | 0 55 |

## VISES.

|                         |      |       |
|-------------------------|------|-------|
| Hand, per doz.          | 4 00 | 6 00  |
| Bench, parallel, each   | 2 00 | 4 50  |
| Coach, each             | 6 00 | 7 00  |
| Peter Wright's, per lb. | 0 12 | 0 13  |
| Pipe, each              | 5 50 | 9 00  |
| Saw, per doz            | 6 50 | 13 00 |

## ENAMELLED WARE.

White, Princess, Turquoise, Blue and White,  
discount 50 per cent.  
Diamond, Famous, Premier, 50 and 10 p.c.  
Granite or Pearl, Imperial, Crescent, 50, 10  
and 10 per cent.

## WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the  
list.  
Copper wire, 45 and 10 per cent. net cash 30  
days, f.o.b. factory.  
Smooth Steel Wire, base, \$3.20 per 100  
lb. List of extras: Nos. 2 to 5, ad-vance 7c. per 100 lb.—Nos. 6 to 9 base—  
No. 10, advance 7c.—No. 11, 14c.—No. 12,  
20c.—No. 13, 35c.—No. 14 47c.—No. 15,  
60c.—No. 16, 75c. Extras net per 100 lb.:  
Coppered wire, 60c.—tinned wire, \$2—  
oiling, 10c.—special hay-baling wire, 30c.  
—spring wire, \$1—best steel wire, 75c.—  
bright soft drawn, 15c.—in 50 and 100-lb.  
bundles net, 10c.—in 25-lb. bundles net,  
15c.—packed in casks or cases, 15c.—  
bagging or papering, 10c.Fine Steel Wire, dis. 12½ per cent.  
List of extras: In 100-lb. lots: No.  
17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20,  
\$6.65—No. 21, \$7—No. 22, \$7.30—No. 23,  
\$7.65—No. 24, \$8—No. 25, \$9—No. 26,  
\$9.50—No. 27, \$10—No. 28, \$11—No. 29,  
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15  
No. 33, \$16—No. 34, \$17. Extras net—  
tinned wire, Nos. 17-25, \$2—Nos. 26-31,  
\$4—Nos. 32-34, \$5. Coppered, 5c.—oil-  
ing, 10c.—in 25-lb. bundles, 15c.—in 5 and  
10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—  
in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—  
packed in casks or cases, 15c.—bagging or  
papering, 10c.Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.95  
No. 9, \$3.20—No. 10, \$4.10—No. 11, \$4.15  
No. 12, \$3.35—No. 13, \$3.45—No. 14,  
\$4.50—No. 15, \$5.00—No. 16, \$5.25.Clothes Line Wire, 19 gauge,  
per 1,000 feet. 3 30

## WIRE FENCING

|                                             |      |
|---------------------------------------------|------|
| Galvanized, 4 barb, 2½ and 5                | 3 40 |
| inches apart                                |      |
| Galvanized, 2 barb, 4 and 6                 | 3 40 |
| inches apart                                |      |
| Galvanized, plain twist                     | 3 41 |
| Galvanized barb, f.o.b. levelard, \$3 15 in |      |
| less than carload, and \$3.10 in carlots.   |      |
| Terms 60 days or 2 per cent. in 10 days.    |      |
| Ross braid truss cable                      | 4 50 |

## WIRE CLOTH.

Painted Screen, per 100 sq. ft., net. 2 00  
Terms, 4 months, May 1; 3 p.c. off 30 days.

## WRENCHES.

|                                   |           |
|-----------------------------------|-----------|
| Acme, 35 to 37½ per cent.         |           |
| Agricultural, 60 p.c.             |           |
| Coe's Genuine, dis. 70 to 25 p.c. |           |
| Towers' Engineer, each            | 2 00 7 00 |
| " S., per doz                     | 5 80 6 00 |
| G. & K's Pipe, per doz.           | 3 40      |
| Burrell's Pipe, each              | 3 00      |
| Pocket, per doz.                  | 0 25 2 90 |

## WRINGERS.

|                                              |                  |
|----------------------------------------------|------------------|
| Leader                                       | per doz. \$60 00 |
| Royal Canadian                               | " 58 00          |
| Royal American                               | " 50 00          |
| Discount, 45 per cent.; terms 4 months, or 3 |                  |
| p.c. 30 days.                                |                  |

## WROUGHT IRON WASHERS

Canadian make, discount, 25 per cent.

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|              |                  |                     |                |
|--------------|------------------|---------------------|----------------|
| Manila Rope  | Tarred Hemp Rope | Lathyrn             | Spun yarn      |
| Sisal Rope   | White Hemp Rope  | Shingle yarn        | Pulp Cord      |
| Jute Rope    | Bolt Rope        | Bale Rope           | Lobster Marlin |
| Russian Rope | Hide Rope        | Lariat Rope         | Paper Cord     |
| Marline      | Halyards         | Hemp Packing        | Cheese Cord    |
| Houseline    | Deep Sealine     | Italian Packing     | Hay Rope       |
| Hambroline   | Ratline          | Jute Packing        | Fish Cord      |
| Clotheslines | Plow Lines       | Drilling Cables and | Sand Lines     |

"FIRMUS" Transmission Rope from the finest quality Manila hemp obtainable.  
Orders will not be accepted for second quality or "mixed" goods.

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 WITH A FIRM AND  
 AMPLE BASE."  
 — Longfellow.

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 advertisement  
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 will bring you  
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is the best. Name on every barrel.  
 Special quotations for import.

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 LEADER WASHERS, and  
 LEADER LAWN SWINGS,**



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 to bring to your notice  
 our latest style of churn,  
 as here illustrated, em-  
 bracing all desirable  
 features found in other  
 churns and many addi-  
 tional advantages. All  
 Leader Churns have  
 Internal Breakers,  
 which experts say re-  
 duce length of operation  
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 prove results as to  
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 pays to handle the best.  
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 garding the merits of the  
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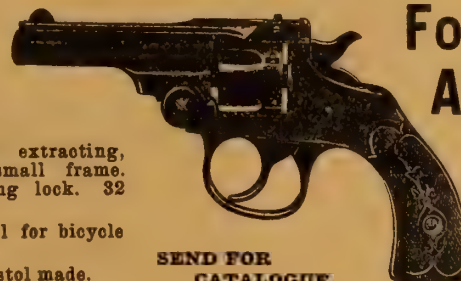
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 AUTOMATIC  
 REVOLVER.**



**Forehand  
 Arms Co.**

Manufacturers of  
 the  
**Forehand Guns**

**Worcester,  
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**NEW** Automatic shell extracting,  
 double action, small frame.  
 Weighs 12 oz. Rebounding lock. 32  
 caliber. 5 shot.

Made with shorter barrel for bicycle  
 use.

The most perfect small pistol made.

SEND FOR  
 CATALOGUE.

## "AMERICAN" HALTERS

are fitted with

## ONEIDA LOCK RINGS

(Pat. U.S., Oct. 11, 1898; Canada, Jan. 14, 1899.)



which combine the advantages of the ordinary STATION-  
 ARY and SLIP rings while avoiding the disadvantages  
 of both

**Ring easily ADJUSTED until  
 Toggle is in place, then abso-  
 lutely STATIONARY.**

For sale by all Jobbers; manufactured only by

**Oneida Community, Limited**

NIAGARA FALLS, ONT.



Est. 1863

Inc. 1895

**Black Diamond File Works**

**G. & H. Barnett Company**

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Twelve

Medals

Awarded  
By **JURORS** at  
**International Expositions**  
**Special Prize**

Gold Medal at Atlanta, 1895

**HAVE YOU TRIED IT ?**

"PYRAMID" BRAND



BLUESTONE

**HIGH PRESSURE PACKING**

FOR STEAM

HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand  
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

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**THE GUTTA PERCHA AND RUBBER MFG. CO.**

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**61-63 FRONT ST. WEST, TORONTO.**

**American Sheet Steel  
Company**

Battery Park Building

NEW YORK . . .

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GALVANIZED SHEETS, Best Bloom  
BLACK SHEETS, Open Hearth Quality  
BLACK SHEETS, Bessemer Quality  
ELECTRICAL STEEL SHEETS  
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**GALVANIZED FLAT SHEETS**

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**BLACKWALL GALVANIZED IRON CO.**

LONDON, ENG. ... Limited

Canadian Agents, J. WATTERSON & CO.  
MONTREAL . .



NAME STAMPED ON  
EACH BAR.  
Langwell's Babbitt. Montreal.

CANADIAN

# HARDWARE

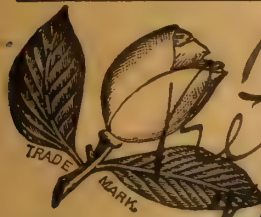
AND METAL  
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO MAY 12, 1900.

NO. 19



## Magnolia Metal

Best Anti-Friction Metal for  
all Machinery Bearings.

GENUINE MAGNOLIA METAL is made up  
in bars, of which this is a

FAC-SIMILE.

The name and trade  
mark appear on each box  
and bar, and besides this  
the words "Manufactured  
in United States" and  
"Patented June 3, 1890"  
are stamped on the under  
side of each bar.

Magnolia Metal is still selling at the same price it has always sold at—no advance.

### MAGNOLIA METAL COMPANY

LONDON OFFICE—49 Queen Victoria St.  
CHICAGO OFFICE—Fisher Building, 281  
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Owners and Sole Manufacturers,

266 and 267  
West St., New York



CANADA

1660 square feet in one case  
of "QUEEN'S HEAD" Galvan-  
ized Iron, 8 x 30 x 28 G. That  
counts in roofing. You cover a  
lot of surface for little money—and  
it lasts. See how much there is in  
the same quantity of other brands.

### JOHN LYSAGHT, LIMITED,

BRISTOL, ENG., AND MONTREAL, 515 Board of Trade Bldg.

## IRON PIPE

— FOR —

STEAM, GAS and WATER.

BLACK AND GALVANIZED.

Don't buy until you get our prices.

CAST AND MALLEABLE FITTINGS.

BRASS AND IRON VALVES.

The Dominion Radiator Company, Limited  
TORONTO, ONT.

LARGEST STEAMFITTERS' SUPPLY HOUSE IN CANADA.



# GARDEN TOOLS

AND  


## WHEELBARROWS

HOSE

NOZZLES  
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PLIERS  
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AND  
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A BRIGHT STORE DRAWS TRADE

# THE AUER GASOLINE LAMP

is brighter than City Gas or Electricity and costs less than an Oil Lamp to run.

Approved by . . .

Canadian Fire Underwriters'  
Association.

SEND FOR CATALOGUE.

Auer Light Co., Montreal.

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CANADIAN RUBBER  
COMPANY  
MONTREAL  
TIRE.

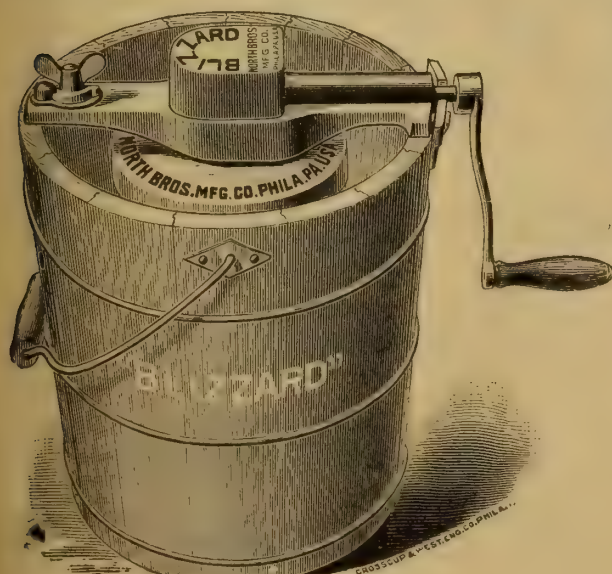


Unexcelled as a Cemented Double Tube Tire.

For sale wholesale by  
THE AMERICAN TIRE CO., Toronto and Montreal.  
RICE LEWIS & SON, Toronto.

# AUTOMATIC TWIN SCRAPERS

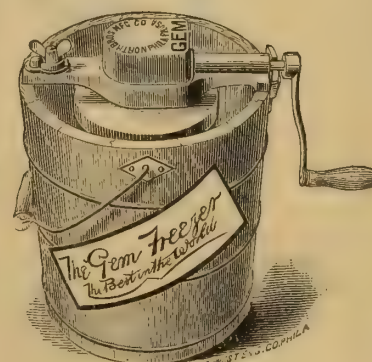
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"LIGHTNING"



"GEM"

# ICE CREAM FREEZERS

They are well advertised, in demand, easily sold, satisfactory in use, and of known reputation. They excel in easy running, quick freezing, economy of ice and salt, and in convenience in use and in practical results.

SOLD BY LEADING JOBBERS.

NEW CATALOGUE (1900)  
Sent free on application.

Manufactured  
exclusively by

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.



# PLYMOUTH BINDER TWINE



is purest,  
is strongest,  
is evenest,  
is longest,  
best and most economical.

Prudent People Prefer "Plymouth."

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54 Bay Street, TORONTO.

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Black and Galvanized.

Large stock on hand.

Enquiries solicited.

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SAMUEL, SONS & BENJAMIN, LONDON AND LIVERPOOL, ENGLAND.



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Importers of British  
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## HARDWARE

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Canada.

Branch House: George D. Wood & Co., Winnipeg, Man.  
Toronto Office: 88 York Street—H. T. Eager.



WOOD, VALLANCE & CO.,  
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# CORDAGE ..

ALL KINDS AND FOR ALL PURPOSES.

|              |                  |                     |                |
|--------------|------------------|---------------------|----------------|
| Manila Rope  | Tarred Hemp Rope | Lath yarn           | Spun yarn      |
| Sisal Rope   | White Hemp Rope  | Shingle yarn        | Pulp Cord      |
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| Russian Rope | Hide Rope        | Lariat Rope         | Paper Cord     |
| Marline      | Halyards         | Hemp Packing        | Cheese Cord    |
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Wm. B. Stewart, Agent.

**Montreal, Que.**



*Standard Paint & Varnish Works.  
Limited*  
*Makers of High Grade  
Varnishes, Lacquers,  
Paints, Colors & Enamels.  
Windsor, Ont.*

.. FULL STOCK ..

**Salt Glazed Vitrified**



**Double Strength Culvert Pipe  
a Specialty.**

**THE CANADIAN SEWER PIPE CO.**

TORONTO, ONT. HAMILTON, ONT.  
ST. JOHNS, QUE.

## Keep Up The Shades!

Church's Alabastine, that permanent and sanitary wall coating for your rooms, **will not fade.** Unlike Kalsomines, it hardens with age—it will last as long as the wall itself.

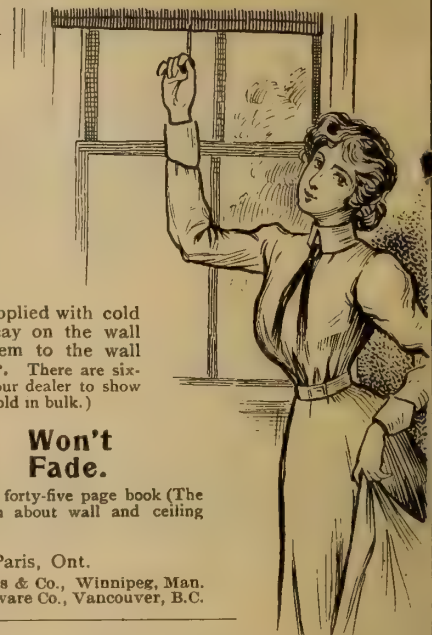
It will not peel, scale or rub off. Easily applied with cold water and a brush. Kalsomines **must** decay on the wall because they depend upon glue to hold them to the wall surface—**disease lurks in decaying matter.** There are sixteen beautiful tints of Alabastine and white—ask your dealer to show you the tint card of Church's Alabastine. (Never sold in bulk.)

**Alabastine Won't Fade.**

Free to anyone that will mention this paper a forty-five page book (The Decorator's Aid). It gives valuable information about wall and ceiling decorating.

The Alabastine Co., Limited, Paris, Ont.

Trade in the Northwest supplied by G. F. Stephens & Co., Winnipeg, Man.  
Vancouver Hardware Co., Vancouver, B.C.



# DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA



Steel Frame Churn.

## "MAXWELL FAVORITE CHURN"

**PATENTED FEATURES:** Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive.

## LAWN MOWERS.

High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

## WHEELBARROWS.

In Four different sizes.

If your Wholesale House does not offer you these articles

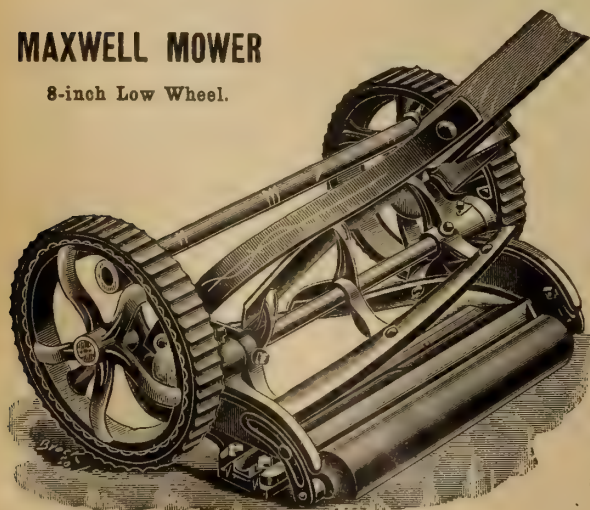
**SEND DIRECT TO US.**



Wood Frame Churn.

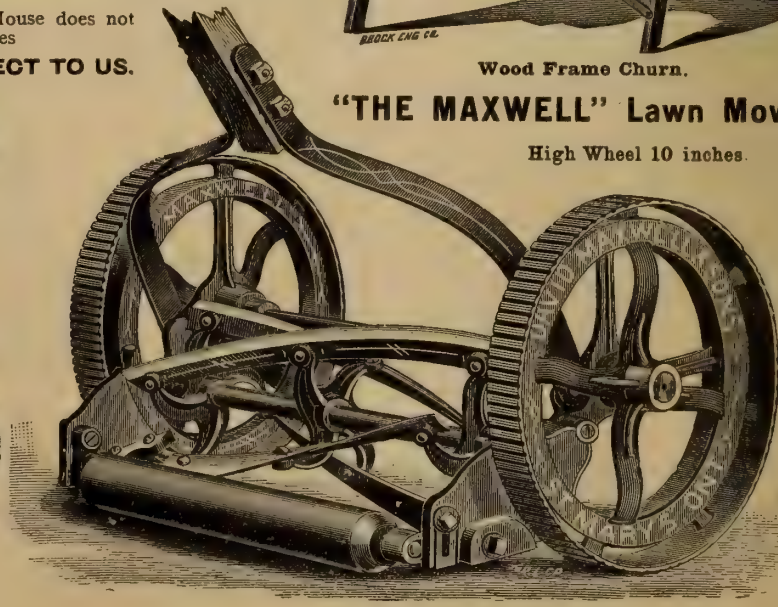
## MAXWELL MOWER

8-inch Low Wheel.



## "THE MAXWELL" Lawn Mower

High Wheel 10 inches.





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OUR IMPERIAL

OXFORD RANGE



is so much superior to any other kitchen range ever made that "range-finding" or choosing has become very simple to those who desire up-to-date superiority and the newest and best conveniences for cooking

and baking—not to mention vast economy in their fuel bill.

They're the popular range of Canada—their patented improvements giving them the unquestioned superiority that makes them the best sellers you can find.

Write us for price lists and any desired information.

## THE GURNEY FOUNDRY CO., Limited

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THE GURNEY-MASSEY CO., LIMITED. MONTREAL.

### IRON

{ Galvanized Sheets  
Black Sheets

### TINPLATES

{ Coke  
Charcoal  
Best Charcoal

### CANADA PLATES

{ Half Bright  
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### OIL

{ Linseed  
Castor

### CEMENTS

{ English  
Belgian.

TO ARRIVE OR TO IMPORT.  
QUOTATIONS ON APPLICATION.

J. Watterson & Co.  
MONTREAL.

### ECONOMY GASOLINE STOVE

— AND —

### QUICK-BAKER OVEN.

The Stove and Oven that always give perfect satisfaction. No Dust. No Dirt. No Ashes. No Waste. No Discomfort. Baking and Ironing in summer a pleasure.

10 pounds bread baked for one cent.  
8 dozen biscuits baked for one cent.

The QUICK-BAKER is ready for use in 7 minutes

A Practical and Scientific Test made by the  
Government Analyst,  
PROF. F. T. HARRISON, PHAR. D.

London, April 26th, 1898.

MR. CHAS. CANNOM :

Dear Sir—I beg to state that in compliance with your request I have made a careful test as to the amount of gasoline consumed by burners used with your Economy Stove. The calculation was made from the average of two burners, one was placed under the oven and the other under a tea kettle. The gasoline used had a specific quality of .683. They were burned for exactly one hour, and the average consumed during that time for one burner was a trifle less than one-fifth of a pint or one-fortieth of a gallon. With gasoline costing 20 cents a gallon, this would be a cost per hour of one-half cent for each burner. I am, yours truly,

F. T. HARRISON, Phar. D., Analytical Chemist.

Manufactured by

The . . .

Cannom Stove & Oven Co.

Limited

197 King Street, LONDON, ONT.

Agents wanted in all parts of the Dominion.

WHAT CAN BE DONE WITH THE

### Ideal Cooker and Economy Stove

A dinner for from ten to fifteen people cooked at a total cost of one-half to three cents.

NO STEAM IN THE HOUSE.

NO OFFENSIVE ODORS.

IT WHISTLES BEFORE IT BOILS DRY.



### The Quick-Baker Oven

is adapted for Gas Stoves, Gasoline or Oil Stoves.

We also sell the best Oil Stoves made. Write for circular and terms. We are introducing the stoves through agents.



**PORTLAND CEMENTS  
FIREBRICKS  
FIRECLAY  
LIVERPOOL SALT  
LAND PLASTER  
PLASTER OF PARIS  
WHITING**

Straight or mixed cars.

**J. WATTERSON & CO.**  
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**THE B. GREENING WIRE CO., LIMITED**  
HAMILTON, ONT., AND MONTREAL, QUE.

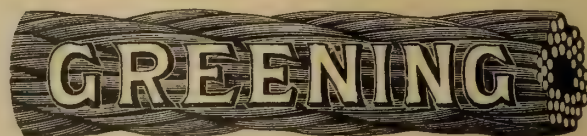
MANUFACTURERS  
OF



**Wire Rope**

of every description and  
for all purposes.

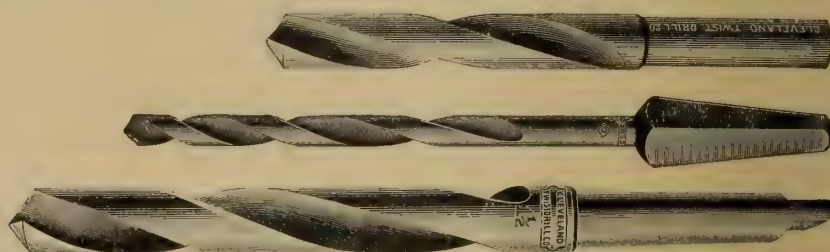
Lang's Patent Wire  
Rope for  
Colliery and Mining  
Use.



## The CLEVELAND Twist Drill

Just the Drill you want.

A full line  
always in stock.



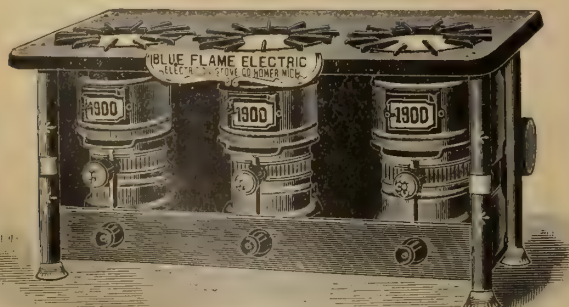
**THE FAIRBANKS CO.,** 749 Craig Street. **MONTREAL**



THERE is nothing so convenient to warm a room or your summer cottage as our Parlor Heater. It is a perfect coal oil heater, and for summer cooking nothing is so nice, clean and handy as our

### Blue Flame Cook Stove.

Every dealer should carry a few  
of these in stock



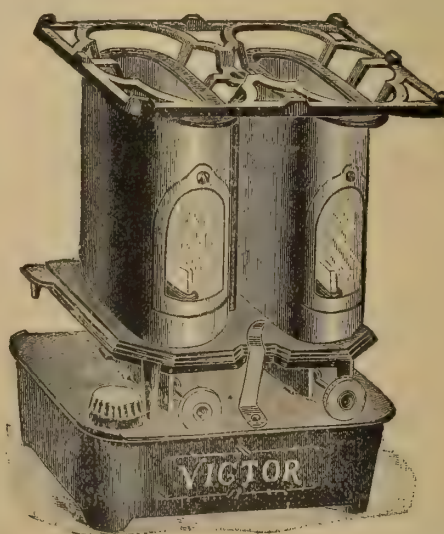
**THE ROCHESTER LAMP CO. OF CANADA**  
24 Front Street West, TORONTO.

## VICTOR OIL STOVES

—ARE—

Well and  
favorably known  
to the Trade.

NO LEAKAGE.  
NO SMOKE.  
NO SMELL.



Large Wick, 4½" wide.  
Cast Iron Bottoms nicely  
Japanned.  
Supplied in 1, 2 and 3  
Burners.  
Extension Tops and  
Ovens to Fit.

**Kemp Manufacturing Co.**

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President,  
JOHN BAYNE MacLEAN,  
Montreal.

**THE MacLEAN PUBLISHING CO.**  
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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Subscription Canada, \$2.00 Great Britain, \$3.00  
Published every Saturday.

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**WHEN WRITING ADVERTISERS  
PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER**

**COURT THE HOLIDAY TRADE.**

**T**HERE is every reason to expect that the Queen's Birthday will be celebrated with fitting eclat this year. The events that have transpired in South Africa have excited such an ardent spirit of patriotism throughout Canada, as well as in other parts of the Empire, and the many gracious and kindly acts of Queen Victoria during the crisis have so endeared her to her subjects here, as elsewhere, that it is not likely that her birthday will be allowed to pass in many Canadian towns as a quiet public holiday.

Apart already from the special reasons for celebration this year, it has been noticeable that the Queen's Birthday has been becoming more and more the day of the

year when Canadian adults, as well as children, exhibit a penchant for fireworks. It has been noticeable, too, that the Canadian people are developing a fondness for flying the national flag on such days as the Queen's Birthday and Dominion Day.

The growth of these tendencies and the special reasons for patriotic enthusiasm, should mean to the hardwareman an increased trade in flags and fireworks. This trade should be looked after, for it is a branch of the business that can be increased by a little pushing.

While it would be good policy to devote some of your regular space to these goods, as a general rule, it would be advisable to make a short reference in the reading columns of the local papers to the special reason for celebrating the Queen's Birthday in a fitting manner, and to your readiness to meet the increased demand you expect.

It would be a good move, also, to make a fireworks window display. This could be done by draping flags at the back and sides of the window to gather around as large a picture of the Queen as can be secured. In front of this, fireworks of all kinds, flags, buttons, etc., may be arranged according to the shape and size of the window space. On these price tickets should undoubtedly be shown.

**IMPORTS OF METALS FROM GREAT BRITAIN.**

The British Board of Trade Returns for April and for the first four months of the year show that Canada continues to purchase metals in steadily-increasing quantity from Great Britain. The principal increase noted in the four-month period is in unwrought steel, of which over £79,000, or \$395,000, worth more was imported into

this country than during the same period last year.

The increase in the importation of tin-plates was also large—£61 000, or about \$305,000—while that of cast and wrought iron and galvanized sheet was not insignificant, being in the former instance £10,000, or \$50,000, and in the latter £12 000, or \$60,000, in excess of last year.

The total increase in the exports of these four materials was over £162 000, or \$810,000. In no line was any noteworthy decrease in trade noted.

He who loses his temper with his customers stands in danger of losing his customers. By keeping his temper he can, as a rule, keep his trade, and yet preserve the principles that may be in dispute.

**RANGE BOILERS ARE HIGHER.**

**J**OBBERs in Toronto are evidently getting tired of cutting prices on range boilers, and prices are being restored to a higher basis.

Some of the jobbers are quoting 25 to 75c. per boiler higher than they were a week ago.

Up to the time of writing some houses are still quoting old figures, but even they intimate that now prices have taken an upward turn they will not be slow in following suit.

The old and the new prices are as follows:

|                                  | New.    | Old.    |
|----------------------------------|---------|---------|
| Galvanized, standard, 30 gal.... | \$ 7 25 | \$ 6 75 |
| " " 35 ".....                    | 8 15    | 7 75    |
| " " 40 ".....                    | 9 25    | 8 00    |
| " extr. heavy, 30 gal....        | 9 00    | 8 40    |
| " " 35 ".....                    | 9 95    | 9 25    |
| " " 40 ".....                    | 11 35   | 10 00   |

On account of the cutting in prices profits had reached a most unsatisfactory point.



## MR. GATES WINS AND LOSES.

**J**OHAN W. GATES is still chairman of the board of directors of The American Steel and Wire Co., the opposition to him not being strong enough to remove him at Monday's meeting of the directors.

As a result of the failure to remove him, two of the directors sent in their resignations on the following day. They are Henry Seligman and Frederick Strauss. And, in a letter given out for publication, they state they resigned because at a previous meeting the board was assured that the resignation of Mr. Gates, as chairman, would be offered. Mr. Gates, they claim, controls the board, and, therefore, it is impossible to compel his resignation.

On the New York Stock Exchange the action of Messrs. Seligman & Strauss is generally endorsed.

The president of The American Steel and Wire Co. is authority for the statement that Mr. Gates had some time ago contemplated resigning on May 1, 1900, but the present complications deterred him from doing so.

In view of the failure of the board of directors to compel Mr. Gates to resign the chairmanship, it is evident it must share with that gentleman the responsibility for his recent extraordinary action.

The charge preferred against Mr. Gates of having violated the Criminal Code came up for hearing before a New York magistrate on Saturday.

The charge against him in the indictment was to the effect that he concurred in the making and publishing of the written report which appeared in the press, stating that the steel and wire business was in bad shape, was getting worse, and that business was only 30 per cent. of the volume it should be. This report, it was claimed, was false, as the business "was at least equalling all and any fair and reasonable expectations and estimates."

It was also claimed in the indictment that the net earnings of the company were over \$1,000,000 per month at the time of Mr. Gates' now-famous "bear" interview with a newspaperman. The indictment further declares "that the object and purpose of the said Gates in causing said publication and in concurring in its making and publication was to induce holders and investors

in said stock to sell the same at a price below its actual value, the said Gates having previously disposed of large blocks of the stock of The American Steel and Wire Co., preferred and common, at much higher prices."

The counsel for Gates claimed that his client had merely made his statement to a newspaper, and that the complaint should be dismissed, on the ground that it contained no cause of action.

The court adjourned for a couple of days to consider this point, and, on reassembling, decided the case must go on, and held that the crime alleged was a serious one.

"Suppose, by way of illustration," declared the court, "Mr. Havermeyer or Mr. Rockefeller should circulate under his own hand and signature a report concerning the financial status of the Sugar Trust or The Standard Oil Company. Is there any doubt that in such event the reading public would be deceived and assume as entirely true and absolutely authoritative the alleged facts contained in the report? It is precisely in contemplation and for the prevention of such an act that the statute has been enacted."

The case is still pending, and its outcome will be awaited with a great deal of interest.

### A TIMELY TOPIC.

**W**HAT proportion of a man's income should he devote to his personal expenses? The question is practical and timely, for, during a good year, there is a temptation to forego the consideration of such questions and to enjoy to the utmost the full measure of the year's prosperity.

Yet, the shrewdest and the most successful business men do consider such questions. The answer to this particular question will depend so much on individual conditions that it would be folly to lay down a hard and fast ratio of expenditure compared with the net profits yielded by a business.

But, unless the circumstances be exceptional, a business man should not increase his personal expenses in the same proportion that his business grows. A grocer whose business yielded him four years ago

about \$600 net a year would be justified by the stern necessities in spending \$500, but, if in the intervening years his sales increased so as to leave \$1,000 as clear profits, it would be neither necessary nor wise on his part to spend more than \$600 or \$700.

It is by thus taking advantage of the better years that many merchants have put themselves on a sound financial basis, and have been enabled to weather the fiercest storms of depression that usually intervene between the seasons of greatest prosperity.

There is a double reason why one's personal expenses should not be unduly increased at a time like the present. In the first place, every merchant should make it a point to have to his credit, in the bank or elsewhere, a liberal amount—say \$500 or \$1,000—more than his business really needs, as early as possible, that he may be ready for the lean years. Besides, it has been found by nearly all who have experienced it that one of the most difficult things a man ever has to do is to retrench, to reduce his personal expenditures, when trade falls off. This has been found especially difficult for a man with a family, for it is no easy matter to explain to them that the sales and profits of the business are diminishing, and to persuade them to live on a more moderate basis that they have grown accustomed to in the busy years.

To prevent the necessity of this retrenchment, and to put his business on a sound basis, every business man should take from his income for personal expenses only what he believes to be justified by the average year, not what he considers justified by the present prosperous year.

### LOWER PRICES ON CANADIAN LOCKS.

Locks of United States manufacture have been coming into the Canadian market lately in competition with those of the home factories of similar make.

To meet this competition, the Canadian manufacturers have increased the discount to 33½ per cent. It was formerly 27½ per cent.

The lockmakers in Canada claim they are in a position to supply the requirements of the Canadian market. And they evidently intend to try and do so.



## THE SITUATION IN IRON AND STEEL.

THE unsatisfactory trade influences which the extraordinary action of The American Steel and Wire Co. set in motion a couple weeks ago have not yet ceased to operate. And their momentum has increased rather than decreased.

Their effect is naturally most marked in the United States. In regard to wire and wire products, there does not seem to be any expectation of a further decline—for some time, at any rate. The belief is strong that the extraordinary drop of \$1 per keg is but the part of a notorious stock jobbing scheme, and for this reason, if for no other, little or no surprise would be exhibited were the Wire Trust to advance prices in the near future. Consequently, the demand for steel wire and wire nails in the United States has improved since the decline took place.

In the iron and steel markets generally—and, in fact, in trade generally—the situation is growing less satisfactory.

No one questions the fact that prices have, as a rule, been unduly appreciated. The demand during the past year has undoubtedly been enormous. Taking it all around, probably heavier than ever before. But the point to which prices have been forced in a great many lines has not been altogether by the process of demand. That has been a most potent force. But combines and such consolidations as The Steel and Wire Co. and The American Tinplate Co. have been potent forces, too.

As long as the supply was short of the demand people were, perforce, compelled to pay the high prices, but during the past winter the demand and the supply got upon more equal terms. Then purchasers, realizing that higher prices were improbable, decided they could afford to "go slow." To buy just as they required; to assort their stocks, not to pile them up.

Steel wire and wire nails have come down, although probably farther down than the price of billets warrants. And now doubting Thomases abound everywhere, and they are so strong that they may be said to control the iron and steel market. Quietness has settled down over the market in the United States and prices are declining. Pig iron is lower. So is steel and iron bars. Quotations on hoops and bands have gone

off somewhat in Pittsburg. Plates have taken quite a drop. Galvanized sheets are one of the few lines in which the demand is active in the United States and in which prices are firm. Steel billets are \$1 lower at Pittsburg than they were a month ago. Cut nails are 45c. per keg lower, but this was of course necessitated by the decline of \$1 per keg in wire nails.

The condition of affairs in the United States has naturally not been without its influence in other countries.

In Great Britain there is fear that, with overproduction in the United States, competition from the latter country will become keen. And there is no question about it that, with the demand falling off at home, the manufacturers in the United States are turning more attention to the export trade. We are told that The American Steel and Wire Co. expects to make the export trade an important feature of its business. And it is well known that the pig iron furnaces are looking to Europe. A leading Glasgow firm two weeks ago announced that it had ordered 25,000 tons of South-American iron. It is evident, therefore, that their fears are not without foundation. Pig iron is unsettled and a little lower in Great Britain, in sympathy with the conditions existing in the United States. Tinplates are also slightly lower, and the tendency is downward in billets.

In Canada prices are being fairly well maintained; in fact, outside the reduction in wire and wire nails announced a week ago there have been no changes of importance. The pig iron makers are busy and they have made no changes in their figures, although their quotations are lower than they were at the beginning of the year. Manufacturers generally are fairly well employed on old orders, but new business is coming in rather slowly. There is a disposition on the part of merchants, both wholesale and retail, to purchase only for immediate requirements. Consequently, travelers are not doing nearly as much business as they were a short time ago. Business men in this country as well as elsewhere are doubting.

The normal condition of business is, after all, the buying that is for requirements and

not for speculation. It is the healthiest and is consequently fraught with less danger.

The present little disturbance is due to the conformation of trade to its normal condition, although the action of the Wire Trust precipitated it. This process of conformation need cause no panic. And for that matter there is no indication that it will.

Dull trade will come again, as it has in the past, but dull trade is not here yet; nor is it likely to arrive in this year of grace at any rate.

### SHARP RISE IN LINSEED OIL.

THE opening of navigation on the St. Lawrence has not brought a reduction in the price of linseed oil, as is often the case at this time, and, as was anticipated in some quarters this year. Instead, prices have taken a remarkable leap, 4c. on Friday, last week, and 3c. on Tuesday, making a total of 7c. in four days.

The reasons for the advance are, the scarcity here and the firm feeling in the British market.

For some time the supply of Canadian linseed oil has been short, and dealers have been waiting for the early St. Lawrence boat to relieve the possibility of a famine and to bring prices to a more moderate basis, for the prices in the British market were, throughout most of the winter, somewhat below the Canadian basis, though the feeling there was firm.

In the last two weeks, however, the feeling in Britain has grown remarkably stiff. The spring business there has been unusually brisk, and, as the exports have been large and the imports small, compared with previous years, the price has been steadily forced until it is now at a basis at which it could not be laid down in Toronto for less than 85c.

As most of the jobbers, however, bought freely before the most recent advances in Britain they have not raised prices to the limit warranted by the figures in England. The advance noted brings the present price of single barrels at Toronto, Montreal and other jobbing centres to 80c. for raw and 83c. for boiled with the usual additional charge of 2c. to outside points in the Province of Ontario.



## MANILA HEMP SITUATION.

A WAR correspondent of The New York Sun who accompanied the American expedition to the Philippines, has been forwarding that paper some very interesting news regarding the opening of the hemp ports, and how the fibre situation is viewed at Manila. We condense a portion of his latest letter, published by The Sun, May 4, and which will, no doubt, be read with interest by the many dealers who handle cordage and binder twine.

"The ports of the Islands have been blockaded for practically a year, and almost no hemp has come forward from the Provinces in that time. One result was that the godowns (storehouses) in the ports of the hemp producing districts were filled up, and just as soon as the ships could get to these ports after they were opened, the hemp began to come to Manila in enormous quantities. This probably will go on for some time until all the hemp now in sight comes forward. Then there will come a slump in the output which will surprise the market, unless all the Manila prophets are vastly mistaken."

At the beginning of this year the visible supply of hemp in the United Kingdom and the Colonies was 15,000 bales, and of this amount one Manila firm held one-third. The visible supply in the United States was about 80,000 bales at the same time, most of which was afloat in sailing ships. The average monthly demand is 30,000 bales in the United Kingdom and the Colonies, and 35,000 bales in the United States, all for cordage. So that for the world there was in sight on New Year's Day hemp enough to last only a month and a half. Two thirds of this was exhausted before the first port was opened—at the close of January.

"The greatest annual export from the Islands was a little more than 900,000 bales in 1897," continues the correspondent. "For the last 10 years, up to 1898, and excluding the unnatural times since then, the production was between 750,000 and 800,000 bales annually. The present visible supply will meet the world's demand for about six months. By that time, at the present rate of production, there will be enough for another month ready to come forward. After that there is danger of a hemp famine. That is the prediction of one of the most successful hemp buyers in Manila. General Otis does not agree with him. It will be seen, of course, that the main reason for the prediction is that production is so slow now and will continue to be low. This man says there has been no production worth counting in the last six or

seven months. Production in all the Islands now does not average 5 000 bales a month, where it ought to be more than 60,000 to be up to the average. The reason ascribed for this is the disturbance due to the insurrection, which many old hemp men believe will continue for a long time. Not only are many laborers deflected from the pursuit of their usual vocation, according to this buyer, to take their places in the insurgent ranks, but the difficulties of collection and transportation to some port of shipment are so great and success so uncertain, that production is hindered very greatly. Then, there is the greatly increased risk of having it all burned up after it has been collected and stored.

"Well, now, this Manila man, whom I have been quoting, goes on to say that the depressing conditions which have obtained for the last year are not going to be relieved materially by the American occupation of the hemp ports. No more hemp will be produced for the next few months, he says, than has been produced for the last few months. The resulting shortage will be nearly a year's supply. The price must, therefore, stay where it is or even go higher, after a temporary slump due to the present rush."

A similar view of the hemp situation is taken by a representative of The Boston Transcript, in an article published May 3, and dated Manila, March 20. After describing the confiscation of 3,000 bales of hemp by the American Customs authorities, the supposed property of rebel officers, he goes on to say: "The accumulation of hemp placed upon the market by the opening of these Southern ports, has come rapidly to Manila, and already the ports are well nigh emptied. Many hemp plantations have been destroyed by the insurgents. The conditions existing in the hemp country are all against the production of even a fair crop next year; laborers are both scarce and timid about working in the fields, where they would be subject to attack by marauders and ladrones; and, all things considered, it will probably be some time before the Philippines produce a good crop. The rope and binder twine manufacturers at home will have to fall back on Yucatan sisal, in place of the Manila article, until such time as the hemp producing Islands in the Philippines are peaceful and safe."

It would appear from this information that present prices for fibre are likely to be maintained, if not advanced later on.

This may prove a serious disappointment to some manufacturers and jobbers who

have all along predicted lower quotations for cordage and binder twine.

## MANUFACTURERS FOR ENGLAND.

A MEETING of the executive committee of the Canadian Manufacturers' Association was held in Toronto on Tuesday.

A report from the transportation committee was to the effect that numerous communications embodying complaints of railway companies had been received. They will be given careful consideration.

Messrs. R. T. Ellis and F. B. Hayes, the representatives of the association on the Technical School Board, discussed at length the position of the Technical School. A committee was appointed to consider the question of technical education.

The proposal to hold a convention in Toronto of all industries in Canada in the latter part of August was heartily endorsed.

President Ellis and Secretary Russell were appointed a committee to wait upon the Government in reference to the preferential tariff.

The following were elected representatives of the association to the fourth Congress of Chambers of Commerce of the Empire, to be held in London in June: Messrs. G. N. Morang, of The Morang Publishing Co.; A. W. Thomas, of The Copp, Clark Co., Limited; J. M. Taylor, Dominion Radiator Co.; S. M. Wickett, Ph.D., of Bickell & Wickett, and Harrison Watson, curator of the Canadian section of the Imperial Institute.

The following firms were elected to membership: The Otto Higel Co., Limited, Ridout & Maybee, St. David's Wine Growers' Co., Douglas Ford Publishing Co., P & P. Griffin, Newsome & Co., Limited, Adam Taylor, Dominion Radiator Co., Toronto Foundry and Crematory Co., Toronto Foundry Co., Reid & Brown, Galloway, Taylor & Co., Ontario Sewer Pipe Co., J. R. Shaw, Fred. Nicholls, Incandescent Light Co., Brown Bros., Toronto; The Gurney Scale Co., Sun Oil Refining Co., Hamilton; Sheffield Cutlery Co.; H. R. Ives & Co., The Sherwin-Williams Co., The Dominion Wire Manufacturing Co., Montreal; The Valley City Seating Co., John Bertram & Sons, Dundas; The Moffat Stove Co., Weston; A. Bauer & Co., Waterloo; The Noxon Co., John Morrow Machine Screw Co., Ingersoll; Royal Paper Mills Co., Dominion Brussels Carpet Co., Sherbrooke, Que.; The Tillson Co., Limited, Tilsonburg.

## WIRE NAILS TACKS WIRE

Prompt Shipments

The ONTARIO TACK CO.

Limited

HAMILTON, ONT.



## INQUIRIES REGARDING CANADIAN PRODUCTS.

THE following were among the recent inquiries relating to Canadian trade received at the office of the High Commissioner in London, Eng. :

1. A Scotch firm desires to be placed in touch with the best buyers in Canada of iron and steel plates, bars, angles, etc., for shipbuilding and engineering purposes; also with users of firebricks and fireclay.

2. A firm doing a large business in cattle bones, hoofs oil, hair and other animal products, are open to buy further supplies from Canada, and desire to be placed in communication with exporters.

3. A timber house who are buyers of large quantities of mouldings and ready-made sashes and frames, which might be worked from white pine, red pine or basswood, desire to correspond with large makers in Canada.

4. A North of England firm, manufacturers of sheet lead, water and gas pipes, inquire for large producers of Canadian pig lead.

Mr. Harrison Watson, curator of the Canadian section of the Canadian Institute, writes that he is in receipt of the following inquiries :

5. A Manchester house dealing largely in organs, would like to get into touch with Canadian manufacturers, not already represented in the United Kingdom, wishing to export.

6. A Midlands manufacturer of hampers and baskets of all descriptions is prepared to arrange with a house of good position to represent them in Canada.

7. A correspondent in Malta would like to hear from Canadian manufacturers of jams, etc., as he is in a position to assure good business in these lines.

8. The names of Canadian firms open to buy English manufactured leathers of all descriptions are asked for.

[The names of the firms making the above inquiries can be furnished on application to the editor of **HARDWARE AND METAL** ]

### THE NEW SOULANGES CANAL.

Shippers of grain are already taking advantage of the new Soulanges canal with its greater draught of water. The Canada Atlantic Railway Co. have increased the size of its barges' cargoes from 25 to 50 per cent. Moreover, its vessels leaving Coteau at noon arrive at Montreal at night, a saving of time of 50 per cent., compared with the time taken formerly by way of the Beauharnois canal.

The barge G. T. Dave, owned by this company, upon her first trip this season through the Beauharnois canal brought down 34,000 bushels of wheat, the draught of the loaded barge being nine feet. Upon her second trip she came through the Soulanges canal, carrying a load of 48,000 bushels of wheat, or 1,440 tons. This cargo was a record-breaker, being the largest ever brought down the Lachine canal. Her draught upon this occasion was 11½ feet. On a draught of one additional foot she would carry her limit, about 53,000 bushels,

## A Growing Paint Trade

is what every dealer has a right to expect.

If the trade does not grow something is wrong. The trouble is usually in the paint. Trade cannot grow on a poor paint basis. No amount of forcing can make it. It's time wasted to try.

With **THE SHERWIN-WILLIAMS PAINT** growth is steady and sure. Good advertising backed up by good paint makes it so.

In S.-W.P. you have two ways of increasing your trade—one through the advertising, the other through the paint itself. Every sale gives satisfaction, and satisfaction means growth.

You are not having your largest possible paint trade if you're not handling S.-W.P.

Write for our book, "The Sherwin-Williams Paints: What they are and how they're sold."



**THE SHERWIN-WILLIAMS CO.**

**PAINT AND VARNISH MAKERS.**

CLEVELAND. BOSTON.  
CHICAGO. TORONTO.  
NEW YORK. SAN FRANCISCO.  
MONTREAL. KANSAS CITY.

Canadian Division:  
Montreal.  
21 St. Antoine St.,

or 1,590 tons. A further illustration of the advantages of the new locks compared with those now to be abandoned is the fact that this barge could be lengthened by 50 feet, her present length, 181 feet, having been laid down to suit the old lock.

### TEAMSTERS' STRIKE OFF.

On Tuesday afternoon the strike of the teamsters employed by the three companies in delivering freight for the C.P.R. and G.T.R. at Toronto was declared off by the teamsters. Many of their places had been filled, and those who went back to work did so on the terms of the companies.

### BELLEVILLE RETAILERS UNITE.

A meeting of the retail merchants of Belleville, Ont., was held on Tuesday, for the purpose of organizing an association. D. V. Sinclair occupied the chair. There were present: Rev. A. L. Geen, S. Hyman, T. E. Ketcheson, W. and J. McIntosh, W. Reed, W. B. Riggs, W. B. Deacon, V. Wensley, R. Chown, J. W. London, W. C. Hitchon, A. Henry, J. Lutton, F. Dowling, J. Wallace, A. Marsh, A. McGregor, D. V. Sinclair, P. M. Frederick, J. H. P. Young, A. McGie, J. A. McFee, W. S. Clarke, D. and W. Paterson, E. Richardson, F. C. Clarke, A. E. Lewis, G. Wallbridge, R. Reid, J. S. McKeown,

J. W. Walker, T. Blackburn, A. Robinson, T. P. Brown.

The meeting was addressed by E. M. Trowern, of the Retail Merchants' Association of Canada, who pointed out the advantages, if not necessity, of organization.

After a short discussion, it was decided to form an association, and the following officers were elected:

President—Rev. A. L. Geen, druggist.  
Vice-Presidents—Messrs. Geo. Wallbridge and W. B. Riggs.  
Secretary—Mr. T. Blackburn.  
Treasurer—Mr. J. W. Walker.

The different branches of trade will meet as separate bodies, and the chairmen of these will constitute the executive committee.

The next meeting of the association will be held on Tuesday, May 22.

### THE VALUE OF READY CASH.

The cash system appeals to up-to-date dealers with unusual force to-day, by reason of the advantages which the ready-money buyer possesses, says an exchange. Never before were such bargains obtainable by the dealer with the cash in hand, and it looks as though most of the dissatisfaction, apparently caused by the operations of "cutters," is really due to loose credits of retailers who are compelled to pay the long price owing to their lack of ready money.



### THE HARD-LUCK DRUMMER.

THE hard-luck drummer, who had not done any business all day, was seated, says an exchange, in front of the only hotel the town boasted of, pulling vigorously at a Pittsburg stogie and trying to write the order he had not taken with a pencil that had no point to it.

"Got a knife?" he inquired of the rural representative sitting opposite him.

The man handed over a suspicious looking piece of black cutlery, with one blade in it. The drummer tried to open it in the ordinary way, but only succeeded in putting a beautiful fringe in his thumb nail. Then he went at it with his teeth, but the knife slipped and sent a cold chill down his spinal column similar to that produced by chewing a piece of sandpaper.

"I beg your pardon," said he frankly, turning to the owner of the knife, "but have you any objection to my throwing this thing against that building over there? That's the way we used to open a knife like this when I was a boy."

"Waal, yes," replied the man-of-agricultural knowledge, stroking his Spanish-moss whiskers, "sides the fellar wat owns the buildin' might kick."

"On the square now," continued the drummer seriously, "have you ever had this knife open?"

"Wep."

"When?"

"'Bout seven years ago."

"Huh!"

"Yes, sir," went on the farmer, with a broad grin; I stirred a pot of glue with that air knife one time, an' forgot to wipe the blade afore I closed it, so—"

"Do you ever indulge in anything to drink?" interrupted the drummer.

"Waal, gen'ally, when any person borrows my knife."

And as the two started into the bar together the drummer chuckled: "That's a good idea. Guess I'll get a knife and some glue myself."

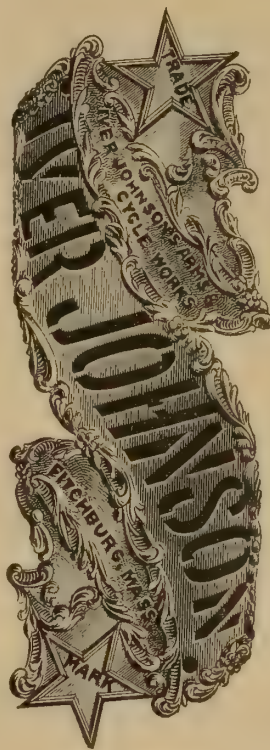
### ENCOURAGING TOURIST TRAVEL.

The New Brunswick Tourist Association are starting in good time and with commendable enterprise to attract tourist travel to that Province during the coming summer. They have just issued an edition of 15,000 copies of a booklet, beautifully illustrated and attractively written, which can hardly fail to extensively advertise the climatic advantages, the fishing, shooting, and pleasure resorts and the charming scenery of the Province. Some of the views,

notably, the Grand Falls of the St. John by moonlight, and scenes on the Restigouche, are unusually attractive.

As the association have already received application for almost the whole issue, a

second edition may be printed, which is not surprising when the merit and interesting value of the booklet is considered. Mr. W. S. Fisher is president and Mr. Charles D. Shaw is secretary of the association.



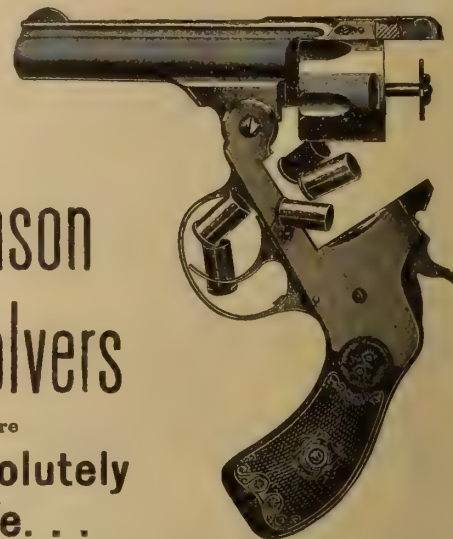
A Sign of Quality—  
THE I. J. NAMEPLATE.

IVER JOHNSON SAFETY HAMMER AUTOMATIC REVOLVER.

Iver  
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**Absolutely  
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*Their Accidental Discharge is Impossible.*

Send for complete catalogue of Guns, Revolvers, etc.

**Iver Johnson's Arms & Cycle Works**

FITCHBURG, MASS.

BRANCHES—New York, Boston, Worcester.

## Gilbertson's Galvanized Sheets

PATENT

**COMET  
BRAND**

FLATTENED

are suitable for all kinds of Galvanized work demanding uniform quality; being made of superior Siemens Steel, they will double seam either way of grain, are smooth, soft, and well galvanized, every sheet being carefully selected; weight and count of sheets per case fully equal to the best known brands imported, and cost less.

GILBERTSON'S are the only galvanizers who not only roll all their Steel Sheets, but manufacture all their own Steel in their own Steel Works, thus enabling them to put a soft and regular quality of steel into their sheets, which is impossible for galvanizers who buy their steel in the open market.

**GILBERTSON'S CORRUGATED GALVANIZED SHEETS**—all sizes.

**"GILBERTSON'S" SIEMENS-MARTIN TINPLATES**

are soft, extra well coated, noted for deep stamping qualities, and for canners of fruits, meats, and fish have no equals. Cost no more than brands not nearly as well coated, or of equal quality.

BRANDS: "Gilbertson's," "Parsons," "Pontardawe,"  
"Lincoln," "Comet," "Regina," "Gwyned."

**GILBERTSON'S TERNEPLATES.** "Regina" brand.

**IMITATION RUSSIA SHEETS**—will not crack or scale. Pickled, cold rolled and close annealed.

**SIEMENS-MARTIN STEEL SHEETS**, close annealed, close annealed and cold rolled (flat and free from buckles), also pickled.

**BLACK CEILING PLATES,** "Comet" brand. Pickled, cold rolled and close annealed.  
**BLACK TIGGER PLATES.** Pickled and close annealed.

Supplies carried by all wholesale jobbers. In ordering please mention brands.

**ALEXANDER GIBB,**

Agent

13 St. John Street, MONTREAL.



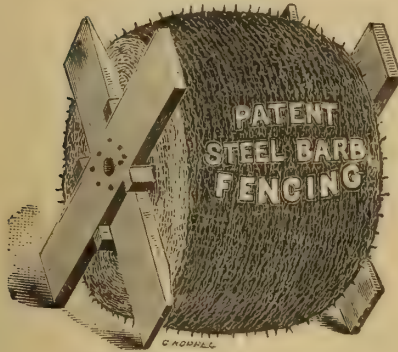
# H. S. HOWLAND, SONS & CO.

WHOLESALE  
ONLY.

37-39 Front Street West, **Toronto.**

ONLY  
WHOLESALE

## BARB WIRE.



2-Wire Plain Twist.  
2-Barb, 5 in. between.  
4-Barb, 4 and 6 in. between.

## BARB WIRE STAPLES.

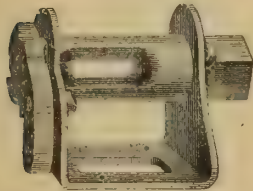


1½, 1¼, 2 in.

## POULTRY NETTING.



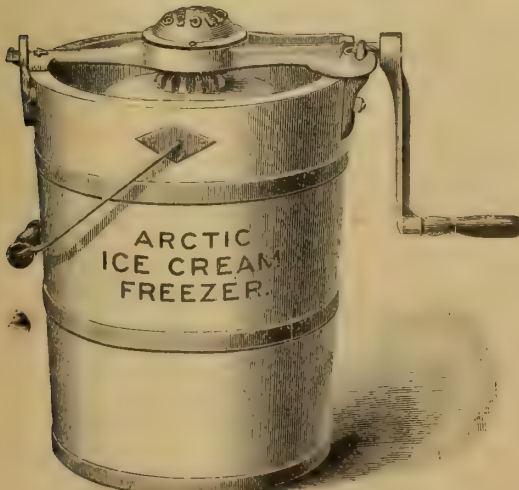
|                                                                   |                                |
|-------------------------------------------------------------------|--------------------------------|
| ½ Mesh, 19 Wire, 30 in. wide.                                     | 1½ Mesh, 19 Wire, 30 in. wide. |
| ¾ " 20 " 36 "                                                     | 2 " 18 " 30 "                  |
| 1 " 19 " 30 "                                                     | 3 " 18 " 30-42 "               |
| 2 Mesh, 19 Wire, 12, 18, 24, 30, 36, 42, 48, 60, 72, 84 in. wide. |                                |



THE "BUCKEYE" STEEL FRAME FENCE  
RATCHET.



"HERCULES" BARB WIRE STRETCHERS.



"ARCTIC."



DASH CHURN.

Oak Dash, Plain Top.  
6, 8, 10 Gal.

Oak Dash, Crib Top.  
6, 8, 10 Gal.



THE "DAISY."

|                   |              |              |
|-------------------|--------------|--------------|
| No. 0—Seven       | Gallon Churn | for one cow. |
| No. 1—Nine        | "            | 1-4 gallon.  |
| No. 2—Fifteen     | "            | 1-7 "        |
| No. 3—Twenty      | "            | 1-9 "        |
| No. 4—Twenty-five | "            | 1-12 "       |

Specify Steel or Wood Stand in Order.

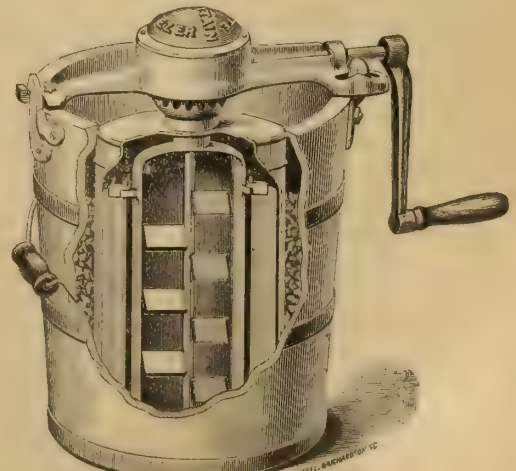
## ICE CREAM FREEZERS.

### "ARCTIC."

2, 3, 4, 6 Quarts.

### "WHITE MOUNTAIN."

1, 2, 3, 4, 6, 8, 12, 15, 20,  
25 Quarts.



"WHITE MOUNTAIN."

**H. S. HOWLAND, SONS & CO.,**

**Toronto.**



## RETAILERS AND ADVANCING PRICES.

James H. Ritter.

**A**T first sight this question would seem to have only one answer, viz.: If a retailer had a stock of \$5,000 and in course of a year it increased in value so it was worth \$7,500, he would be exactly so much better off. At first blush we would say this is as obvious as "two and two make four." Sometimes they make 22, and we think a little reflection on this question will show that the answer is by no means what might have been expected.

To put the case concretely, and take one item as an illustration. Suppose a man has a stock of 25 kegs of nails, which cost him \$1.10 per keg, and the market advances until these same nails would cost him \$2.50 per keg. As is well known, retailers are very apt not to have much confidence in advances, and at the same time they have considerable pressure brought to bear upon them from their customers, with whom they are very often on intimate terms.

A customer comes into the store, and, accosting the proprietor, says, "Bill, what is the price of nails?" "Well," says Bill, "nails have advanced very heavily, and I can't sell them to-day for less than \$2.75 per keg." "Whew!" says the intending purchaser, "the last time I bought them you only charged me \$1.75. Come, now, you can't jump the price on me that way. Why, I can buy them down the street for less than that"; and Bill finally weakens and says, "Well, I really can't buy them to-day for less than \$2.50 a keg myself, but as I have these in stock, bought at old prices, I will let you have them at exactly what they cost to-day." So the purchaser takes the 25 kegs, and, as they cost Bill \$1.50 per keg when he put them in stock, Bill thinks he has made \$25.

But is this true? Bill expects to continue in business. If he was going to retire from business and stop buying goods he would be \$25 better off, but in order to keep up his stock, he is obliged next day to buy from the first drummer who comes along 25 kegs to replace his stock. These cost him \$2.50 per keg, and it takes every cent he got for the nails to replace them.

How is the merchant any better off? He has simply sold 25 kegs of nails, and replaced them with another lot of 25 kegs, and he has not made a single cent to help pay for his bread and butter or the ordinary expenses of living.

This is by no means an extreme illustration. On the contrary, as a matter of fact, retail merchants on an advancing market are very apt to sell the goods for even less than they can replace them, and in this case

they are not only losing their living, but they are actually losing money.

Now, it may be said that a man does not turn his whole stock in this way at once. That is, no doubt, true, but if the market should advance for a year, and a retailer pursue this policy throughout the entire year, the results would be no less disastrous.

It hurt the dog just as much to have his tail cut off one inch at a time as it did to cut it all off at once, possibly more, and a man who continued to sell goods throughout the year at a cost of replacing them, or somewhat under the cost of replacement, would be simply losing money. There is no other possible construction that can be put upon it. To be sure, at the end of the year, the stock he has on hand, if taken at figures ruling, will stand him at higher prices, but the profit is not made until the goods are sold, and the business he did in the preceding year has simply netted him a loss, and he has been living off the business in the meantime under the delusion that he has been making a profit.

These statements are made not for the sake of proving the theory, but simply in order to state some hard, solid facts, which are borne out by experience.

In a line of business in which, during the last year, there have been some very marked advances, the whole level of prices is materially higher than a year ago. At first, one might be led to believe that retailers, as well as wholesalers, would benefit by the advanced market, but to-day it is to be doubted whether retailers are as well off financially as they were a year ago, and it may be beneficial to emphasize the necessity of realizing on a rising market a full and ample profit on new costs. Then, it will not have failed of result.

Incidentally, allusion might be made to another way in which the retailer is out of pocket by an advancing market, viz., by his failure to change retail prices to correspond with new costs. For instance, a retailer is buying a certain article at \$4 per doz., and retails it for 50c. His cost advances to \$4.50 or \$4.75 per doz., but he considers this advance too small to affect his retail selling price, he does not wish to change that to 55 instead of 50c., and, therefore, continues to sell the goods at 50c., but he is making 50 or 75c. less per doz. than he made before.

It is very much to be doubted, therefore, whether retailers are any better off on an advancing market, and certainly, unless great judgment is used in selling, and selling prices promptly marked up, he is apt to be in a worse financial position at the end of

the year than before. He may have on hand a stock which stands at inflated prices. Many of these goods, however, have been bought at advanced prices, and his debts will consequently be larger, while his living for the year has been drawn out of the business.

The only safe course on an advancing market is to mark selling prices of goods up on the basis of new costs, and unless this is done the dealer, whether he be retailer or wholesaler, is sure to suffer.

### QUALITY IN HOCKEY STICKS.

**“W**HAT constitutes quality in a hockey stick?" asked a representative of HARDWARE AND METAL of E. B. Salyerds, Preston, Ont., one of Canada's large makers of first-class hockey sticks.

"The wood used and the way it is seasoned," answered Mr. Salyerds. "The best woods for the purpose are white ash and rock elm. Some buyers prefer one, some the other. But there is a wide range of quality in both of these woods. I find that each year, as I become better acquainted with timber qualities and the best places to secure supplies, and, as I improve my methods of seasoning, I am able to produce a better stock. I have had especially good fortune this year, and am now making for next season a stick much superior to what I made in the past, and I think these have been considered first-class."

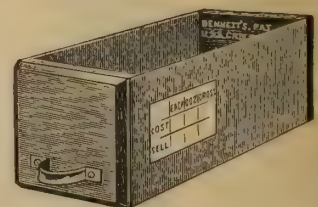
"Does the demand increase yearly?"

"With me it does. I only started making hockey sticks five years ago, but my trade has increased every year, so that last season I made nearly 2,500 dozen sticks. Already I have received several large orders for next season, and my factory is kept running to its full capacity to keep ahead of my orders."

"How do you place your goods?"

"With the wholesale trade. I am in touch with the principal jobbers in the different Provinces, so my sticks can be easily had by any person in the trade. I have given my sticks no particular name, but, as I make a point of keeping the quality of my sticks high, and as they are the regulation size, the trade are learning to ask for them. That is, of course, what I want to come about?"

## Bennett's Shelf Box



is now made for Hardware, Seeds, Drugs and Groceries; also in nests, any size.

Full particulars from

**J. S. BENNETT,**

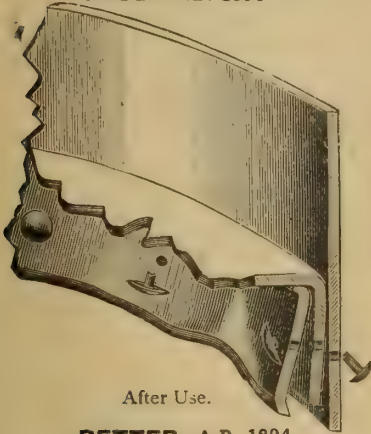
20 Sheridan Ave.,

TORONTO.



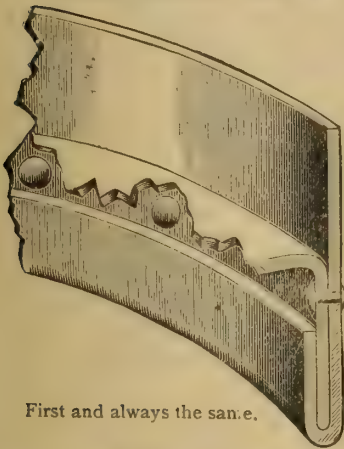
# The Evolution of Our Milk Can Trimmings.

GOOD—A.D. 1890



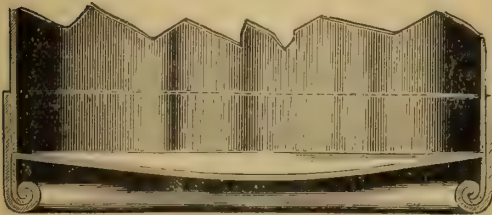
After Use.

BETTER—A.D. 1894.



First and always the same.

BEST—A.D. 1900.



Note the double thickness of the rolled edge.

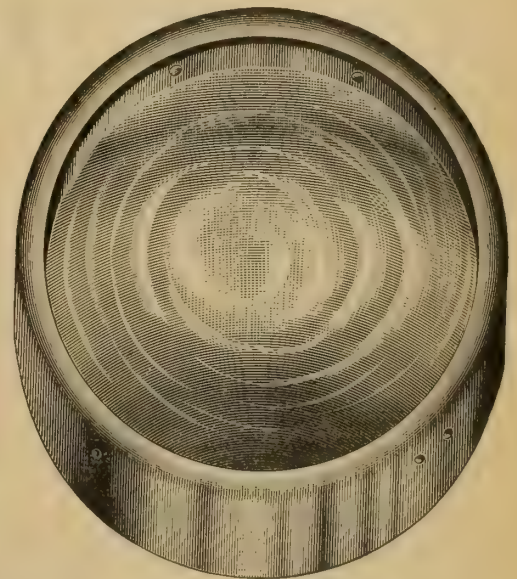
As the apple in the blossom is as perfect, in its development, as in the rich ripe fruit, so were our first broad hoop trimmings **perfect** as far as our knowlege went.

With the light of experience and a careful consideration of the trade's requirements, our **1894** trimmings met with general favor.

In our **1900** trimmings we combine the good features of previous years with the **double durability** of our **rolled edge**.

Our Trimmings will not split.  
They are not strained in making.  
They will not cut factory floors.  
They last a lifetime.

Sorting Orders by  
Mail or Telegraph  
promptly shipped.



**THE THOS. DAVIDSON MFG. CO., Limited, - Montreal.**

## The Empire State Milk Can

PATENTED 1886.

The bead inside of can prevents milk from slopping.

The can has proper ventilation.

The cover never sticks.

The cover makes a good strainer.

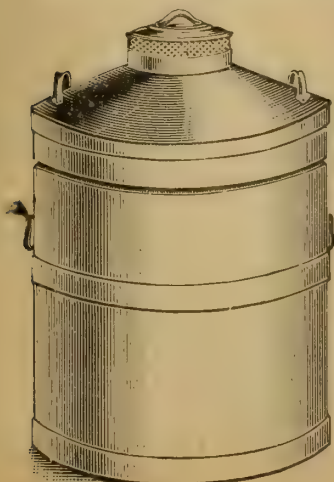
Made and sold  
only by

**W. W. CHOWN & CO.,**

Manufacturers of pieced Tinware

WRITE FOR PRICES.

BELLEVILLE, ONT.





### GOUVERNEUR ROTARY ROCK CRUSHER

Intended to follow jaw crushers of the "Blake" type, reducing material much finer than is economically practical with the former. It has been demonstrated by users of crushers that the "Blake" and others of the type will rapidly, and without overstrain, crush down to, say, two inches in diameter; to reduce finer greatly restricts their output.

The "Gouverneur Rotary," taking material two inches in diameter, will reduce to one-eighth of an inch and finer at a speed of from three to five tons per hour.

That portion of the machine subject to wear is easily, cheaply and quickly removable, and made of material calculated to give good service. The manufacturer makes no claim for novelty in principle, but offers, as a result of much experience, a machine that, after many successful trials, is recognized as one of the best, if not the best, of its kind.

It is self-contained, and has strength where strength is required.

In one form or another, this machine has been for many years used in the crushing of talc rock, which, on account of its fibrous nature, is considered very hard to reduce.

### BUSINESS CHANGES.

#### DIFFICULTIES, ASSIGNMENTS COMPROMISES.

G. F. Moore, hardware and tinware dealer, Aylmer, Que., has assigned.

Joseph Loranger, general merchant, Berthier, Que., is offering 20c. cash on the dollar.

Olson & Phelan, general merchants, Greenwood, B.C., have assigned to T. A. Garland.

#### PARTNERSHIPS FORMED AND DISSOLVED.

The Unity Cycle Works, Montreal, have dissolved.

Christie & Hindley, machinists, Glenboro', Man., have dissolved.

Laporte & Frere have registered partnership as coal and wood dealers in Montreal.

T. A. Paige & Son, general merchants, Coaticooke, Que., have dissolved.

Roux & Frere, general merchants, St. Patrick's Hill, Que., have registered partnership.

Wm. B. Hine, harness dealer, etc., Fairview, B.C., has admitted R. H. Parkinson as partner.

Legare & Frere, general merchants, Lyster Station, Que., have registered partnership.

George Bell & Co., general merchants, Enderby, B.C., have been succeeded by Bell & Jalland.

D. G. Grady, manufacturer of mattresses, etc., Simcoe, Ont., has admitted C. G.

Sovereign, under the style of Grady & Sovereign.

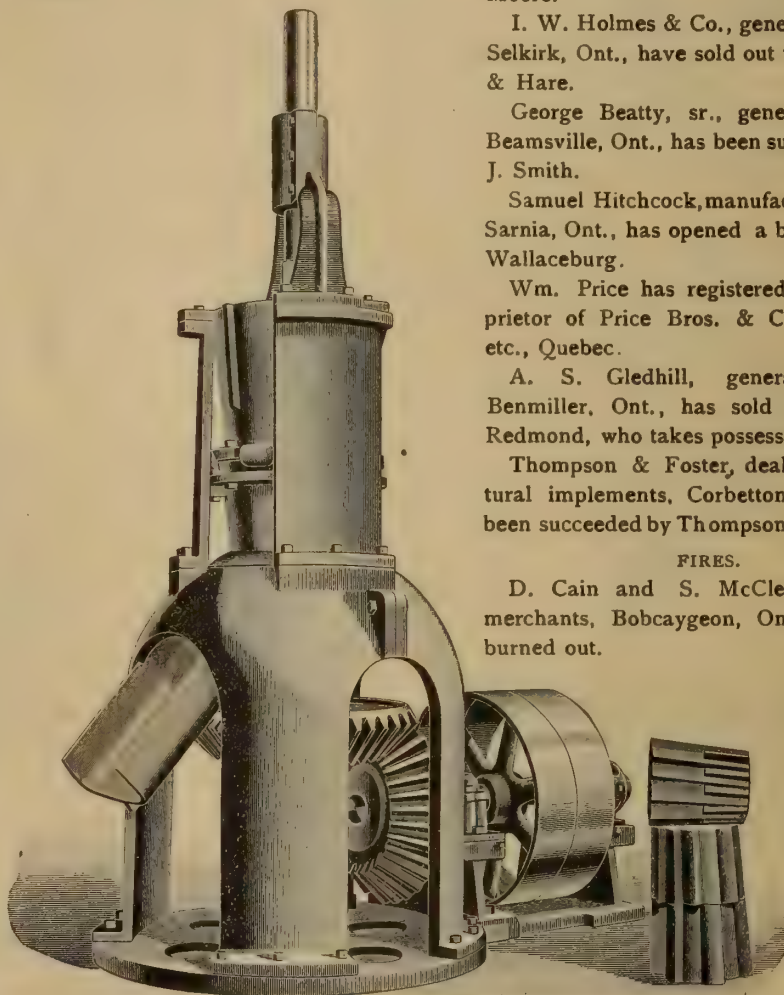
Wm. N. O'Neill and Wm. L. R. Stoddart have registered as partners under the style of Wm. N. O'Neill & Co., hardware dealers, etc., Vancouver.

#### SALES MADE AND PENDING.

W. H. Picket, blacksmith, York Ont., is advertising his business for sale.

The assets of George Williams, general merchant, Manotick, Ont., have been sold.

The assets of Desjardins & Freres, hardware dealers, Lachine, Que., are to be sold on May 18.



The Gouverneur Rotary Rock Crusher.

The assets of Joseph Loranger, general merchant, Berthier, Que., have been sold.

The assets of J. A. Brien, general merchant, Chambly Basin, Que., have been sold.

The stock of Joseph Pepin, general merchant, St. Remi (Portneuf), Que., has been sold at 42c. on the dollar.

The assets of the estate of A. D. Ellis, hardware dealer, Simcoe, Ont., have been sold at 62½c. cash, to R. Y. Ellis.

#### CHANGES.

The A. E. Hill Co., Limited, general merchants, Griswold, Man., have sold their

hardware stock to Brown & Mitchell, Brandon.

Baldwin & Paige, have opened a general store in Coaticooke, Que.

Malcolm Skene, blacksmith, Vancouver, has left that city.

Robert Rime, blacksmith, Black Bank, Ont., is giving up business.

Christopher Habel, blacksmith, Lisbon, Ont., has sold out to John Hoepel.

Moses Landry, general merchant, etc., Altamont, Man., has sold out to P. Bourque.

F. H. Yemen & Co., general merchants, Honeywood, Ont., have sold out to S. W. Moore.

I. W. Holmes & Co., general merchants, Selkirk, Ont., have sold out to Hare, Beam & Hare.

George Beatty, sr., general merchant, Beamsville, Ont., has been succeeded by A. J. Smith.

Samuel Hitchcock, manufacturer bicycles, Sarnia, Ont., has opened a branch store at Wallaceburg.

Wm. Price has registered as sole proprietor of Price Bros. & Co., sawmillers, etc., Quebec.

A. S. Gledhill, general merchant, Benmiller, Ont., has sold out to C. A. Redmond, who takes possession July 1.

Thompson & Foster, dealers in agricultural implements, Corbetton, Ont., have been succeeded by Thompson & McDonald.

#### FIRES.

D. Cain and S. McClelland, general merchants, Bobcaygeon, Ont., have been burned out.

The factory and mill of J. R. McLaurin, general merchant, etc., Vankleek Hill, Ont., has been damaged by fire.

E. A. Rolf, sash and door manufacturer, Rossland, B.C., has been burned out; estimated loss, \$6,000; insurance, \$2,000.

#### DEATHS.

Alex. Grant, general merchant, Stellarton, N.S., is dead.

R. T. Morton, general merchant, Ayr, Ont., is dead.

Miss Constance Hotte, general merchant, Ste. Rose, Que., is dead.

Rupert G. Anderson, saw and grist miller, Port George, N.S., is dead.





# A GOOD SELLER



# Straw Hat Enamel

To make Faded Straw Hats look like New.

Retails  
at  
10 cents



Retails  
at  
10 cents

## MADE IN ALL THE FASHIONABLE SHADES

Black, Navy Blue, Cardinal, Russet, Dark Green, Khaki, etc., etc.

♦♦

SEND YOUR ORDERS TO

## Henderson & Potts

PAINT AND VARNISH  
MANUFACTURERS

Halifax and Montreal.





# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

MONTREAL, May 11, 1900.

### HARDWARE.

**T**HERE has been no change in the situation of the hardware trade to note. A fair volume of business has been passing, and the market, on the whole, is moderately active and steady. In barbed wire, galvanized wire, and wire nails no further change has taken place, and prices are about steady at the decline noted a week ago.

**BARBED WIRE**—Demand is fair, with base price at \$3.40.

**SMOOTH WIRE**—Trade continues fairly active in oiled and annealed wire at \$3.45 per 100 lb. base.

**GALVANIZED WIRE**—The tone is about steady at the late decline, with a fair trade doing. We quote as follows: Nos. 6, 7 and 8 gauge, \$3.95; No. 9, \$3.20; No. 10, \$4.10; No. 11, \$4.15; No. 12, \$3.35; No. 13, \$3.45; No. 14, \$4.50; No. 15, \$5; and No. 16, \$5.25.

**FINE STEEL WIRE**—Supplies are equal

to requirements, and discounts are steady at 12½ per cent.

**BRASS AND COPPER WIRE**—The demand is fair. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

**FENCE STAPLES**—An average trade is reported at \$3.75 for bright and \$4.25 for galvanized.

**WIRE NAILS**—An active trade has been done at the recent decline. We quote \$3.20 for jobbing and \$3.10 for carlots.

**CUT NAILS**—Values unchanged at \$2.85 for small lots and \$2.75 for carlots.

**HORSE NAILS**—In good demand at 50 per cent. discount on Standard and 50 and 10 on Acadian.

**HORSESHOES**—Business is quiet and prices steady. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow shoes, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; X L steel shoes all sizes, 1 to 5, No. 2 and larger, \$4.20; No. 1 and smaller, \$4.45; feather-weight, all sizes, \$5.45; toe weight

steel shoes, all sizes, \$6.55 f.o.b. Montreal.

**SCREWS**—No change in prices, and the movement is still fair. Discounts are: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

**BOLTS, ETC.**—A good trade is reported in these lines. Discounts are: Tire bolts, 60 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 52½ per cent.; nuts, square, 3½c. per lb. off; nuts, hexagon, 4c. off; stove bolts, 60 and 10; plough bolts, 50 per cent.

**RIVETS, ETC.**—The demand is steady with no changes to note. Discounts are: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 45 per cent. off; swedes iron burrs, 40 per

## INCREASE YOUR SALES,

## DECREASE THE ICEMAN'S

BY SELLING

## The Model Refrigerator

MADE IN 6 SIZES.

**A Case of five walls, all made from non-heat conducting materials, lined with CERITE, the newest and best non-heat conducting lining, insures ABSOLUTE COLD.**

**The Perfectly Constructed Ice Grate keeps ice from melting rapidly.**

**No Spilled Liquids** can enter woodwork and sour, bottom of food chamber being pan-shaped, and all linings are made of zinc in the most complete way.

**A Removable, Sectional Ice Box, which is the only guarantee for cleanliness, is supplied with every size.**

**No Glued Joints to loosen with dampness. Solid Bronze Locks and Hinges.**



GOLDEN OAK FINISH.

## THE McCLARY MFG. CO.

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER



## American Sheet Steel Company

Manufacturers of Black  
and Galvanized Sheets  
Battery Park Building  
New York

## Drain Pipes Portland Cements Fire Bricks

Contractors' and  
Founders' Supplies.

## F. HYDE & CO.

31 Wellington street, MONTREAL

## HIGH-GRADE GOODS.

"Banner" Cold Blast Lanterns.  
"Climax" Safety Tubular Lanterns.  
Also Lamps, Lamp Burners  
and Trimmings.

PERFECT CONSTRUCTION.  
HIGHLY FINISHED.

Manufactured by

THE ONTARIO LANTERN CO.  
Hamilton, Ont.

## Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

## Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

cent. off; copper rivets, 35 per cent.; coppered iron rivets and burrs, in 5-lb. carton boxes, 45 per cent. off.

**CORDAGE**—An active trade is doing and values are firmly held. We quote: Manila, 16c.; sisal, 13½c., and lath yarn 10¼c. base.

**HARVEST TOOLS**—Demand is still good for these goods, and the market is fairly active.

**SPADES AND SHOVELS**—Some fair-sized orders keep coming forward for these lines. Discounts are steady at 40 and 5 per cent.

**CUTLERY**—A moderate amount of business is reported at steady prices.

**SPORTING GOODS**—The demand is somewhat better and a moderately active business is reported.

**FIREBRICKS**—Arrivals have been fair for which the demand is good, at prices ranging from \$16 to \$22 per 1,000 as to brand, ex wharf.

**CEMENT**—Some fair-sized lots have come to hand by first vessels. Demand is good, and one sale of 10,000 bbls. was made on Eastern account. We quote: German, \$2.35 to \$2.50; English, \$2.20 to \$2.40; Belgian, \$1.75 to \$2.05 per bbl. ex wharf.

### METALS.

As the season advances the demand for all lines in this department is steadily increasing, consequently business is more active. The general feeling is steady, but as soon as new importations commence to arrive more freely a reduction in prices for some lines is anticipated.

**PIG IRON**—Business is quiet and values easy at \$27 to \$28 for No. 1 Scotch.

**BAR IRON**—Demand fair at \$2.35 to \$2.45, as to quantity.

**BLACK SHEETS**—No change to note and trade fair. We quote: 8 to 15, \$3.10; 18 to 20, \$2.90; 22 and 24, \$2.95; 26, \$3.10, and 28, \$3.15.

**GALVANIZED IRON**—The movement is still large. We quote: No. 28 Queen's Head, \$4.75 to \$5.00, and No. 26, \$4.50 to \$4.75; Comet, No. 28, \$4.45 to \$4.70, and No. 26, \$4.15 to \$4.45.

**INGOT COPPER**—Demand is fair and supplies are increasing, but prices are unchanged at 18c.

**INGOT TIN**—A steady trade is doing at 35 to 36c.

**LEAD**—Market fairly active at \$4.60 to \$4.70.

**LEAD PIPE**—Demand continues good. We quote: 7c. for ordinary and 7½c. for composition waste, with 15 per cent. off.

**IRON PIPE**—There is no change in iron pipe, for which the demand is fair. We quote: ¼, \$3.10; ½, \$3.10; ¾, \$3.40; 1, \$3.85; 1½, \$5.50; 2, \$7.50; 2½, \$9.10, and 3-in., \$12.25.

## "Dominion Crown" HORSESHOE IRON.

Always the standard for high-class work.

IMPORT ONLY.

## A. C. LESLIE & CO.

MONTREAL



IRON AND  
BRASS

## Pumps

Force, Lift and Cistern  
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDOUGALL CO., Limited

Manufacturers, Galt, Canada.

## ADAM HOPE & CO.

30 JOHN STREET N.

Hamilton, Ont.

Offer from Store,  
Montreal, Toronto and Hamilton:

PIG TIN, "Straits"  
INGOT COPPER  
PIG LEAD  
ZINC SPELTER  
ANTIMONY

WRITE FOR QUOTATIONS.

## NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

## Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel



# BANANA OIL

## OR BRONZING LIQUID

Is something often asked for but seldom to be obtained in a hardware store.

It is not necessary to be out of this article. Your customer will go some other place to buy it if you cannot supply him, and buy something else with it—so much business you have lost. As with all our other specialties, we thought of the hardware-man's convenience in this line also.

We put it up in

**2-oz. Bottles**  
**6-oz. Bottles**

AND IN CANS 1 PINT TO 1 GALLON.  
ALSO GOLD BRONZE.

Write for Sample Order.

THE ...

**Imperial Varnish & Color Co.**

LIMITED

**TORONTO, ONTARIO, CANADA.**

# We are Offering

Window Glass, Paints, Oils,  
Cordage, Builders' Hardware, Wire, Wire  
Nails, Lawn Mowers, Harvest Tools,  
Spades and Shovels at closest prices.

OUR MOTTO:

PROMPT SHIPMENT, RIGHT PRICES.

**JOHN BOWMAN**  
**HARDWARE & COAL CO.,**

...London, Ont.

**TINPLATES**—A fair trade has been done at \$4.50 for coke, and \$4.75 for charcoal.

**CANADA PLATE**—Continues in good demand. We quote: 52's, \$3.25; 60's, \$3.35; 75's, \$3.45; full polished, \$3.50, and galvanized, \$4.85.

**TERNE PLATE**—More active and unchanged at \$8.75.

**SWEDISH IRON**—Fairly active and steady at \$4.25.

**COIL CHAIN**—Quiet, with no change to report. We quote as follows: No. 6, 12½c.; No. 5, 11c.; No. 4, 10½c.; No. 3, 10c.; ¼-inch, 8½c.; 5-16, \$6.00; ¾, \$5.40; 7-16, \$5.15; ½, \$5.00; 9-16, \$4.85; ⅜, \$4.80; ⅜, \$4.75; ⅜, \$4.75, and 1 inch, \$4.75.

**SHEET ZINC**—In moderate demand at 7 to 7½c.

**ANTIMONY**—Quiet and unchanged at 10½c.

**SPELTER**—Demand only moderate at steady prices.

### PAINTS AND OILS.

The features in this department of the trade have been the very strong feeling in linseed oil and the continued weakness in turpentine. Linseed oil has scored a further advance of 4c. per gallon, owing to the light supply on spot and strong advices from abroad. The decline in turpentine has been 4c. per gallon in sympathy with

advices from the South. Other lines are steady, and a very satisfactory business is doing. We quote:

**WHITE LEAD**—Best brands, Government standard, \$6.75; No. 1, \$6.37½; No. 2, \$6; No. 3, \$5.62½, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

**DRY WHITE LEAD**—\$5.75 in casks; kegs, \$6.

**RED LEAD**—Firm; casks, \$5.10; in kegs, \$5.35.

**WHITE ZINC PAINT**—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

**PUTTY**—We quote: Bulk, \$1.75; bladders, in bbls., \$1.90; bladders, in cases, \$2.05; in tins, \$2.15 to \$2.40.

**LINSEED OIL**—Raw, 79 to 80c.; boiled, 82 to 83c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

**TURPENTINE**—Single barrels, 72c.; two to four barrels, 73c.; five barrels and over, open terms, the same terms as linseed oil.

**MIXED PAINTS**—Firm; \$1.20 to \$1.40 per gallon.

**CASTOR OIL**—Firm; 8 to 8½c. in wholesale lots, and ½c. additional for small lots.

**SEAL OIL**—42½ to 45c.

**COD OIL**—32½ to 35c.

**PARIS GREEN**—Demand fair at firm prices; 1-lb. packets, 19½c., and drums, 18½c.

**NAVAL STORES**—A more active business has been done in naval stores and prices generally rule steady. Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

### GLASS.

There is no change in the situation of the glass market. We quote as follows: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

### HIDES.

This market is quiet, and, although stocks of beef hides are large, prices are fairly well maintained. We quote: Beef hides, 9, 8 and 7c. per lb. Lambskins and clips, 15c. each. Sheepskins, \$1.10 each, and calfskins, 9 to 11c. per lb.

### PETROLEUM.

A fair trade is reported for the season, and prices are steady. We quote as follows: "Acme," 18½c.; "Perfection" and "Silver Star," 17½c.; Canadian refined, 17½c., and Pratt's Astral, 21c.

### COAL.

Business has been rather quiet, but prices show no change as yet. We quote as follows: Stove, \$6; chestnut, \$6; egg, \$5.75; Scotch grate, \$6.25; Scotch steam, \$4.25 to \$4.75; Tower ports steam, \$3.75 to \$4.



## ONTARIO MARKETS.

TORONTO, May 11, 1900.

## HARDWARE.

**G**OODS booked some time ago are still being shipped out rapidly. Business for prompt shipment is not, however, as active as it was, as, owing to the condition of affairs in the United States, some doubt exists as to the future of prices. Orders that are being placed for prompt shipment are numerous, but the quantities wanted are small as a rule. Changes in prices during the past week have been few, and not many of them of much importance. Wire nails and fencing wire are steady at the recent reduction, and there are no indications of any further changes taking place for some time. In order to meet American competition, the Canadian lock manufacturers have reduced prices about 10 per cent. Some change is also made in the price of Mrs. Potts plain sad irons, the difference between the plain and nickle-plated now being 5 per cent. Range boilers are, on the other hand, somewhat higher than they were a week ago. Payments are, on the whole, fair.

**BARBED WIRE**—Quite a few orders for small lots are coming in at the reduced prices, and some shipments are still being made of orders booked some time ago. We quote from stock in Toronto, \$3.35; for carlots f.o.b., Cleveland \$3.05, and for less than carlots \$3.15.

**GALVANIZED WIRE**—Shipments are being made both from stock and from Cleveland. We quote from Toronto: No. 5, \$4.62½; Nos. 6, 7, 8, \$3.95; No. 9, \$3.20; No. 10, \$4.10; No. 11, \$4.15; No. 12, \$3.35; No. 13, \$3.45; No. 14, \$4.50; No. 15, \$5.20; No. 16, \$5.25. The f.o.b. price Cleveland for No. 69 base is \$2.90 in less than carloads, and \$2.80 for carloads. Terms are 60 days or 2 per cent. 10 days.

**SMOOTH STEEL WIRE**—Some trade is being done for prompt shipment, and orders booked previously are being shipped. The base price is unchanged at last week's reduction, still being \$3.20 per 100 lb.

**WIRE NAILS**—There is not a great deal being done, although quite a few orders are being received for small lots. Prices are steady at the recent decline. We quote: \$3.20 base per keg for small lots and \$2.10 carlots.

**CUT NAILS**—Only a small business is being done, and the base price is still \$2.85 per keg Toronto, Hamilton, London and Belleville. The price of cut nails in the United States has been reduced 45c. per keg, to meet the recent drop in wire nails.

**HORSESHOES**—Business in this line is still without much interest, only a small trade being done. We quote f.o.b.

# "20 HOURS OUT OF EVERY 24"

That is the daily working time in our factory, because we are anxious to fill all orders promptly.

Will you help us a little, at the same time furthering your own interests, by sending in your orders as much before the desired time of delivery as possible?

Timely notice of requirements from our customers will enable us to respond with prompt shipments.

We are doing our utmost to prevent any delays, and with a little aid in this way can avoid all disappointment.

But we can't guarantee immediate shipments on short notice.

**METALLIC ROOFING CO., Limited** KING and DUFFERIN STREETS, Toronto.

Toronto, Hamilton, London and Guelph as follows: No. 2 and larger, light, medium and heavy iron shoes, \$4.05; snow shoes, \$4.30; light steel shoes, \$4.35; featherweight shoes, all sizes, \$5.60. No. 1 and smaller, light, medium and heavy iron shoes, \$4.30 per keg; iron snow shoes, \$4.55; light steel shoes, \$4.60; featherweight steel shoes, all sizes, \$5.60.

**HORSE NAILS**—These are also quiet: Discount 50 per cent. on standard oval head, and 50 and 10 per cent. on Acadia.

**SCREWS**—Business in this line continues active with prices steady and unchanged. We quote as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

**BOLTS AND NUTS**—A good business is still to be noted in stove bolts, and a fair trade in tire bolts. In other lines, there is not a great deal being done. We quote as follows: Norway bolts, full, square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 62½ per cent.; nuts, square, 3½c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

**RIVETS AND BURRS**—A good business is still being done, although the market is without special feature. We quote as follows: Carriage section, wagon box, rivets, etc. 45 per cent.; black M rivets, 45 per cent.; iron burrs, 40 per cent.; copper rivets, 35

per cent.; bifurcated, with box, 5-lb. carton boxes, 30c. per lb.

**CHURNS**—Trade is moderate in this line, with discount unchanged at 58 per cent. from factory on revolving churns, and 56 per cent. from stock in Montreal.

**GAS STOVES**—The manufacturers are still decidedly busy filling orders for gas stoves.

**ENAMELED WARE**—Business continues to be fairly good in enameled ware, and the same can be said of tinware.

**ROPE**—A good demand is being experienced for rope, although the orders are of a hand to-mouth character. The base price for sisal is unchanged at 12c., and manila at 16c. base.

**HARVEST TOOLS**—These are still going well, and the discount is unchanged at 50 and 10 to 50 and 10 and 5 per cent.

**SPADES AND SHOVELS**—A good business is being done in this line. Discount, 40 and 5 per cent.

**CUTLERY**—This is moving rather slowly, and what demand there is, is mostly for table and pocket cutlery.

**SPORTING GOODS**—There is a good demand for guns and ammunition, particularly for the latter.

**BUILDING PAPER**—The demand continues active, with strawboard scarce. Prices are unchanged and steady.

**MRS. POTTS SAD IRONS**—The price has been reduced 5c. per set, and plain are now quoted at 90c. and nickle-plated 95c. per set.

**LOCKS**—The price of Canadian locks has been reduced by the manufacturers in order to meet competition from the United States, and the discount to the retail trade is now 33½ per cent. instead of 27½ per cent.

**CEMENT**—A brisk business continues in



all lines. Supplies are sufficient, though makers of Canadian Portland are pushed to their utmost to fill orders. Canadian hydraulic cements are 25c. higher. We quote in barrel lots as follows: Canadian Portland, \$2.80 to \$3.00; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

**BINDER TWINE**—Inquiries are coming in more freely. The price runs all the way from 11 to 11½c. for sisal to 16c. for manila. Mixed twine is quoted at 12½c. per lb.

#### METALS.

The rather unsettled condition of the metal market in the United States has affected the trade in this country, for, although we quote no changes in prices, purchases are practically altogether for immediate requirements.

**PIG IRON**—Although the market in the United States is easier and the makers over there quoting less for the Canadian market, the price of domestic iron remains unchanged. This is, no doubt, due to the fact that the demand for the latter is active. We quote: Hamilton iron \$23.50 f.o.b. for No. 1, and \$23 for No. 2.

**BAR IRON**—Business in bar iron keeps good, some nice orders having been placed during the past week. The base price remains unchanged at \$2.45 to \$2.50 Toronto.

**HOOP SHEETS**—Business is brisk in this line at \$3.25 base.

**PIG TIN**—The market for pig tin has been unsettled. During the past week there have been several declines in London and New York. Locally, there is quite a difference in quotations, on account of all the dealers not following the market closely. In consequence of this, our quotation of 37 to 38c. is largely nominal. Stocks continue light, however, and this is probably keeping prices up here higher than they otherwise would be. The demand for small lots is fair.

**TINPLATES**—There is a moderate demand for tinplates from stock and some import orders are being booked for fall delivery. Our quotations are unchanged.

**TINNED SHEETS**—The demand for tinned sheets during the past week has only been moderate.

**CANADA PLATES**—Trade in this line is quiet, with prices unchanged. We quote all dull \$3.50, half polished \$3.60, all bright \$4.

**BLACK SHEETS**—Trade is active in black sheets, with the base price unchanged at \$3.60.

**GALVANIZED IRON**—Business in galvanized sheets is a little more active than it was,

and prices rule steady to firm. We quote English at \$5.10, and American at \$4.75.

**COPPER**—Trade keeps quiet in ingot copper, but in sheet copper a good deal of business is being done. We quote ingot at 19½ to 20c. per lb., and sheet at 23 to 23½c.

**BRASS**—A fair trade is being done in brass, and prices rule steady at 15 per cent. discount on 14 to 20 gauge sheet.

**SPELTER**—There is little movement in this line, and, although the outside markets are barely steady, the quotations are unchanged at 7 to 7¼c. per lb.

**SHEET ZINC**—A good trade is still to be noted in this line, and prices are unchanged at 7½ to 7¾c. per lb. for casks and part casks respectively.

**LEAD**—A little more movement is to be noted in lead, and prices in the outside markets are a little easier. Locally, however, we still quote 5 to 5¼c. per lb.

**SOLDER**—Trade continues brisk and prices unchanged. We quote: Half-and-half, 21 to 22c. per lb.; refined, 20 to 21c., and wiping, 20 to 20½c.

**IRON PIPE**—Trade in iron pipe is fairly good, although very few large quantities are being sold. The cutting does not seem to be as keen as it was, although the feeling is somewhat unsettled, owing to the attitude of the manufacturers in the United States. We quote as follows: Black pipe, ¼ to ¾ inch, \$3.60; ½ inch, \$3.70; ¾ inch, \$4.20; 1 inch, \$5.90; 1¼ inch, \$7.85; 1½ inch, \$9.75; 2 inch, \$13; 2½ inch, discount off to 6 in the list 45 per cent. Galvanized pipe is quoted as follows: ½ inch, \$5.30; ¾ inch, \$6.35; 1 inch, \$9; 1¼ inch, \$12.45; 1½ inch, \$13.75; 2 inch, \$19.90.

**RANGE BOILERS**—The price of these has been advanced by some of the dealers as much as 25 to 50c., according to capacity of boiler, and we now quote Standard as follows: 30 gals., \$7.25; 35 gal., \$8.15; 40 gal., \$9.25. Standard, extra heavy, 30 gal., \$9; 35 gal., \$9.95; 40 gal., \$11.35.

**ANTIMONY**—Business in this line is a little more active than it was, and prices are unchanged at 11 to 11½c. for Cookson's.

#### PAINTS AND OILS.

The feature of the week is the advance of 3c. per gallon in linseed oil on Tuesday, following up the rise of 4c. on Friday, last week. The feeling is firm at the new basis. The turpentine market is steady, as jobbers are waiting for further developments on the primary market, where the crop is not yet fully gathered. Other materials are steady. There is a fairly-good general trade doing. We quote:

**WHITE LEAD**—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½;

## OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

### JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



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West Troy, N.Y.

### DERBY SNAP.

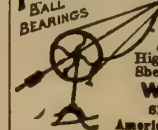
With Plated Rust Proof and Guarded Spring.

"THE LATEST AND BEST."

For Sale by all Jobbers at Manufacturers' Prices.

### PRIEST'S CLIPPERS

BALL BEARINGS



Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

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Don't Forget the Name...

### NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

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The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many qualities.

Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts.

Power Sheep Shearing Machines.

BURMAN & SONS, Limited, Birmingham.

## LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont



### Pullman Sash Balance Co.

Makers of the

"Pullman" Hardware Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.



No. 3, \$5.75; No. 4, \$5; dry white lead in casks, \$5.75.

**RED LEAD**—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

**LITHARGE AND ORANGE MINERAL**—Litharge, 6 to 6½c.; orange mineral, 8 to 8½c.

**WHITE ZINC**—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

**PARIS WHITE**—90c.

**WHITING**—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

**GUM SHELLAC**—In cases, 22¼c.; in less than cases, 25c.

**PUTTY**—Bladders, in bbls., \$1.90; bladders, in 100 lb. kegs, \$2.05; bulk, in bbls., \$1.75; bulk, in less quantities, \$1.90.

**PLASTER PARIS**—New Brunswick, \$1.90 per barrel.

**PARIS GREEN**—Petroleum, bbls., 18c.; arsenic, kegs, 18¼c.; drums, 50 and 100 lb. 18¾c.; drums, 25 lb., 19¼c.; tins, 1 lb., 20¾c.; tins, ½ lb. 22¾c.; packages, 1 lb., 19¾c.; packages, ½ lb., 21¾c.

**PUMICE STONE**—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

**LIQUID PAINTS**—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

**SEAL OIL**—54c. per gallon, and yellow seal at 45c.

**CASTOR OIL**—East India, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

**LINSEED OIL**—Raw, 1 to 4 barrels, 82c.; boiled, 85c.; 5 to 9 barrels, raw, 81c.; boiled, 84c., delivered. Toronto, Hamilton, and London, 2c. less.

**TURPENTINE**—Single barrels, 75c.; two to four barrels, 74c., delivered to outside points. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged. Toronto, Hamilton, London and Guelph, 2c. less.

#### GLASS.

There is a fair demand for window glass. Ornamental and plate glass is in excellent demand. We quote first break locally: Star, in 50 foot boxes, \$2.20, and 100-foot boxes, \$4.20; double diamond under 25 united inches, \$6.25, Toronto, Hamilton and London; terms 4 months or 3 per cent., 30 days.

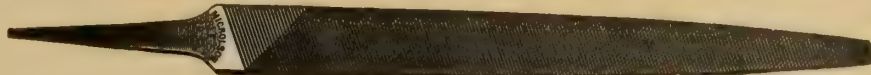
#### OLD MATERIAL.

Offerings keep large, with the demand moderate. Prices are easy since the declines noted last week. We quote jobbers' prices as follows: Agricultural scrap, 70c. per cwt.; machinery cast, 70c. per cwt.; stove cast scrap, 40c.; No. 1 wrought scrap, 60c. per 100 lb.; new light scrap copper, 12c. per

84,000 Daily Production.  
5 Factories. 5 Brands.

## NICHOLSON FILES

For sale all over the World.



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.  
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

### BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass.** Also of a durable, highly-polished material called "**MARBLETTE**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No 68 St. Helens.

lb.; bottoms, 10¼c.; heavy copper, 12c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, 11c.; scrap lead, 3c.; zinc, 3c.; scrap rubber, 5c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

#### HIDES, SKINS AND WOOL

**HIDES**—There is a good demand. Prices are unchanged throughout. We quote as follows: Cowhides, No. 1, 8¼c.; No. 2, 7¼c.; No. 3, 6¼c. Steer hides are worth ½c. more. Cured hides are quoted at 9c.

**SKINS**—There is a fair trade doing. We quote: No. 1 veal, 8-lb. and up, 10c. per lb.; No. 2, 9c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep are selling at \$1.25 to \$1.40; spring and lambskins, 15 to 20c. each.

**WOOL**—There is nothing doing, as stocks are practically all sold. Prices are nominally steady at 16 to 17c. per lb. for combing fleece, and 10c. per lb. for unwashed.

#### SEEDS.

There is a good trade doing in staple seeds. Red clover and alsike are unchanged at \$5 to \$5.75 for red clover, and \$4.80 to \$7.50 for alsike. Timothy is firm at \$1.50 to \$2 per bushel of 48 lb. Common millet and Hungarian keep steady at 75 to 90c., while German or golden millet is firm at \$1.15 to \$1.25 per bushel of 48 lb.

#### PETROLEUM.

There is a light business doing at steady figures. We quote as follows: Pratt's Astral, 20c. in bulk (barrels, \$1 extra); American water white, 20c. in barrels; Photogene, 19c.; Sarnia water white, 18½c. in barrels; Sarnia prime white, 17c. in barrels.

#### COAL.

There is not much doing. Prices are easy at the decline noted last week. We quote anthracite on cars at Buffalo and bridges for May delivery as follows: Nut, egg and stove, \$4.25 per gross ton, or \$3.79 per net ton; grate, \$4 per gross ton, or \$3.57 per net ton.

#### MARKET NOTES.

Linseed oil has advanced 3c. per gal.

The price of Mrs. Potts sad irons has been reduced 5c. per set.

Locks of Canadian manufacture are about 10 per cent. lower.

#### KINDLY SYMPATHY.

Iron Age, New York, in a sympathetic editorial on the Hull-Ottawa fire, says: "Canada is bound to us by so many ties—social, sentimental and commercial—that the outpouring of assistance to her stricken people should be immediate and unstinted. The United States has been favored with abounding prosperity and can afford to be exceptionally liberal just at this time. It should be a pleasure to our open-handed and large-hearted citizens to give generously from their abundance to our afflicted neighbors. They should be assisted to such an extent that they will not only be relieved from immediate destitution and most pressing distress, but will also be able to set themselves vigorously at work to repair the damage that has been done to their material interests. Canada's welfare is closely connected with our own, and we should extend not merely condolence but substantial expressions of our sympathy."

#### THE WORLD'S GREATEST GUN.

The gun that will shoot 20 76 miles has been successfully jacketed at Watervliet, and will now progress to completion. It will, according to an exchange, be the most powerful piece of ordnance in the world, and will weigh, without the carriage, 126 tons. Its length will be 49 feet 6 inches; the diameter of the breech, 6 feet 2 inches; the size of the bore, 16 inches. Theoretical range of the piece will be 20.76 miles; weight of projectile, 2,370 lb. The projectile intended for the big gun is 64 inches long, and the powder charge consists of 1,060 lb. The powder will cost \$265 and the projectile \$600, so that the cost of every discharge, exclusive of wear and tear on the gun and the pay of people in its manipulations, will be \$865. The projectile, with its initial velocity of 2,600 feet a second, will penetrate wrought iron to the depth of 41.6 inches. To attain its maximum range the projectile will reach an elevation of five miles, and the pressure on the gun at the time of its discharge will be 36,000 lb. to the square inch.



## MANITOBA MARKETS.

WINNIPEG, May 7, 1900.

**T**RADE is fair in all lines and there have been one or two important changes in prices. Cut nails have declined 10c. per cwt., and shot has advanced 50c. per 100 lb. ordinary shot is now \$6.75; chilled \$7.25, and buckshot \$7.75.

The drop in wire and nails across the border is not likely to make much difference here.

Price list for the week is as follows:

|                                            |                  |
|--------------------------------------------|------------------|
| Barbed wire, 100 lb.                       | \$4 00           |
| Plain twist                                | 4 00             |
| Staples                                    | 4 50             |
| Oiled annealed wire.                       | 10 4 12          |
| "                                          | 11 4 19          |
| "                                          | 12 4 25          |
| "                                          | 13 4 40          |
| "                                          | 14 4 52          |
| "                                          | 15 4 65          |
| Wire nails, 30 to 60 dy, keg.              | 4 00             |
| " 16 and 20                                | 4 05             |
| " 10                                       | 4 10             |
| " 8                                        | 4 15             |
| " 6                                        | 4 30             |
| " 4                                        | 4 35             |
| " 3                                        | 4 40             |
| Cut nails, 30 to 60 dy.                    | 3 30             |
| " 20 to 40                                 | 3 35             |
| " 10 to 16                                 | 3 40             |
| " 8                                        | 3 45             |
| " 6                                        | 3 50             |
| " 4                                        | 3 80             |
| " 3                                        | 4 05             |
| Horsenails, 45 per cent. discount.         |                  |
| Horseshoes, iron, No. 0 to No. 1.          | 4 90             |
| No. 2 and larger                           | 4 65             |
| Snow shoes, No. 0 to No. 1.                | 5 15             |
| No. 2 and larger                           | 4 90             |
| Steel, No. 0 to No. 1                      | 5 20             |
| No. 2 and larger                           | 4 95             |
| Bar iron, \$3.10 basis.                    |                  |
| Swedish iron, \$5 basis.                   |                  |
| Tool steel, Black Diamond, 100 lb.         | 8 50             |
| Jessop                                     | 13 00            |
| Sheet iron, black, 10 to 20 gauge, 100 lb. | 3 50             |
| 20 to 26 gauge.                            | 3 75             |
| 28 gauge.                                  | 4 00             |
| Galvanized American, 16 gauge.             | 4 25             |
| 18 to 22 gauge                             | 4 50             |
| 24 gauge.                                  | 4 75             |
| 26 gauge.                                  | 5 00             |
| 28 gauge.                                  | 5 25             |
| Genuine Russian, lb.                       | 12               |
| Imitation "                                | 8                |
| Tinned, 24 gauge, 100 lb.                  | 7 55             |
| 26 gauge                                   | 8 80             |
| 28 gauge                                   | 8 00             |
| Tinplate, 1C charcoal, 20 x 28, box        | 11 00            |
| " IX                                       | 13 00            |
| " IXX                                      | 15 00            |
| Ingot tin.                                 | 35               |
| Canada plate, 18 x 21 and 18 x 24          | 4 00             |
| Sheet zinc, cask lots, 100 lb.             | 9 00             |
| Broken lots.                               | 9 50             |
| Pig lead, 100 lb.                          | 4 50             |
| Wrought pipe, black up to 2 inch.          | 50 and 10 p.c.   |
| Over 2 inch.                               | 45 p.c.          |
| Rope, sisal, 7-16 and larger.              | 13 50            |
| " 3/4                                      | 14 00            |
| " 1/2 and 5-16                             | 14 50            |
| Manila, 7-16 and larger                    | 16 00            |
| " 3/4                                      | 16 50            |
| " 1/2 and 5-16                             | 17 00            |
| Solder                                     | 25 1/2           |
| Cotton rope, all sizes, lb.                | 16               |
| Axes, chopping                             | \$ 7 00 to 12 00 |
| " double bitts.                            | 12 00 to 18 00   |
| Screws, flat head, iron, bright.           | 75 and 10 p.c.   |
| Round "                                    | 70 p.c.          |
| Flat " brass                               | 70 p.c.          |
| Round "                                    | 60 and 5 p.c.    |
| Coach                                      | 57 1/2 p.c.      |
| Bolts, carriage 5-16 and smaller.          | 42 1/2 p.c.      |
| 3/4 and larger.                            | 37 1/2 p.c.      |
| Machine                                    | 45 p.c.          |
| Tire                                       | 55 p.c.          |
| Sleigh shoe.                               | 65 p.c.          |
| Plough                                     | 40 p.c.          |
| Rivets, iron.                              | 37 1/2 p.c.      |
| Copper, No. 8, lb.                         | 33 1/2 c.        |

|                                          |                   |
|------------------------------------------|-------------------|
| Spades and shovels.                      | 40 p.c.           |
| Harvest tools.                           | 50, 10 and 5 p.c. |
| Axe handles, turned, s. g. hickory, doz. | \$2 50            |
| No. 1.                                   | 1 50              |
| No. 2.                                   | 1 25              |
| Octagon extra.                           | 1 65              |
| No. 1.                                   | 1 25              |
| Linseed oil, raw, per gal.               | 81                |
| " boiled                                 | 78                |
| Ammunition, cartridges, Dominion R.F.    | 50 p.c.           |
| Dominion, C.F., pistol.                  | 30 p.c.           |
| " military                               | 15 p.c.           |
| American R.F.                            | 40 p.c.           |
| C.F. pistol.                             | 10 p.c.           |
| C.F. military.                           | Net.              |
| Loaded shells, Robin Hood, M             | \$20 00           |
| Eley's soft, 12 gauge.                   | 16 50             |
| chilled, 12 gauge.                       | 18 00             |
| soft, 10 gauge.                          | 21 00             |
| chilled, 10 gauge.                       | 23 00             |
| American, M.                             | 16 25             |
| Shot, Ordinary, per 100 lb.              | 6 75              |
| Chilled                                  | 7 25              |
| Powder, F.F., keg.                       | 4 75              |
| F.F.G.                                   | 5 00              |
| Robin Hood                               | 10 00             |
| Tinware, pressed, retinned.              | 75 and 2 1/2 p.c. |
| " plain.                                 | 70 and 15 p.c.    |
| Graniteware, according to quality.       | 50 p.c.           |
| Turpentine, by barrel.                   | 87c.              |
| Less than barrel.                        | 89c.              |

## WIN A GOOD REPUTATION.

**T**HE reputation of the squarest kind of dealing which a store can obtain by conducting itself in that way is worth more to it every year, and its regard in the minds of customers grows stronger with each evidence given, says The Drygoodsman. It depends upon the conduct of sales force and upon the attitude of the firm towards that conduct how great is to be the prestige and the standing of the concern in a community.

Don't allow your employes to make any transaction which you cannot sanction or which you would not make personally, for the blame of its results are going to fall on you more heavily than on the employe. It is just as easy to keep out of the rogues' gallery which people have in their minds as it is to get into it, but it is a mighty difficult matter to get out of it when once you are placed there, whatever may be the cause.

In a hurrying time, or, in fact, any other time, there is no place for any kind of persuasion but that of simple, plain statements put in the most straightforward and honest manner. The conviction that they carry with them seldom gives a customer a chance to register a protest against the goods she bought, and she never has the opportunity to call the salesman a rogue.

In hurrying trade it takes no longer to talk the goods up for what they really are than to make extravagant or preposterous statements which may lead to future trouble. It is far more to the advantage of a business to lose a sale occasionally because of a lack of some particular thing which a customer asks for than to make a sale through a misleading or deceptive statement. The reaction on sales made in that way is not only on the salesman but also on the store he represents, whose proprietors must stand with him as rogues in the estimation of the people who are dissatisfied.

The Canada Paint Co'y  
LIMITED

The Canada Paint Co'y  
LIMITED

MAY 1900  
1900

NAVIGATION

IS  
OPEN  
AND  
ALL  
OUR  
DEPARTMENTS  
ARE  
IN

"FULL SWING"

DURING  
THE  
SPRING  
RUSH  
BOAT ORDERS  
SHOULD BE  
IN OUR HANDS



24 Hours  
24 Hours

BEFORE THE  
ADVERTISED TIME  
OF THE  
VESSEL'S DEPARTURE.

The Canada Paint Co'y  
MONTREAL

The Canada Paint Co'y  
TORONTO



## TRADE IN COUNTRIES OTHER THAN OUR OWN.

## TINPLATES LOWER IN WALES.

IN consequence of the scarcity of coal, operations at many of the tinplate works were greatly interfered with, and receipts from works only amounted to about 43,500 boxes. They, however, were more than sufficient to supply what shipping was in the Channel. The total exports were only just over 40,000 boxes, the bulk of which went to Continental ports, Belgium and Holland taking 1,250 tons, Italy 1,450 tons, and Russia 2,500 tons. Stocks stand now at about 261,000 boxes. The tone of the market is decidedly weaker. Canadian buyers, who are usually much in evidence at this period of the year, are at present holding off until the new preferential rebate on British goods comes into operation in July next. In nearly all descriptions of plates there has been a decline of  $1\frac{1}{2}$ d. to 3d. per box.—Ironmonger, April 28.

## CUT NAILS LOWER IN THE UNITED STATES

Iron Age: At a meeting held on April 26, the Eastern cut nail manufacturers made the following prices, f. o. b. Pittsburg; terms, 30 days, 1 per cent. off in 10 days:

|                                        |        |
|----------------------------------------|--------|
| Carload lots.....                      | \$2 05 |
| To jobbers in less than carload lots   | 2 10   |
| To retailers in less than carload lots | 2 20   |

These prices are subject to change without notice and only for immediate specifications and prompt shipment. It is safe to assume that cut nails will follow any changes made in the price of wire nails.

It will be noticed that the minimum carload price is now \$2.05, the price for 1,000 kegs and over having been dropped. The present carload price of cut nails shows a reduction of 45c. per keg, compared with previous quotations for largest lots. The differential between wire and cut nails in largest lots was previously 70c., and is now 15c. per keg. The cut nail trade has not had as long a time in which to consider the new situation, and orders do not show a corresponding increase with those for wire nails.

## SCARCITY OF HEMATITE IRON AND ORE.

Never in the history of the trade has it been so difficult to get supplies of hematite pig iron from North-east of England furnaces, and so short is the supply that Spanish pig iron has to be imported. There is no stock in makers' hands, and only 5,065 tons in the public warrant stores here, which latter the holders are in no hurry to part with. Not less than 87s. 6d. will be taken for mixed numbers of East Coast hematite pig iron, which is a good deal more than will be accepted for West Coast warrants. A price for East Coast warrants

is never named. Rubio ore is stronger, 21s. per ton, delivered here, being now the regular price. Consumers are well bought ahead, most of them to the end of the year, and the present quoted price relates to only comparatively small quantities delivered early.—Iron and Coal Trades Review, April 27.

## IRON AND STEEL IN SHEFFIELD.

No noteworthy change has taken place in the position of the iron and heavy steel trades locally since our last report. All the works appear to be producing to their utmost capacity, and the proprietors are not greatly concerned at the fact that forward business is not so abundant as it was last year. Nothing has occurred to encourage the hope of lower prices of material. Hematite irons are scarce and dear; there exists a great demand for Bessemer and Siemens-Martin steel; and in the majority of branches of manufacture difficulty is experienced in obtaining adequate deliveries of Swedish irons for conversion into crucible steel.—Ironmonger, April 28.

## NEW YORK METAL MARKET.

PIG TIN—Although London was up 2s. 6d. and closed firm, the spot market is still reported weak. Nominally \$29.50 was quoted, but it was intimated that on a firm offer less would buy. Futures were neglected and easy.

COPPER—The spot market remained steady, though there was little or nothing doing, and London was reported slightly lower. The close here was at 17c. for Lake Superior ingots and  $16\frac{3}{4}$  to  $16\frac{7}{8}$ c. for other descriptions.

PIG LEAD—The drop in price does not seem to have stimulated the demand and the market closed dull, with the quotation of 4 40c. merely nominal. London was again reported higher on soft Spanish, the advance amounting to 1s. 3d. over yesterday's closing price.

SPELTER—The market was barely steady here, though London was quoted 1s. 3d. higher. The spot market closed at 4.62  $\frac{1}{2}$ c. asked and 4.57  $\frac{1}{2}$ c. bid. The London cable to the Exchange quoted £21 18s. 9d. for good merchant brands.

ANTIMONY—The demand for regulus is light and is supplied at 9  $\frac{1}{2}$  to 11c.

TINPLATE—Deliveries on contracts constitute about the only business doing in this market. Prices are without change.

IRON AND STEEL—The continued absence of important demand intensifies the feeling of weakness in the iron market, though prices are not quotably lower. Steel of all descriptions is held up to the quotations, but there is little new business going forward.

## CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

## FOR SALE.

HARDWARE BUSINESS FOR SALE. FOR particulars address P. O. Box 3, Carman, Manitoba. (22)

Hay Rakes  
Scythe Snaths  
Grain Cradles  
Horse Pokes  
Fork Handles  
Corn Planters

Your order solicited  
by the

Strathroy Mfg. Co.

STRATHROY.

AGENTS WANTED

... for ...

The Berkefeld  
Filter

which is the only filter proved to afford complete protection against the communication of waterborne disease, "WHICH GIVES A QUICK AND LARGE SUPPLY SUFFICIENT FOR ALL HOUSEHOLD REQUIREMENTS."

Adopted by Her Majesty's, the Indian, the Egyptian, and many Foreign Governments.

In use in all the leading London and Provincial Hospitals.

The Berkefeld Filter  
Company, Limited.

121 OXFORD STREET,  
London W., England.

Contractors to Her Majesty's Government for the supply of Filters for the use of the Troops in South Africa.



# HEATING AND PLUMBING

## SOME BUILDING NOTES.

**W**ILSON & SON, architects, are preparing plans for a new Presbyterian mission church to be erected at Stevenson, Ont., to cost \$2,500.

A metal ceiling will likely be put in the Tabernacle church, Stockdale, Ont.

Dr. D. Marr, Ridgetown, Ont., intends erecting a new two storey, 28x42 ft., brick house and office.

Hugh McCowan, architect, Winnipeg, is asking tenders for a house on Carlton street, Winnipeg, for Robert Strong, Esq.

John McClelland, Parry Sound, Ont., is advertising for tenders up to May 15 for a new Presbyterian church in that town.

H. E. Hamilton, Colton & Beatty and Williams & Sloan, dealers in agricultural implements, Sidney, Man., are all enlarging their premises.

The foundation is being laid for a large brick sash factory in Tweed, Ont., for R. F. Houston to take the place of one destroyed by fire last fall.

Mr. Hopson, architect, Halifax, is preparing plans for the new St. John's church, Miramichi, N.B., which is to have sittings for 400 on the main floor.

A fourth storey will be added to the Stobart block Main street, Winnipeg, lately purchased by Mr. Fraser. The bricks are now on the ground and the work will be proceeded with at once.

Princeton, B. C., is going to have another hotel. Messrs. Adams and Murchison, who have the contract for building, have already started work, and expect to have the house ready for opening by the Queen's Birthday.

M. Drennan intends building a handsome business block in front of his livery stable on Gore street, Perth, Ont., which will be divided off into stores, offices, etc. A number of men are already engaged making the necessary excavations.

Robert Jackson, Orillia, Ont., is making extensive improvements to his property and building a large addition to his house. When completed the whole building will be brick clad. The improvements will cost in the neighborhood of \$2,500. J. R. Eaton has the contract.

John Bell, Clinton, Ont., is improving his residence by adding several bedrooms and a bathroom. J. Dayment has the contract. J. Sheppard is building a new residence in the same town, and George A.

Rorke has let the contract for a new residence to S. S. Cooper.

McKelvey & Birch have the contract of fitting up a fine summer residence on the Bay of Quinte, near Bath, Ont., for three wealthy New York merchants, who will spend between \$5,000 and \$6,000 improving the land they have recently purchased there.

Plans are about completed for the new Catholic church to be erected at Eel Brook, N.B. The new edifice will be 129 feet long and cruciform in design. Across the transepts it will be 83 feet 5 inches, and the nave will have a width of 50 feet. The church proper without the vestry will be 112 feet long.

It is likely that there will be considerable building operations at Work Point barracks, near Victoria, this summer. The total appropriation made in last year's estimates was \$125,000, half of this amount being met by the Dominion authorities. New buildings are to be erected on the large tract of land above the barracks' square, and the work of clearing the site is now in progress.

## A UNIQUE REMINDER.

The Ontario Lead and Wire Co., Limited, is issuing to its friends a unique reminder in regard to one of the lines it carries. It is a thermometer on a lithographed miniature half section of the Ronald range boiler, the agency for which that firm recently secured. The "boiler" is about 18 inches long, and the thermometer attached to it is about one-third that length, and the one which has been in the office of HARDWARE AND METAL the last few days has faithfully recorded the temperature therein. The Ontario Lead and Wire Co., Limited, will, doubtless, have a great many applicants for the thermometer.

## HAMILTON'S PLUMBING BY-LAW.

The plumbing inspection by-law prepared by the sub-committee of the Hamilton Council, and which was to have come before the board of health of that city on Monday, has been declared by City Solicitor Mackelcan to be, as originally passed by the sub-committee, not worth the paper it was written on, and could not be legally enforced. The by-law was, consequently, referred back to the sub-committee. They will now ask the solicitor and a practical plumber to aid them in getting out of the trouble.

## THE STRIKE IN HALIFAX.

The Halifax journeymen plumbers are still on strike. The Master Plumbers' Association, with Mr. Hoben, of Hoben & Wooten, as spokesman, have waited on the city board of health asking that the plumbing rules and regulations be so amended that they can employ apprentices to assist them in their work. As the rules now stand all plumbers must have a certificate of competency before they are permitted to do any work. The members of the board will allow the master plumbers to work themselves, that is, if they are qualified. The journeymen's union opposed the request for the amendment. Last Saturday the city engineer decided not to call a meeting of the plumbing examiners to conduct examinations of master plumbers desirous of registering, thereby enabling them, if they pass the examination to do plumbing work themselves. These examinations are regularly held in January and July in Halifax.

## PLUMBING AND HEATING NOTES.

The Plumbers and Steamfitters' Union of Brantford, Ont., have written a warm letter to the local press showing that, through the lack of a competent plumbing inspector, much plumbing is allowed to stand in that city which is not only dangerous to the public health but would not be permitted in other Canadian cities.

The Hamilton plumbers and steamfitters are asking an advance of 75c. per day. The minimum wage is now \$1.75 per day.

## PLUMBING AND HEATING CONTRACTS.

F. Dexter & Co., Truro, have the contract for the plumbing, etc., in the new mills for The Truro, N.S., Knitting Mills Co.

Napoleon Turcot has the contract for roofing and plumbing, and Emery Lesperance for heating the new Roman Catholic church which is to be erected in St. Denis ward, Montreal.

## TORONTO BUILDING PERMITS.

Building permits have been issued in Toronto to H. G. Kent, for a two-storey and attic brick residence on Madison avenue, near Dupont road, to cost \$4,500; to Mrs. E. Herbert, for a two-storey and attic residence on the corner of South Drive and Dunbar road, Rosedale; to cost \$4,500; to Thos. Cummings, for a pair of two-storey





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THE McKINNON BUILDING  
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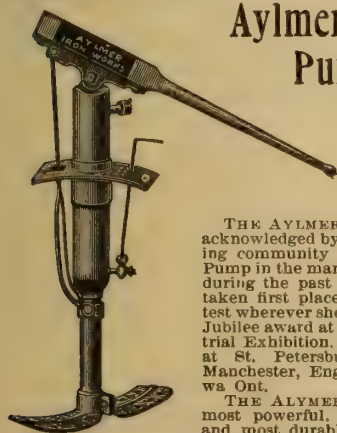
**SEND** for specimen copy of Phillips' Monthly Machinery Register, containing over 5,000 entries of new and second-hand machinery of every description. The oldest established and most successful medium in the world. Established 25 years for the purpose of introducing those who have machinery for sale, to those who wish to buy, has a circulation of about 50,000 copies per annum, all over the world, and is used for continual reference by a large number of firms. It is consequently a most valuable advertising medium for all engineers and manufacturers. Subscription, 6s. per annum, price per copy, 6d. Sole Proprietor, CHAS. D. PHILLIPS, M.I.M.E., Newport, Mon., England. Telegraphic address "Machinery, Newport, Mon."

Do you handle the ...

**Aylmer Spray  
Pumps?**

IF NOT,

Why not  
do so?



THE AYLMER is universally acknowledged by the fruit-growing community to be the best Pump in the market to-day, and during the past two years has taken first place at every contest wherever shown, taking the Jubilee award at Toronto Industrial Exhibition, also first place at St. Petersburg, Russia at Manchester, Eng., and at Ottawa, Ont.

THE AYLMER is to-day the most powerful, easiest-working and most durable Pump in the market. If our travellers have not called on you write us for terms. Liberal discounts to the trade. **EVERY PUMP WARRANTED.**

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## BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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Ontario Nut Works, Paris

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Manufacturers of

All sizes of Hot Pressed  
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Manufacturers of

**HIGH-CLASS VARNISHES ONLY**

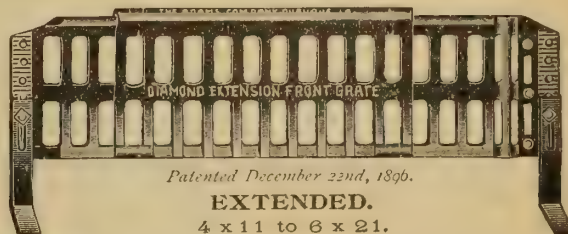
Which can be obtained direct from the works  
or from the principal Color Dealers in Canada.

**DIAMOND EXTENSION FRONT GRATE.**

Ends Slide in Dovetails similar to  
Diamond Stove Back.

**Diamond  
Adjustable Cook  
Stove Damper**

Patented March 14th, 1893.

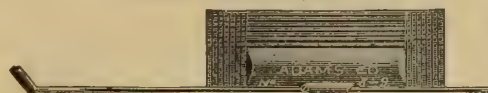


Patented December 22nd, 1896.

**EXTENDED.**

4 x 11 to 6 x 21.

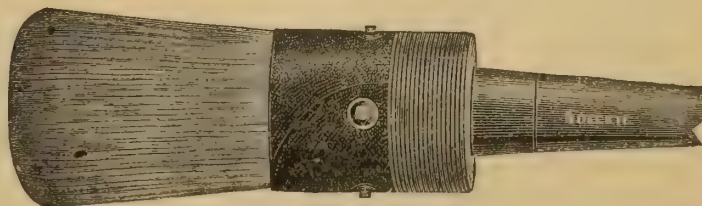
For Sale by Jobbers of Hardware.



Manufactured by **THE ADAMS COMPANY**, Dubuque, Iowa, U.S.A.  
" **A. R. WOODYATT & CO.**, Guelph, Ontario.

**THE DEMAND**

For **BOECKH'S**



Bridled  
Paint

**BRUSHES**

is greater this season than ever. If your stock is not complete, you should lose no time in placing your order. A well-assorted stock is the sure forerunner to increased sales and profits.



80 York  
Street,  
**TORONTO**



and attic dwellings on Davenport, road to cost \$2,500; to W. F. Petry, for a pair of semi-detached residences at 35 and 37 Wellesley street, to cost \$6,000; to Alex. Manning, for a three-storey and mansard addition to a warehouse on Colborne street, near Church, costing \$2,000; to The Wm. Davies Co., Limited, for a \$3,000 store at the corner of Ossington avenue and College street; to E. G. Woodley, for a pair of residences on Davenport road, opposite Hazelton avenue, costing \$6,400; to Mrs. Grace Dean, for a two-storey and attic dwelling on McGill street, near Queen, to cost \$2,000; the Methodist Book Room, for a \$900 addition; Portland street fire hall, for alterations to the extent of \$1,200.

### AN ANTI-TRADING STAMP LAW.

A bill has been passed by the New York State Assembly prohibiting the issuing of trading stamps and making it a misdemeanor for any merchant to distribute or present trading stamps to any person dealing with him. The law, however, does not prevent any merchant or manufacturer placing his own tickets, coupons or other vouchers in or upon packages of goods sold or manufactured by him. Although Governor Roosevelt announced that he would sign the bill, and intended to do so, the Attorney-General having declared it constitutional, a recent decision handed down by the Rhode Island Supreme Court declaring the anti-trading stamp law in that State to be unconstitutional has caused him to halt in his intentions, and he will look carefully into the matter.

Justice Tillinghast, who, in an elaborate opinion discussed the case, lays great stress upon several New York cases, one of which, *The People vs. Gilson*, arose in New York City, and was decided in the Court of Appeals by Justice Peckham, now of the Supreme Court of the United States. That case is authority for the proposition, the court holds, that no person can be prohibited from giving a stamp or check himself, to be redeemed by himself; that there is no substantial difference which requires or will permit legislation, when the trading stamp issued by the merchant himself is redeemable by a third person.

### GEORGE BERTRAM'S WILL.

The late George Hope Bertram, M.P., the well-known shipbuilder, of Toronto, who died on March 20, by a will dated Lindsay, 1876, left an estate worth \$44,050. Of this, \$1,500 is household goods, \$5,050 book debts, \$7,000 life insurance, \$28,000 stocks and \$2,500 real estate situated in the town of Dundas. The entire estate is left to his widow, she also being the sole executrix.

### WINTER PORT TRADE OF ST. JOHN.

At a meeting of the Board of Trade of St. John, N.B., the secretary submitted the following complete comparative statement of winter port trade for the seasons of 1898-1899 and 1899-1900, which shows an increase this season of nearly 50 per cent:

| WINTER EXPORTS 1899-1900.                       |            |              |
|-------------------------------------------------|------------|--------------|
| GRAIN.                                          | BUSHELS.   | VALUE.       |
| Wheat .....                                     | 2,865,809  | \$2,113,530  |
| Corn .....                                      | None       |              |
| Oats, 40 bags .....                             | 837,071    | 263,405      |
| Peas, 5,343 bags .....                          | 164,196    | 89,281       |
| Rye .....                                       | 60,562     | 35,188       |
| Buckwheat .....                                 | 1,884      | 1,130        |
| Barley .....                                    | 417,922    | 161,207      |
| Beans .....                                     | None       |              |
| Grain not designated .....                      | 40         | 30           |
| 5,383 bags, estimated at 3½ bush. per bag ..... | 4,347,481  | \$2,663,771  |
| Flour and meal, pkgs. ....                      | 4,366,342  |              |
| Cattle .....                                    | 253,818    | \$885,829    |
| Sheep .....                                     | 15,451     | 1,035,590    |
| Horses .....                                    | 2,911      | 22,594       |
|                                                 | 484        | 44,270       |
| Deals, board ls, etc., spl. feet .....          | 18,846     | \$1,103,754  |
| Other lumber, spl. feet .....                   | 29,233,133 | 405,187      |
|                                                 |            | \$495,102    |
| Hay .....                                       | TONNS.     | 34,196       |
| Cheese .....                                    | PKGS.      | 772,574      |
| Butter .....                                    | 3,898      | 52,636       |
| Eggs .....                                      | 16,114     | 84,134       |
| Meats .....                                     | 70,557     | 2,616,900    |
| Wood pulp .....                                 | BALES.     | 131,491      |
| Manufactures .....                              | PKGS.      | 359,831      |
| Apples .....                                    | BARRELS.   | 176,329      |
| Lard .....                                      | 88,791     | 523,893      |
| Miscellaneous .....                             | 75,059     | 686,611      |
|                                                 |            | \$10,467,051 |

| THE TONNAGE.                        |         |            |
|-------------------------------------|---------|------------|
| Inward .....                        | 1898-9. | 1899-1900. |
| Outward .....                       | 18,242  | 22,529     |
| Number of vessels, 64 in 1899-1900. | 145,246 | 191,754    |
| Number of vessels, 61 in 1898-1899. |         |            |

| COMPARISON WITH 1898-1899.   |           |             |
|------------------------------|-----------|-------------|
| INCREASES.                   |           |             |
| Wheat (bush) .....           | 1,510,554 | \$1,025,826 |
| Oats .....                   | 131,076   | 39,973      |
| Barley .....                 | 409,575   | 157,825     |
| Other grain .....            |           | 28          |
| Total grain .....            | 1,384,859 | \$1,223,652 |
| Flour and meal (pkgs) .....  | 66,848    | \$242,603   |
| Cattle (number) .....        | 6,875     | \$86,929    |
| Sheep (number) .....         | 1,287     | 12,648      |
| Horses (number) .....        | 198       | 13,240      |
| Total live stock .....       | 8,358     | \$512,817   |
| Lumber (sup. feet) .....     | 7,412,301 | 181,521     |
| Hay (tons) .....             | 357       | 1,318       |
| Cheese (pkgs) .....          | 17,402    | 166,624     |
| Eggs (pkgs) .....            | 3,782     | 33,238      |
| Meats (pkgs) .....           | 28,101    | \$56,130    |
| Wood pulp .....              | 87,791    | 23,840      |
| Lard (pkgs) .....            |           | 523,893     |
| Grand total (increase) ..... |           | \$3,768,720 |

| DECREASES.                    |         |           |
|-------------------------------|---------|-----------|
| Corn (bush) .....             | 633,202 | \$244,351 |
| Peas (bush) .....             | 3,728   | 8,741     |
| Rye (bush) .....              | 10,121  | 14,813    |
| Buckwheat (bush) .....        | 17,597  | 9,586     |
| Beans (bush) .....            | 1,820   | 1,587     |
| Total grain .....             | 666,468 | \$280,078 |
| Butter (pkgs) .....           | 7,528   | \$100,191 |
| Manufactures (pkgs) .....     | 9,676   | 33,758    |
| Apples (bals) .....           | 3,277   | 7,294     |
| Miscellaneous .....           | 20,228  | 66,804    |
| Grand total (decreases) ..... |         | \$408,125 |

|                                                    |             |
|----------------------------------------------------|-------------|
| Net increase for season .....                      | \$3,360,595 |
| Or over 45 per cent. over the season of 1898-1899. |             |

### EARLY CLOSING IN NEEPAWA.

A Neepawa, Man., correspondent writes: "The early closing movement is a certainty in Neepawa at last, the by-law being introduced and passed by the council at its last meeting. This by-law calls for the closing of stores and shops, such as those

selling, furniture, groceries, dry goods, harness, etc., every evening at 7 o'clock, except Saturdays and nights before holidays, which shall be 10 o'clock. The by-law came in force on May 7, and those infracting on the new law are liable to a heavy fine or imprisonment."

### SOME SARCASTIC ADVICE TO ADVERTISERS.

If possible, get in a little dig at your competitor. That shows you have respect for yourself—and his goods.

Always insist on your advertisement being in black type. It doesn't cost any more, and makes up for what you didn't tell.

Never take a white piece of paper and write your advertisements legibly—it is time thrown away. The printer is hired to read any old thing.

If you spend 10 cents in advertising, you ought to make \$100 out of it. That is reasonable and a good business proposition.

Never give the printer any latitude in getting up your advertisements. His lifetime experience is worthless and your taste is better than his, anyhow.

Always wait until the last minute before you send in your copy. The printer then has lots of time to study out display and get up an attractive advertisement.

Always insist that your advertisement be top column next to reading matter. That lets the printer onto the fact that you know a few things and makes him disposed to favor you when he can.

Never reveal the fact that you know that no expenditure of money is so sure of return many fold as that spent in advertising. If the publisher knew you were aware of it, it might make him feel too important.

### CATALOGUES, BOOKLETS, ETC.

#### "YANKEE" TOOL BOOK NO. 2.

The North Bros. Mfg. Co., Philadelphia, makers of "Yankee" tools, have issued their tool book No. 2. This gives illustrated descriptions of their ratchet screwdrivers Nos. 10, 15, 20 and 30; their chuck with drill points, for use in screwdriver No. 30; their automatic drills Nos. 40, 41 and 42, and their reciprocating drill No. 50. The "Yankee" tools have such a reputation amongst users of such goods that every hardware dealer should secure one of the booklets for reference when information is sought concerning the mechanism, appearance and other features of these tools. They can be had on application.

#### CATALOGUE ON TWIST DRILLS AND REAMERS.

The Standard Tool Co., Cleveland, O., is issuing a catalogue on twist drills, reamers, sockets, twist drill and steel wire gauges, etc. It contains 24 well-printed and well-illustrated pages, and the feature of the cover is that it is double.



# "THE ABSENT MINDED BEGGAR."

Is the buyer who does not take the trouble when ordering horse nails to specify the brand he prefers, or that his farrier customers would rather have. Take a little time when ordering, and write for the "C" brand made by the Canada Horse Nail Company. Having done that, see that you get the nails made by us, as there are nails sold with two ("CC") letters which are not of our manufacture. "Imitation is the sincerest form of flattery." Don't buy imitations when you can get the genuine article. We adopted the first letter of the name of our Company — Canada — in 1867, and we alone have the legal right to the use of the gothic letter "C" in connection with the sale of horse nails.

We make horse nails only, and have been manufacturing nothing else for the past 35 years. In buying the "C" brand you get the benefit of that long experience, in the quality, design and finish of the horse nails sold under our name and trade mark "C."

Our nails are sold by the leading wholesale and retail trade from Halifax to Victoria. We shall appreciate your orders through them.

**Canada Horse Nail  
Company,**

**MONTREAL.**

## KNOX HENRY

Heavy Hardware and Metal Broker  
Room 220½ Board of Trade, MONTREAL.

**SPECIALTIES** — C Brand Horse Nails — Canada Horse Nail Co.

**BOLTS** — Tire and Stove Rivets of all kinds — Chalcraft Screw Co.

**BRASS GOODS** — Gunn Castor Co., Limited, Birmingham, Eng.

CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY.  
MONTREAL.

**PERSONS** addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

## HARRINGTON & RICHARDSON ARMS CO.

WORCESTER, MASS., U. S. A.



Makers of  
**High Grade**

# REVOLVERS

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and Hardware Stores almost everywhere.



## E. B. SALYERDS

Manufacturer of

# Hockey Sticks

PRESTON,

Ontario, - Canada.

The Best Stick.

Made of Rock Elm.

Wholesale Trade Only Supplied.

Ask your Wholesale House for the Preston make of Stick.

Write for Prices.

### MANUFACTURERS

Babbitt Metals . . .  
Tinnern' and Plumbers' Solder  
Ingot Brass, etc.

### IMPORTERS AND DEALERS

Pig Tin, Pig Lead  
Ingot Copper . .  
Antimony, etc.

## SYRACUSE SMELTING WORKS.

Factories: MONTREAL,  
and SYRACUSE, N.Y.

## The "DAISY" Barrel Churn

SPECIAL FEATURES FOR SEASON OF 1900.



Angle Steel Stand, with extra patented centre brace.

Patented Double Levers or Bow.

Wheels on the feet.

Hardened and Polished Steel Ball-Bearings.

Patent cover and drip tube.

**SIZES**—Nos. 0, 1, 2, 3, 4 and 5.

The Barrels are made of the best imported White Oak Staves, and will last many years.

Manufactured only by

**The WORTMAN & WARD  
MFG. CO., Limited**

Head Office:  
LONDON, ONT.

Eastern Branch:  
60 McGill St.,  
MONTREAL



## HOW FAR SUCCESS LIES IN GENERAL MANAGEMENT.

THE success or failure of a business lies entirely in its general management. This management includes the entire conduct of the business, and is mainly the operation of one mind. The general manager (proprietor or otherwise) is the power behind the machine. Others may assist, but his mind must conceive and his energy shape the destiny of the enterprise. His seal will be upon its rise or fall; his character will be read in its history and reflected in all its surroundings; he will be known by the appearance of his store and by his conduct towards customers and business associates.

In the management of a successful and prosperous business there is a constant struggle, and an ever enlarging and increasing activity, and

### A MULTITUDE OF PROBLEMS

are ever ahead of the manager, demanding attention and consideration, and calling for the exercise of his best judgment. New conditions are constantly arising; old business ways must be abandoned and new and original methods must be devised and introduced in order to insure success and keep in line with the procession.

Our business manager must be up-to-date. He may wisely conclude to shake off from his clothing the dust of his own store for a time and go out after new ideas, perhaps to visit eastern points in his line of trade, and come in contact with other bright business men and well-organized business concerns. Such a trip will not only afford a change and a rest, but will be instructive and profitable. The value of such excursions cannot be overestimated.

For the retailer with a capital barely sufficient for the conduct of his business, the use of

### WISDOM IN BUYING

is all-important, but the head of such a concern, keenly alert for low prices in making his purchases, and anxious to get an extra 5 or 10 per cent. off, very frequently does the business an injury by overbuying one item and curtailing his business in other directions through failure to keep up his assortment; overstocked with some lines and entirely out of others, with the result that customers go away never to return.

Carefully assorted stock, clean goods, and clean figure selling prices always appeal to customers. Purchases in quarter and one-sixth dozen lots do not have the high-sounding effect with the traveling man that the quarter and six-gross lots do; but the former, if kept up and extended throughout the stock to the amount of the latter quanti-

ties, produces a wonderful difference in the yearly inventory. Many retail merchants rely to too great an extent on the old saying that goods well bought are half sold, not fully realizing that the profits in business are made on the goods sold.

### BUYING AND ASSORTING.

Careful buying first; then careful assorting. And much closer attention and greater care are required in this work than formerly. Every bill of goods put upon the shelves should contain a few of the cheaper as well as the better class of goods in every line throughout the store. These cheaper goods, if marked low and properly shown up and explained by the salesman, will be the means of convincing the customer of the better values given in the higher-priced lines, and will insure a continuance of his patronage.

The shadow of trusts, large manufacturing combines, department stores and catalogue houses has fallen across the business of the single line merchant. There are few publications to-day that do not with every new issue bring out the views of some ambitious writer upon this subject. Opinion is largely divided as to their effect, but the majority of the single line men feel that they could get along very comfortably without them. Our business manager views these concerns with some distrust and with the nervous suspicion that if carried too far these institutions may compel him to join the army of employees.

### THE SINGLE LINE MERCHANT.

must adapt himself quickly to these changes in business methods. He will not quarrel with a proposition because it is new. The proof of success is success. Be the new way only honorable he cannot afford to let his competitors reap all the benefits of the change. Our successful manager will not fail to invest a portion of each year's profits in judicious advertising. Change advertisements often; use "cuts," and make this a regular department of the work.

Someone will ask does it pay? The answer is seen in the steady growth of the huge department stores, promoted by extensively advertised enlargement sales, etc. Newspapers are the world's educators, and many people read the advertisements before they read the news.

Suppose, as the lawyers say, we take a hypothetical case: Mr. A. has just opened a department store in town, including a clean and neat hardware department. His Sunday three-quarter column advertisement tells of kitchen supplies, Mrs. Potts' irons, wringers, at prices that would make the

manufacturers of these goods red in the face. This line until now has been

### OUR MANAGER'S HOBBY.

To-day he looks a trifle weary and is giving sharp orders right and left.

Now look out for rapid changes, quick shifting to meet new condition. Have you heard our manager give the newspaperman an advertising contract for a six-months' term. Change once a week. Kitchenware cuts to run every advertisement. Orders are given to the head clerk to make room for four large counters or tables to hold this class of goods. This upsets the clerk, as he is not a price cutter. A week has passed. The fight is on. Our tables are carefully arranged, showing the 5 and 10c. lines, and whenever Mr. A. advertises anything in hardware, our manager follows with an advertisement, and the price goes a notch or two lower. If he never makes another dollar in these lines he will not allow Mr. A. to control that part of the trade.

Our successful manager will be faithful to the

### DETAILS OF THE BUSINESS.

He will be familiar with its minutest affairs and will permit no waste. Empty packing cases will be looked after with the same care that he would give to an invoice of cutlery.

Our manager will be wise in the choice of his clerks. Every employe will be encouraged to feel that he has a personal interest in the business, and should be taught not only to work, but to think.

Our manager believes in catchy window displays, big figure price cards, samples from all lines constantly in sight, often visiting other retail stores in his line of trade and exchanging ideas, give and take, and a gain all around. He reads trade papers, advertisements, editorials and keeps himself well informed.

In conclusion, the writer is reminded that a good man is rather to be chosen than great riches, and feels bound to say that, after all, the truly successful business man will value his good name above riches and worldly success.

C. E. CLEVELAND.

## NEW BRUNSWICK SHORE LINE ROAD.

A St. John, N. B., despatch says: "Superintendent McPeak, of the Shore Line Railroad, is authority for the announcement that a company is endeavoring to purchase the railway, and, if consent can be obtained from the Canadian and American Governments, a bridge will be constructed across the St. Croix river at St. Stephen, thereby enabling the road to connect with the Washington County Railway in Maine, and eventually to establish a through line to the West. Speaker Hill, of the New Brunswick Legislature, states that he is in favor of assisting the road financially to construct a bridge."



**ALEXANDER GIBB**

Manufacturers' Agent and Metal Broker  
13 St. John Street, Montreal.

Representing British and American manufacturers of  
Tinplate, Tinned Sheets, Terne Plates, Canada Plates, Gal-  
vanized Sheets, Imitation Russia Sheets, Black Sheets—Iron  
and Steel—Hoops and Bands, Proved Coil Chain, Brass and  
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.

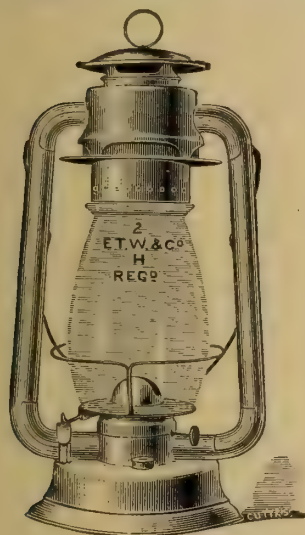
**VanTuyt & Fairbank**

Petrolia, Ont.

Headquarters for ..

Oil and Artesian Well  
Pumps, Casing, Tubing  
Fittings, Drilling  
Tools, Cables, etc.

*McLuskill, Dougall & Co*  
*Fine Varnish & Japan*  
*Manufacturers*  
*Montreal*  
*Price Lists on application*



**E. T. WRIGHT & CO.**  
Hamilton, Ont.

**WRIGHT'S**  
Ask your Jobber for

The only genuine  
Cold Blast Lantern made.



**"JARDINE"**  
**TIRE UPSETTERS**  
**WILL UPSET TIRES**

Some machines sold as Upsetters will not.  
Perhaps you make as much money on the  
sale of a useless Upsetter as on a good  
one, but your customer does not. He  
don't want a machine because it is called  
an Upsetter he wants a machine to upset  
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

**A. B. JARDINE & CO.**  
**HESPELER, ONT.**

**...FREE**  
To anyone for the asking  
**1900 Catalogue, showing complete line**  
**Tinners' and Roofers' Supplies.**  
Large Stock, Great Variety, Prompt Shipments. **GET OUR PRICES.**  
**BERGER BROS. CO.,**  
231 AND 237 ARCH STREET, - PHILADELPHIA  
Factory—3114-16-18 and 20 North 17th Street.

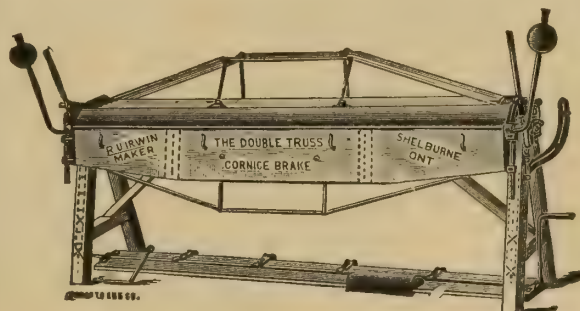
**Hardwood CHARCOAL** in Bulk or Sacks.  
**WOOD ALCOHOL** equalling Methylated Spirits as a solvent.

Manufactured only by ...

**THE STANDARD CHEMICAL CO., Limited**

Factories { Fenelon Falls.  
Deseronto.

Gooderham Building, **TORONTO**



This eight-foot Brake bends 22-gauge iron  
and lighter, straight and true.

**Price, \$60**

Very handy header attachment, \$15 extra  
if required.  
Send for circulars and testimonials to

**The Double Truss Cornice**  
**Brake Co. SHELBURNE, ONT.**

**STEVENS FINE TOOLS**

We make a perfect line  
of

**CALIPERS and DIVIDERS**

Also such tools as Surface Gauges, Tool Makers'  
Clamps, Center Punches, etc.

Write for our New Catalogue containing a description of our Tools. It is also  
a valuable hand-book of information for mechanics and people interested in  
such lines.

**J. Stevens Arms & Tool Co.**

P.O. Box 216, Chicopee Falls, Mass., U.S.A.

Carried by our representatives at Toronto and Montreal.

**HUTCHISON, SHURLY & DERRETT**

**DOVERCOURT**  
**TWINE MILLS.**

**1078 BLOOR STREET WEST**  
**TORONTO.**

Having equipped our Factory with entirely new machinery, we are prepared  
to furnish the best made goods in the market at closest prices and make  
prompt shipments.

**Hand Laid Cotton Rope and Clothes Lines,**  
**Cotton and Russian Hemp Plough Lines, plain and colored.**  
**Cotton and Linen Fish Lines, laid and braided.**  
**Netted Hammocks, white and colored, Tennis and Fly Nets.**  
**Shipping Ropes, Jute, Hemp and Flax Twines.**



## HOW TO TAKE CARE OF BRUSHES.

**B**AD painting is often a matter of bad brushes—brushes that have not been taken care of properly. Twisted bristles and misshaped ends will make the best paint cover poorly and always deface the surface with brush marks.

Most practical painters recognize this, and are careful to see that their tools are right and kept in good condition. But the amateur painter and a big percentage of the paint dealer's patrons know very little about the care of brushes or how necessary to good painting well-kept brushes are. Some practical painters seem to lack the right information on the subject as well.

To all these the dealer stands as instructor. For his own best interest, as well as theirs, he should never lose an opportunity of telling how best to take care of a brush.

### TEMPERATURE FOR BRUSHES.

The bristles of every brush are held in place by the handle. It passes through the shank of the brush, and is kiln dried to fit perfectly. If it shrinks, however, its outward tension is lost and the bristles loosened.

For this reason the first principle in brush care is to keep the tool, when it is new or not soaking, in a cool place, out of hot rooms and any temperature that would tend to shrink the wood of the handle. It is a point to be kept well in mind by the dealer as well as the consumer.

### CLEANING PAINT BRUSHES.

No new brush should be dipped in the paint and put to work without first being cleaned. By working it with a brisk movement back and forth through the hand most of the dust and loose hairs will be taken out. A paint brush, when thus thoroughly "dry cleaned," should be placed in water for a few minutes, not long enough to soak or swell it, but only until wet through, and then swung and shaken dry. It is then ready to dip in the paint, and although some of the hairs may still be loose, most of them will come out in the first few minutes working and can be easily picked from the surface.

### "SETTING" THE PAINT BRUSH BRISTLES.

For the first two or three days new brushes require special care while at rest. They should be dipped in raw oil or the paint itself and smoothed out carefully; then laid on their sides over night. The chisel pointed brushes should be set at an incline, the handle supported just enough to allow the brush to lie along the point. This is done to prevent twisting of the bristles, and to keep the shape of the brush perfect. It is

necessary to do this only two or three times before the shape becomes "set."

### PAINT BRUSHES AT REST.

The second most important principle in brush care is never to leave the brush on end while at rest. At night it should always be placed in a "brush keeper"—a water-tight box, or a paint keg, with nails driven through the sides, on which the brushes can be suspended in water. Holes are bored in the handles so the brush will hang free of the bottom, but with the bristles entirely under water. Before placing them in water the brushes should be wiped so as not to be too full of paint, but not cleaned.

Even for temporary rest during a job the brush should never stand on end.

### CLEANING VARNISH BRUSHES.

Varnish brushes, and brushes used in varnish stain, buggy paint and all color in varnish require different handling than paint brushes. They should be more thoroughly "dry cleaned" for one thing in order that all loose hairs may be worked out. After working them through the hand it is a good thing to pass the brush back and forth over a sheet of sandpaper. This rough surface will pull out the loose bristles and smooth down the rough ends of the chisel point.

The brush should then be washed by working it for a few minutes in clean turpentine and swinging it dry. It should never be put in water.

For carriage work and fine varnishing the brush should be "broken in" on the rubbing coat in order to work out all the dust particles before it is used on the finishing coats.

### VARNISH BRUSHES AT REST.

Varnish brushes should be kept at rest in turpentine and varnish, or better still in some of the varnish that the brush is used in. They should not be kept in turpentine only, as that makes the brush "lousy"—roughens the bristles.

### WASHING BRUSHES.

All the brushes should be washed in benzine or turpentine and shaken dry—not whipped—when it is desired to change from one color to another, or from one varnish to another.

If these simple rules are followed brushes will be found to last longer, and the painting would turn out much better than it would otherwise. As a general thing the brushes are an index to the worth of the painter—the better the brush the better the painter.—The S. W. P. for May.

## IRON STRUCTURAL WORK IN CANADA.

The following is from a recent issue of The New York Journal of Commerce: "Another large foreign bridge contract has been secured by builders in this country in competition with English makers. The Phoenix Bridge Company, of Phoenixville, Pa., has, it is reported, been awarded the contract to build the St. Lawrence river bridge at Quebec at a price aggregating some \$4,500,000. All of 27,000 tons of steel will be needed for the undertaking. At the time the Canadian Government were asking for bids the particulars were given in this column. The structure is to be 150 feet above the river, so as to admit the passage of large vessels under it. The width will be 76 feet, with three spans, two of 600 feet each and one of 1,800 feet. There will be four railroad tracks, a driveway, and walks on each side. It will take the bridge company some three years to turn out the work, complete the structural material, and erect the bridge. Considerable new machinery will have to be added to the shops of the bridge company before the work can begin. So heavy will some of the structural work be that it is believed that special freight cars will have to be constructed for its transportation. Engineers are at present at work on the plans for the bridge. Among the many other undertakings for which there are opportunities for American manufacturers to bid may be mentioned those of the Canadian General Electric Company, of Toronto, which is asking for bids on a large steel building. The National Cycle Company, of Hamilton, is about to erect a large factory and will require new tools, machinery and an electric light plant. The Baldwin Iron and Steel Company, of Ottawa, Ont., which has just been incorporated, with a capital stock of \$40,000, will build a shop and will require some machinery and tools for the manufacture of engines and other machinery. The Town Council of Rat Portage, Ont., will soon be in the market for a large rock crusher and for some dynamos for the electric power house there. Notwithstanding the home competition, which is keen in Canada, the manufacturers of the United States, as shown by the above bridge contract, are able to secure considerable business there. In Government work English competition plays a very important part, but in private undertakings this country enjoys many advantages. In the Ottawa and Hull disastrous fire there were a number of sawmills and match factories which were equipped with American machinery. It is expected that these and other undertakings will shortly be preparing plans for the reconstruction of their works."



## CANADA IRON FURNACE CO.,

Manufacturer of Limited

## CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que.  
Lac a lac Tortue.Three Rivers.  
Grand Piles.

We Manufacture

AXES, PICKS  
MATTOCKS, MASONS'  
and SMITH HAMMERS  
and MECHANICS' EDGE  
TOOLS.

All our goods are guaranteed.

Geo. E. Drummond,

Managing-Director and Treasurer

James Warnock &amp; Co., - Galt, Ont.

## CURRENT MARKET QUOTATIONS

May 11, 1900.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

## METALS.

## Tin.

Lamb and Flag—  
56 and 28 lb. ingots, per lb. 0 37 0 38  
Straits ..... 0 37 0 38

## Tinplates.

Charcoal Plates—Bright  
M.L.S., equal to Bradley. Per box \$7 00  
I.C., usual sizes ..... 8 50  
I.X., " ..... 10 00  
Famous—  
I.C. .... 7 50  
I.X. .... 8 50  
I.X.X. .... 9 50  
Raven & Vulture Grades—  
I.C., usual sizes ..... 5 25  
I.X., " ..... 6 25  
I.X.X., " ..... 7 25  
I.X.X.X., " ..... 8 25  
D.C., 12½x17 ..... 4 75  
D.X., " ..... 5 50  
D.X.X. .... 7 50

## Joke Plates—Bright.

Bessemer Steel—  
I.C., usual sizes ..... 4 60  
I.C., special sizes, base ..... 4 85  
20x28 ..... 9 50

## Charcoal Plates—Terns

Dean or J. G. Grade—  
I.C., 20x28, 112 sheets ..... 9 50  
I.X., Terns Tin ..... 11 50

## Charcoal Tin Boiler Plates.

Cookley Grade—  
X.X., 14x56, 50 sheet bxs } Per lb.  
" 14x60 " } 0 07 0 07½  
" 14x65, " } 0 07 0 07½

## Tinned Sheets.

72x30 up to 24 gauge ..... 0 08 0 08½  
" 26 " ..... 0 08½ 0 09  
" 28 " ..... 0 09 0 09½

## Iron and Steel.

Base Price  
Common Bar per 100 lbs ..... 2 45 2 55  
Refined " ..... 2 85 2 95  
Horse Shoe Iron ..... 2 70 2 80  
Hoop steel, ½ to 3 in. base,  
extras for smaller sizes ..... 3 25  
Swedish ..... 4 00 4 25  
Sleigh Shoe Steel " base ..... 2 85  
Tire Steel ..... 2 85  
Machinery ..... 3 25  
Cast Steel, per lb ..... 0 10 0 14  
" Cast Steel ..... 0 12 0 14  
" Firth & Sons' Cast Steel ..... 0 10½ 0 11  
Russian Sheet, per lb ..... 0 10½ 0 11  
Tank Plates, 1-5 and thicker. 3 00 3 25  
Boiler Rivets ..... 4 50 5 00

## Boiler Tubes.

1½-inch ..... 0 13 0 14  
2 " ..... 0 15 0 16  
2½ " ..... 0 18 0 19  
3 " ..... 0 19 0 20

## Steel Boiler Plate.

¾ inch ..... 3 25  
3-16 inch ..... 3 40  
¾ inch and thicker ..... 3 25

## Black Sheets.

18 gauge ..... 3 20

20 gauge ..... 3 20  
22 to 24 " ..... 3 30  
26 " ..... 3 40  
28 " ..... 3 60

## Canada Plates.

All dull, 52 sheets ..... 3 35 3 50  
Half polished ..... 3 45 3 60  
All bright ..... 3 85 4 00

## Iron Pipe.

Wrought pipe, per 100 feet, ¼ to ¾ inch,  
\$3 60; ½ inch, \$3 70; ¾ inch, \$4 20; 1 inch,  
\$5 90; 1½ inch, \$7 85; 2 inch, \$9 75; 2½ inch,  
\$13 00. 2½ to 6 inch, discount 45 p.c.  
Galvanized, ½ inch, \$5 31; ¾ inch, \$6 35;  
1 inch, \$9 00; 1½ inch, \$12 45; 2 inch,  
\$13 75; 2½ inch, \$19 90.

## Galvanized Sheets.

G.C. Comet. Amer. Head  
16 gauge ..... 4 50 4 35  
18 to 24 gauge 4 60 4 20 4 50 4 60  
26 " 4 85 4 45 4 50 4 85  
28 " 5 10 4 70 4 75 5 10  
Less than case lots, 15c. per 100 lb. additional.  
28 gauge American equals 26 gauge English.

## Chain.

Proof Coil, 3-16in., per 100lb ..... 8 50  
" 5-16 " " ..... 6 00  
" ¾ " " ..... 5 45  
" 7-16 " " ..... 5 15  
" ½ " " ..... 5 00  
" ¾ " " ..... 4 80  
" 1 " " ..... 4 75

Halter, kennel and post chains, 40 and 50 p.c.  
Cow ties ..... 40 p.c.  
Stall fixtures ..... 35 p.c.  
Trace chain ..... 25 and 5 p.c.  
Jack chain, iron, single and double, dis-  
count 35 p.c.  
Jack chain, brass, single and double, dis-  
count 40 p.c.

## Copper.

English B.S., ton lots ..... 0 19½ 0 20½  
Lake Superior .....  
Bolt or Bar .....  
Outlengths, round, ½ to ¾ in.  
round and square  
1 to 2 inches ..... 0 23½ 0 25

Untinned, 14 oz. and light, 16  
oz., 14x48 and 14x60 ..... 0 23 0 23½  
Untinned, 14 oz. and light, 16  
oz., irregular sizes ..... 0 23 0 23½  
NOTE.—Extra for tinning, 2 cents per  
pound, and tinning and half planishing 3  
cents per pound.  
Tinned copper sheets ..... 0 26  
Planished ..... 0 32

Braziers. (In sheets.)  
4 (5 to 25 to 30 lbs. ea., per lb. .... 0 25½  
" 35 to 45 " " ..... 0 24½  
" 50-lb. and above, " ..... 0 23½  
Boiler and T. K. Pitts.  
Plain Tinned, per lb ..... 0 28  
Spun, per lb ..... 0 32

## Brass.

Roll and Sheet, 14 to 30 gauge, 15 percent.  
Sheets, hard-rolled, 2x4 ..... 0 24  
Tubing, base, per lb ..... 0 24 0 25

## Zinc Spelter

Foreign, per lb ..... 0 07 0 07½  
Domestic ..... 0 07 0 07½

## Zinc Sheet.

5 cwt. casks ..... 0 07½  
Part casks ..... 0 07½

## Lead.

Imported Pig, per lb ..... 0 05  
Bar, 1 lb. .... 0 05½  
Sheets, 2½ lbs. sq. ft., by roll ..... 0 05½  
Sheets, 3 to 6 lbs., " ..... 0 05½

NOTE.—Cut sheets ½ cent per lb. extra  
Pipe, by the roll, usual weights per yard, lists  
at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.  
NOTE.—Cut lengths, net price, waste pipe  
8-ft. lengths, lists at 7½ cents.

## Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00  
per 100 lb.; buck, seal and bal., \$7.50. Dis-  
count, ½ p.c. Prices are f.o.b. Toronto,  
Hamilton, Montreal, St. John and Halifax.  
Terms 3 per cent. cash, freights equalized on  
Montreal.

## Solder and Fittings.

Discount, 50 percent. on medium and extra  
heavy, and 45 per cent. on light.

## Solder. Per lb. Per lb.

Bar half-and-half ..... 0 21 0 23  
Refined ..... 0 20½ 0 21  
Wiping ..... 0 20 0 20½  
NOTE.—Prices of this graded according to  
quantity. The prices of other qualities of  
solder in the market indicated by private  
brands vary according to composition.

## Antimony.

Cookson's, per lb ..... 0 11 0 11½

## White Lead.

Pure, Assoc. guarantee, ground in oil  
25 lb. irons ..... 6 87½  
No. 1 do ..... 6 50  
No. 2 do ..... 6 12½  
No. 3 do ..... 5 75  
No. 4 do ..... 5 37½  
Munro's Select Flake White ..... 7 12½  
Elephant and Decorators' Pure ..... 6 87½

## Red Lead.

Genuine, 560 lb. casks, per cwt. .... \$3 50  
Genuine, 100 lb. kegs, per cwt. .... 5 75  
No. 1, 560 lb. casks, per cwt. .... 5 25  
No. 1, 100 lb. kegs, per cwt. .... 5 00

## White Zinc Paint.

Elephant Snow White ..... 0 08 0 09  
Pure White Zinc ..... 0 08 0 09  
No. 1 ..... 0 06 0 07½  
No. 2 ..... 0 05 0 06½

## Dry White Lead.

Pure, casks ..... 5 75  
Pure, kegs ..... 6 25  
No. 1, casks ..... 5 10  
No. 1, kegs ..... 6 00

## Prepared Paints.

In ¼, ½ and 1 gallon tins.)  
Pure, per gallon ..... 1 20  
Second qualities, per gallon ..... 1 00  
Barn (in bbls.) ..... 0 75 0 85  
The Sherwin-Williams Paints ..... 1 35  
Canada Paint Co's Pure ..... 1 20  
Sanderson Pearey's Pure ..... 1 20  
Stewart & Wood's Champion Pure ..... 1 10

## Colors in Oil.

(25 lb. tins, Standard Quality.)  
Venetian Red, per lb ..... 0 05  
Chrome Yellow ..... 0 11  
Golden Ochre ..... 0 06  
French ..... 0 05  
Marine Black ..... 0 09  
" Green ..... 0 09  
Chrome ..... 0 08  
French Imperial Green ..... 0 19

## Colors, Dry.

Yellow Ochre (J.C.I.) bbls ..... 1 35 1 40  
Yellow Ochre (J.F.L.S.) bbls ..... 2 75  
Yellow Ochre (Royal) ..... 1 10 1 15  
Brussels Ochre ..... 2 00  
Venetian Red (best), per cwt. 1 80 1 90  
English Oxides, per cwt. 3 00 3 25  
American Oxides, per cwt. 1 75 2 00  
Canadian Oxides, per cwt. 1 75 2 00  
Super Magnetic Oxides, 93 p.c. 2 00 2 25  
Burnt Sienna, pure, per lb. 0 10  
" Umber, " ..... 0 10  
do Raw ..... 0 09  
Drop Black, pure ..... 0 09  
Chrome Yellows, pure ..... 0 18  
Chrome Greens, pure, per lb. 0 12  
Golden Ochre ..... 0 03½

Ultramarine Blue in 28-lb  
boxes, per lb. .... 0 08 0 24  
Fire Proof Mineral, per 100 lb. .... 1 00  
Genuine Eng. Litharge, per lb. .... 0 07  
Mortar Color, per 100 lb. .... 1 25  
English Vermillion ..... 0 80  
Pure Indian Red, No. 45, lb. .... 0 08  
Whiting, per 100 lb. .... 0 55

## Blue Stone.

Casks, for spraying, per lb. .... 0 07  
100-lb. lots, do. per lb. .... 0 08

## Putty.

Bladders in bbls. .... 1 90  
Bladders in 100 or 200 lb. kegs or bxs 2 05  
Bulk in bbls., per 100 ..... 1 75  
Bulk in less quantities ..... 1 90  
25-lb. tins, 4 in case ..... 2 15  
12½-lb. tins, 8 in case ..... 2 40

## Varnishes.

(In 5-gal. lots.) Per gal.  
Carriage, No. 1 ..... 1 45 1 65  
" body ..... 4 00 4 50  
" rubbing ..... 2 00 2 10  
Gold Size, Japan ..... 1 50 1 70  
Brown Japan ..... 1 20 1 40  
Elastic Oak ..... 1 45 1 65  
Furniture, extra ..... 1 20 1 40  
" No. 1 ..... 0 80 1 00  
Hard Oil Finish ..... 1 35 1 55  
Light Oil Finish ..... 1 60 1 80  
Demar ..... 1 65 1 85  
Shellac, white ..... 2 20 2 40  
" orange ..... 2 00 2 20  
Furniture Brown Japan ..... 0 80 1 00  
Black Japan ..... 1 20 1 40  
" No. 1 ..... 0 80 1 00



The Imperial  
Varnish & Color  
Co's, Limited  
Elastilite Varnish,  
1 gal. can, each,  
\$3 00.

Granatine Floor  
Finish, per gal.,  
\$2 75.

Maple Leaf  
Coach Enamels:  
Size 1, \$1 10  
Size 2, 60c.; Size  
3, 40c. each.

## Linseed Oil.

Raw. Boiled.  
1 to 4 bbls delivered ..... \$0 82 \$0 85  
5 to 9 bbls " ..... 81 84  
Montreal, Toronto, Hamilton, Quebec,  
London, Ottawa, Kingston and Guelph,  
2c. less.

## Turpentine.

Single barrel ..... 0 75  
2 to 4 barrels ..... 0 74  
Freight allowed, Toronto, Hamilton Lon-  
don, Guelph, 2c. less.

## Castor Oil.

East India, in cases, per lb. 0 09½ 0 10  
" small lots " 0 10 0 10½

## Cod Oil, Etc.

Cod Oil, per gal. .... 0 55 0 55  
Pure Olive ..... 1 20  
" Neatsfoot ..... 0 60

## Glee.

Common ..... 0 55½ 0 09  
French Medal ..... 0 14 0 14½  
Cabinet, sheet ..... 0 12 0 13  
White, extra ..... 0 18 0 20  
Gelatin ..... 0 22 0 30  
Strip ..... 0 18 0 20  
Coopers ..... 0 19 0 20  
Huttner ..... 0 18







# THOS. FIRTH & SONS, Limited, SHEFFIELD

## Tool Steel and Rock Drill Steel

The Standard for past 50 years  
in Canada and United States.

ALWAYS CARRIED IN STOCK.



### H. W. DeCOURTENAY & Co.

Sole Agents for Canada.

476 St. Paul St., MONTREAL.

Always Specify this BRAND When Ordering.



#### HORSESHOES.

| Iron Shoes.                | F.O.B. Toronto<br>No. 2<br>and<br>larger. | No. 1.<br>and<br>smaller |
|----------------------------|-------------------------------------------|--------------------------|
| Light, medium, and heavy.  | 4 05                                      | 4 30                     |
| Snow shoes.                | 4 30                                      | 4 55                     |
| Steel Shoes.               |                                           |                          |
| Light.                     | 4 35                                      | 4 60                     |
| Featherweight (all sizes). | 5 60                                      | 5 60                     |
| Too weight steel shoes.    |                                           | 6 70                     |

JAPANNED WARE.  
Discount, 45 and 5 per cent. off list, June, 1899.

ICE PICKS. 3 00 3 25

KETTLES.  
Brass spun, 7½ p.c. dis. off new list. 0 50  
Copper, per lb. 0 30  
American, 60 and 10 to 65 and 5 p.c.

KEYS.  
Lock, Can., dis., 27½ p.c.  
Cabinet, trunk, and padlock,  
Am. per gross. 60

KNOBS.  
Door, japanned and N.P., per  
doz. 1 50 2 50  
Bronze, Berlin, per doz. 2 75 3 25  
Bronze Genuine, per doz. 6 00 9 00  
Shutter, porcelain, F. & L.  
screw, per gross. 1 30 4 00  
White door knobs—per doz. 1 25

HAY KNIVES.  
Discount, 50 and 10 per cent.

LAMP WICKS.  
Discount, 60 per cent.

LANTERNS.  
Cold Blast, per doz. 7 50  
No. 3 "Wright's" 8 50  
Ordinary with O burner 4 25  
Dashboard, cold blast 9 50  
No. 0. 6 00  
Japanning, 50c. per doz. extra.

LEMONG SQUEEZERS.  
Porcelain lined. 2 20 5 60  
Galvanized 1 87 3 85  
King, wood. 2 75 2 90  
King, glass. 4 00 4 50  
All glass. 1 20 1 30

LINES.  
Fish, per gross. 1 05 2 50  
Chalk 1 90 7 40

LOCKS.  
Canadian, dis. 33½ p.c.  
Russell & Erwin, per doz. 3 05 3 25  
Cabinet.

Eagle, dis. 30 p.c.  
English and Am., per doz. 50 6 00  
Scandinavian. 1 00 2 40  
Eagle, dis. 15 to 17½ p.c.

MACHINE SCREWS.  
Flat head, discount 25 p.c.  
Round Head, discount 20 p.c.

MALLETS.  
Tinmiths', per doz. 1 25 1 50  
Carpenters', hickory, per doz. 1 25 3 75  
Lignum Vitae, per doz. 3 85 5 00  
Caulking, each. 60 2 00

MATTOCKS.  
Canadian, per doz. 8 50 1 00

MEAT CUTTERS.  
American, dis. 25 to 30 p.c.  
German, 15 per cent.

MILK CAN TRIMMINGS.  
Discount, 25 per cent.

NAILS.  
Quotations are: Cut. Wire.  
2d. and 3d. \$3 85 \$4 20  
3d. 3 50 4 85  
4 and 5d. 3 25 3 70  
6 and 7d. 3 15 4 55  
8 and 9d. 3 00 3 35  
10 and 12d. 2 95 3 30  
16 and 20d. 2 90 3 25  
30, 40, 50 and 60d. (base). 2 85 3 20  
Steel Cut Nails 10c. extra.

Miscellaneous wire nails, dis. 7½ per cent.

NAIL PULLERS.  
German and American. 1 85 3 50

NAIL SETS  
Square, round, and octagon,  
per gross. 3 38 4 00  
Diamond. 12 00 15 00

NETTING.  
Poultry, 45 per cent. for McMullen's.  
OAKUM. Per 100 lb.  
Navy. 6 00  
U. S. Navy. 7 25

OIL.  
Canada refined (Toronto) 0 13½  
Sarsia Water White. 0 15  
Pratt's Astral. 0 18  
Sarsia, Prime White. 0 14  
American w. w. 0 16½

OILERS.  
McClary's Model galvan. oil  
can, with pump, 5 gal. 0 00 10 00  
Zinc and tin, dis. 50, 50 and 10. 1 25 3 50  
Copper, per doz. 1 50 3 50  
Brass, 1 50 3 50  
Malleable, dis. 25 per cent.

PAIERS.  
Galvanized pails, discount 45 per cent.  
Galvanized flaring pails, discount 45 per cent.  
Galvanized washbuds, discount 45 per cent.

PICED WARE.  
Discount 40 per cent. off list, June, 1899.

PICKS.  
P r doz. 6 00 9 00

PICTURE NAILS.  
Porcelain head, per gross. 1 50 3 00  
Brass head, 0 40 1 00

PLANES.  
Wood, bench, Canadian dis. 55 per cent.  
American dis. 55.  
Wood, fancy Canadian or American, 37½  
to 40 per cent.  
Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.  
Miscellaneous, dis. 25 to 27½ per cent.  
Bailey's Victor, 25 per cent.

PLANE IRONS.  
English, per doz. 2 00 5 00

PLIERS AND NIPPERS.  
Button's Genuine, per doz pairs, dis. 37½  
40 p.c.  
Button's Imitation, per doz. 5 00 9 00  
German, per doz. 0 60 2 60

PLUMBERS' BRASS GOODS.  
Impression work, discount, 60 per cent.  
Fuller's work, discount 65 per cent.  
Rough stops and stop and waste cocks, dis-  
count, 60 per cent.  
Jenkins' disk globe and angle valves, dis-  
count, 55 per cent.  
Standard valves, discount, 60 per cent.  
Jenkins' radiator valves discount 55 per cent.  
standard, dis., 60 p.c.  
Quick opening valves, discount, 60 p.c.  
No. 1 compression bath cock. 2 00  
No. 4. 2 00  
No. 7, Fuller's. 2 50  
No. 4½. 3 00

PRESSED SPIKES.  
Discount, 20 per cent.

PULLEYS.  
Hothouse, per doz. 0 55 1 00  
Axle 0 22 0 33  
Screw 0 27 1 00  
Awning. 0 35 2 50

PUMPS.  
Canadian cistern. 1 80 3 60  
Canadian pitcher spout. 1 40 2 10

PUNCHES.  
Saddlers', per doz. 1 00 1 85  
Conductors', 9 00 15 00  
Tinners' solid, per set. 0 00 0 72  
" hollow, per inch. 0 00 1 00

RANGE BOILERS.  
Galvanized, 30 gallons. 7 25  
" 35 " 8 15  
" 40 " 9 25  
Copper. 30 " 22 00  
" 35 " 26 00  
" 40 " 30 00

Discount off Copper Boilers 10 per cent.

RAKES.  
Cast steel and malleable Canadian list dis.  
50 and 10 p.c. revised list.  
Wood, 25 per cent.

RASPS AND HORSE RASPS.  
New Nicholson horse rasp, discount 60 p.c.  
Globe File Co.'s rasps, 60 and 10 to 70 p.c.  
Heller's Horse rasps, 50 to 50 and 5 p.c.

RAZORS.  
Geo. Butler & Co.'s. 8 00 18 00  
Boker's. 7 50 11 00  
Wade & Butcher's. 3 60 10 00  
Theile & Quack's. 7 00 12 00  
Elliot's. 4 00 18 00

REAPING HOOKS.  
Discount, 50 and 10 per cent.

REGISTERS.  
Discount, 60 per cent.

RIVETS AND BURRS.  
Carriage, Section, Wagon Box Rivets, etc.,  
45 p.c.  
Black M. Rivets, 45 p.c.  
Black and Tinned Rivets, 45 p.c.  
Extras on Iron Rivets in 1-lb. cartons, ½c  
per lb.  
Extras on Iron Rivets in ½-lb. cartons, 1c.

Copper Rivets & Burrs, 35 p.c. dis., and  
cartons, 1c. per lb. extra, net.  
Extras on Tinned or Coppered Rivets in  
½-lb. cartons, 1c. per lb.  
Burrs, iron or steel, 40 per cent.  
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.  
Canadian, dis. 35 37½ per cent.

ROPE, ETC.  
7-16 in. and larger, per lb. 12 16  
½ in. 12½ 16½  
¼ and 5-16 in. 13 17  
Cotton base, ¼-inch and  
larger. 14½ 15  
Russia Deep Sea. 15½ 15  
Jute. 8 9½  
Lath Yarn. 10½ 10½  
New Zealand Rope. 10½ 10½

RULES.  
Boxwood, dis. 75 and 10 p.c.  
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.  
Mrs. Potts, plain, polished. 0 90  
nickle-plated. 95

SAND AND EMERY PAPER.  
Dominion Flint Paper, 47½ per cent.  
B & A. sand, 40 and 2½ per cent.  
Emery, 40 per cent.

SAP SPOUTS.  
Bronzed iron with hooks, per doz. 9 50

SAWS.  
Hand, Disston's, dis. 12½ p.c.  
S. & D., 40 per cent.  
Crosscut, Disston's, per ft. 0 35 0 55  
S. & D., dis. 35 p.c. on Nos. 2 and 3.  
Hack, complete, each. 0 75 2 75  
" frame only. 0 75 0 75

SASH WEIGHTS.  
Sectional, per 100 lbs. 3 25  
Solid, 1 50

SASH CORD.  
Per lb. 0 23 0 30

SAW SETS.  
"Lincoln," per doz. 6 50

SCALES.  
Gurney Scales, 45 p.c.  
B. S. & M. Scales, 45 p.c.  
Champion, 65 per cent.  
Fairbanks Standard, 35 p.c.  
" Dominion, 55 p.c.  
Richelieu, 55 p.c.  
Chatillon Spring Balances, 10 p.c.

SCREW DRIVERS.  
Sargent's, per doz. 0 65 1 00

SCREWS.  
Wood, F. H., iron, and steel, 80 p.c.  
Wood R. H., dis. 75 p.c.  
" F. H., brass, dis. 75 p.c.  
Wood, R. H., dis. 67½ p.c.  
" F. H., bronze, dis. 67½ p.c.  
" F. H., dis. 67½ p.c.

Drive Screws, 80 per cent.  
Bench, wood, per doz. 3 25 4 00  
" iron, 4 25 5 75

SCYTHES.  
Discount, per doz, net. 9 10 15 00

SCYTHE SNATHS.  
Canadian, dis. 45 p.c.

SHEARS.  
Seymour's, dis. 50 and 10 p.c.  
Heinisch, dis. 50 and 10 p.c.  
Seymour or Heinisch tailor shears. 15 p.c.

SHOVELS AND SPADES.  
Canadian, dis. 40 and 5 per cent.

SINKS.  
Steel and galvanized, discount 45 per cent.

SNAPS.  
Harness, German, dis. 25 p.c.  
Lock, Andrews'. 4 50 11 50

SOLDERING IRONS.  
1, 1½ lb., per lb. 0 37  
2 lb. or over, per lb. 0 34

SQUARES.  
Iron, No. 493, per doz. 2 40 2 55  
" Mo. 494. 3 25 3 40  
Steel, dis. 50 and 5 to 50 and 10 p.c., rev. list.  
Try and bevel, dis. 50 to 52½ p.c.

STAMPED WARE.  
Pain, dis. 75 and 12½ p.c. off revised list.  
Retinned, dis. 75 p.c. off revised list.

STAPLES.  
Galvanized. 4 00 4 25  
Bright. 0 00 0 40

STOCKS AND DIES.  
American dis. 25 p.c.

STONE. Per lb.  
Washita. 0 28 0 60  
Hindustan. 0 06 0 07  
" slip. 0 09 0 09  
Labrador. 0 13  
" Axe. 0 15  
Turkey. 0 50  
Arkansas. 0 00 1 50  
Water-of-Ayr. 0 00 0 10  
Scythe, per gross. 3 50 5 00  
Grind, per ton. 15 00 18 00

STOVE PIPES.  
Nestable in crates of 25 lengths.

6 inch Per 100 lengths. 8 00  
7 inch. 8 50

Stove Polish.

No. 4-3 dozen in case, net cash. 84 80  
No. 6-3 dozen in case, 84 40

TACKS BRADS, ETC. Per cent.  
Strawberry box tacks, bulk. 75  
Cheese-box tacks, blued. 80, 12½ & 5  
Trunk tacks, black and tinned. 80 & 12½  
Carpet tacks, blued and tinned. 75 10 & 5  
" (in kegs) 35  
Cut tacks, blued, in dozens only. 10, 10 & 5  
¼ weights. 35  
Swedes, cut tacks, blued and tinned—  
In bulk. 80, 12½ & 5  
In dozens. 70, 10, & 5  
Swedes, uph. laterers', bulk. 80, 12½ & 5  
" brush, blued & tinned, bulk. 45  
" gimpy, blued & tinned and  
japanned. 70, 10 & 5  
Zinc tacks. 30  
Leather carpet tacks. 30  
Copper tacks. 50  
Copper nails. 52½

ENAMELINE

No. 4-3 dozen in case, net cash. 84 80  
No. 6-3 dozen in case, 84 40



|                                                |          |
|------------------------------------------------|----------|
| Trunk nails, black .....                       | 65       |
| Trunk nails, tinned .....                      | 65 and 5 |
| Clout nails, blued and tinned .....            | 65       |
| Chair nails .....                              | 35       |
| Cigar box nails .....                          | 35       |
| Patent brads .....                             | 40       |
| Fine finishing .....                           | 40       |
| Picture frame points .....                     | 10       |
| Lining tacks, in papers .....                  | 10       |
| "    "    in bulk .....                        | 15       |
| "    "    solid heads, in bulk .....           | 75       |
| Saddle nails in papers .....                   | 10       |
| "    "    in bulk .....                        | 15       |
| Tufting buttons, 22 line, in dozens only ..... | 60       |
| Tin capped trunk nails .....                   | 15       |
| Zinc glazier's points .....                    | 5        |
| Double pointed tacks, dozens .....             | 85       |
| "    "    bulk .....                           | 35       |

|                                |           |
|--------------------------------|-----------|
| <b>TAPE LINES.</b>             |           |
| English, ass skin, per doz.... | 2 75 5 00 |
| English, Patent Leather.....   | 5 50 9 75 |
| Chesterman's each.....         | 0 90 2 85 |
| steel, each .....              | 0 80 8 00 |

|                                               |  |
|-----------------------------------------------|--|
| <b>THERMOMETERS</b>                           |  |
| Tin case and dairy, dis. 75 to 75 and 10 p.c. |  |

|                         |      |
|-------------------------|------|
| <b>TRANSOM LIFTERS.</b> |      |
| Payson's per doz.....   | 2 60 |

|                                    |  |
|------------------------------------|--|
| <b>TRAPS. (Steel.)</b>             |  |
| Game, Newhouse, dis. 2 1/2 p.c.    |  |
| Game, H. & N., P. S. & W., 65 p.c. |  |
| Game, steel, 72 1/2, 75 p.c.       |  |

|                                  |           |
|----------------------------------|-----------|
| <b>TROWELS.</b>                  |           |
| Disston's, discount 10 per cent. |           |
| German, per doz.....             | 4 75 6 00 |
| S. & D., discount 35 per cent.   |           |

|                                |           |
|--------------------------------|-----------|
| <b>TWINES.</b>                 |           |
| Bag, Russian, per lb.....      | 0 21      |
| Wrapping, mottled, per pack.   | 0 50 0 60 |
| Wrapping, cotton, per lb ..... | 0 17 0 18 |
| Mattress, per lb.....          | 0 33 0 45 |
| Staging, ".....                | 0 27 0 35 |
| Broom, ".....                  | 0 30 0 55 |

|                             |            |
|-----------------------------|------------|
| <b>VICES.</b>               |            |
| Hand, per doz.....          | 4 00 6 00  |
| Bench, parallel, each ..... | 2 00 4 50  |
| Coach, each.....            | 6 00 7 00  |
| Peter Wright's, per lb..... | 0 12 0 13  |
| Pipe, each.....             | 5 50 9 00  |
| Saw, per doz .....          | 6 50 13 00 |

|                                                                   |  |
|-------------------------------------------------------------------|--|
| <b>ENAMELLED WARE.</b>                                            |  |
| White, Princess, Turquoise, Blue and White, discount 50 per cent. |  |
| Diamond, Famous, Premier, 50 and 10 p.c.                          |  |
| Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.     |  |

|                                                                              |  |
|------------------------------------------------------------------------------|--|
| <b>WIRE.</b>                                                                 |  |
| Brass wire, 50 to 50 and 2 1/2 per cent. off the list.                       |  |
| Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.           |  |
| Smooth Steel Wire, base, \$3.20 per 100 lb. List of extras: Nos. 2 to 5, ad- |  |

vance 7c. per 100 lb.—Nos. 6 to 9, base—No. 10, advance 7c.—No. 11, 14c.—No. 12, 20c.—No. 13, 35c.—No. 14, 47c.—No. 15, 60c.—No. 16, 75c. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, \$2—oil, 10c.—special hay-baling wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net, 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dia. 12 1/2 per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 5c.—oil, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in 1/4-lb. hanks, 75c.—in 1/2-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.95—No. 9, \$3.20—No. 10, \$4.10—No. 11, \$4.15—No. 12, \$3.35—No. 13, \$3.45—No. 14, \$4.50—No. 15, \$5.00—No. 16, \$5.25.

Clothes Line Wire, 19 gauge, per 1,000 feet..... 3 30

|                                                                                                                                 |                     |
|---------------------------------------------------------------------------------------------------------------------------------|---------------------|
| <b>WIRE FENCING</b>                                                                                                             |                     |
| Galvanized, 4 barb, 2 1/4 and 5 inches apart.....                                                                               | F.O.B. Toronto 3 35 |
| Galvanized, 2 barb, 4 and 6 inches apart.....                                                                                   | 3 35                |
| Galvanized, plain twist.....                                                                                                    | 3 35                |
| Galvanized barb, f.o.b. levelled, \$3.15 in less than carlots, and \$3.05 in carlots. Terms, 60 days or 2 per cent. in 10 days. |                     |
| Ross braid truss cable .....                                                                                                    | 4 50                |

|                                              |  |
|----------------------------------------------|--|
| <b>WIRE CLOTH.</b>                           |  |
| Painted Screen, per 100 sq. ft., net.....    |  |
| Terms, 4 months, May 1.; 3 p.c. off 30 days. |  |

|                                   |           |
|-----------------------------------|-----------|
| <b>WRENCHES.</b>                  |           |
| Acme, 35 to 37 1/2 per cent.      |           |
| Agricultural, 60 p.c.             |           |
| Coe's Genuine, dis. 20 to 25 p.c. |           |
| Towers' Engineer, each.....       | 2 00 7 00 |
| "    "    S., per doz .....       | 5 80 6 00 |
| G. & K's Pipe, per doz.....       | 3 40      |
| Burrell's Pipe, each.....         | 3 00      |
| Pocket, per doz.....              | 0 25 2 90 |

|                                                            |         |
|------------------------------------------------------------|---------|
| <b>WRINGERS.</b>                                           |         |
| Leader.....per doz.                                        | \$60 00 |
| Royal Canadian .....                                       | 58 00   |
| Royal American .....                                       | 50 00   |
| Discount, 45 per cent.; terms 4 months, or 3 p.c. 30 days. |         |

|                                       |  |
|---------------------------------------|--|
| <b>WROUGHT IRON WASHERS</b>           |  |
| Canadian make, discount, 25 per cent. |  |

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We are not members of the Silverware Trust or of any Silverware Association or Combine.



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No. 100, \$3.75 List. No. 101, \$3.75 List.



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All Silverware with our name, "Toronto Silver Plate Co.," is fully guaranteed as to quality. In buying Silverware from your jobber see that it is stamped in this way.

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is the best. Name on every barrel.  
Special quotations for import.

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**LEADER  
CHURNS**

are supplied with  
Angle Steel or Wood  
Frames, as may be  
desired. All have Bi-  
cyclo Ball Bearings  
of a superior kind—  
four different styles  
—with double levers  
or cranks. Patent In-  
ternal Breakers with  
all Lever Churns.



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nal Breakers bring results, both as to quality and  
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the time required for the operation almost one-half.

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75 YEARS.

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REVOLVER.

**NEW** Automatic shell extracting,  
double action, small frame.  
Weights 12 oz. Rebounding lock. 32  
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Made with shorter barrel for bicycle  
use.

The most perfect small pistol made.



**Forehand  
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Manufacturers of  
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are fitted with

**ONEIDA LOCK RINGS**

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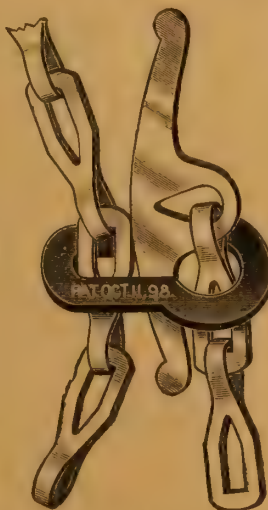
which combine the advantages of the ordinary STATION-  
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**Ring easily ADJUSTED until  
Toggle is in place, then abso-  
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For sale by all Jobbers; manufactured only by

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Inc. 1905

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Gold Medal at Atlanta, 1895

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BLUESTONE

## HIGH PRESSURE PACKING

FOR STEAM  
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand  
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

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**61-63 FRONT ST. WEST, TORONTO.**

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BLACK SHEETS, Open Hearth Quality  
BLACK SHEETS, Bessemer Quality  
ELECTRICAL STEEL SHEETS  
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**"BEST BEST POPLAR" BRAND**  
**GALVANIZED FLAT SHEETS**

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AND METAL  
MERCHANT

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VOL. XII.

MONTREAL AND TORONTO MAY 19, 1900.

NO. 20

## "TANDEM" ANTI-FRICTION METAL.

The Most Economical.  
The Least Wearing.  
The Most Durable.  
Friction Preventing.



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For Heaviest Pressure and Medium Speed  
or Heavy Pressure and High Speed.

### B QUALITY

For Heavy Pressure and Medium Speed  
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The largest smelters of Anti-Friction  
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"Tandem" Metals are better than  
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Resistance Reducing.  
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"QUEEN'S HEAD" Galvanized  
Iron wears longer than other kinds,  
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It is made to last, and that is the  
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"You can buy lower-priced Iron,  
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STEAM, GAS and WATER.

BLACK AND GALVANIZED.

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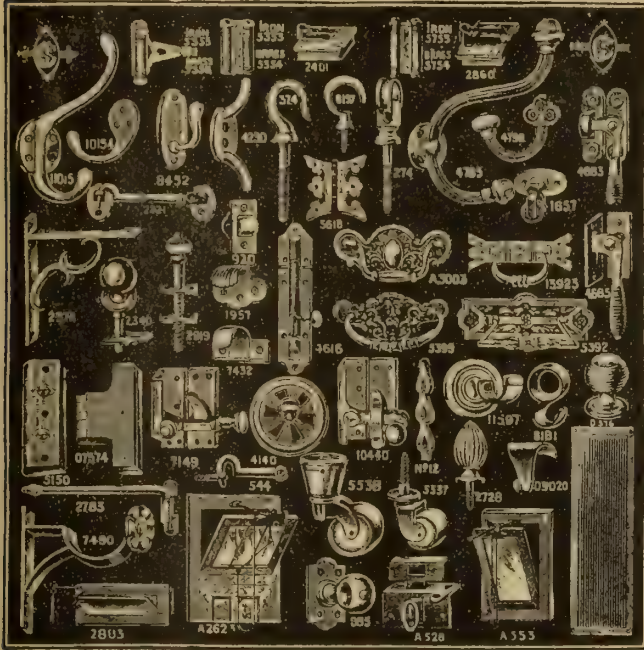
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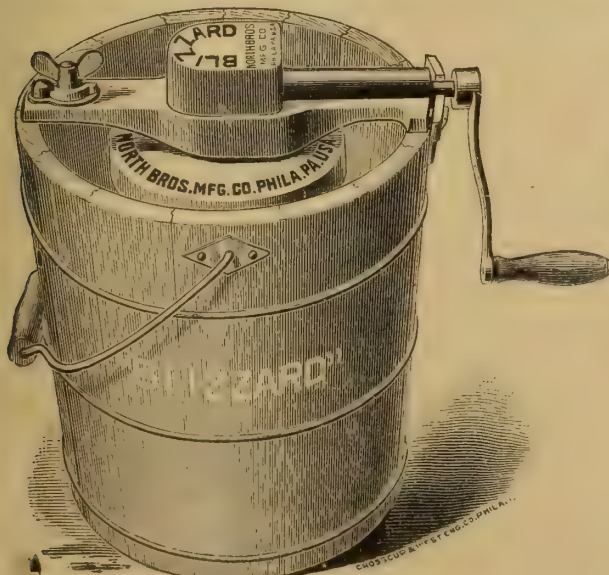
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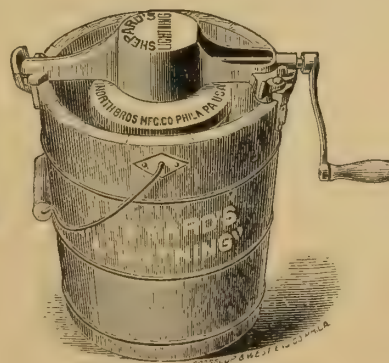
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Sheathing, Roofing and Brazier's.

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| Marline      | Halyards         | Hemp Packing        | Cheese Cord    |
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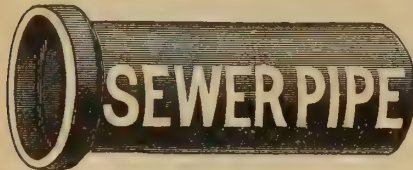
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**PATENTED FEATURES:** Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive.

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High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

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In Four different sizes.



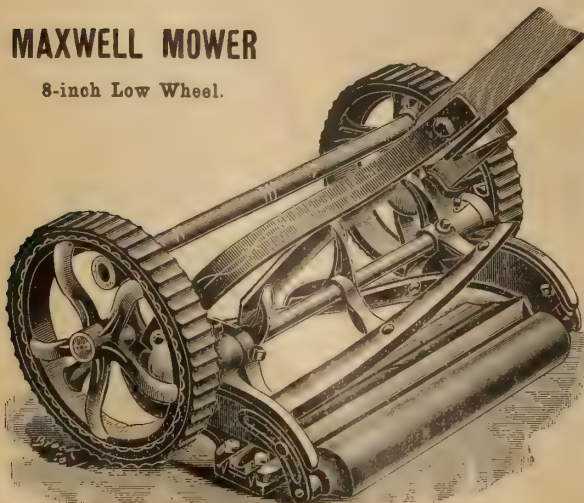
**Steel Frame Churn.**



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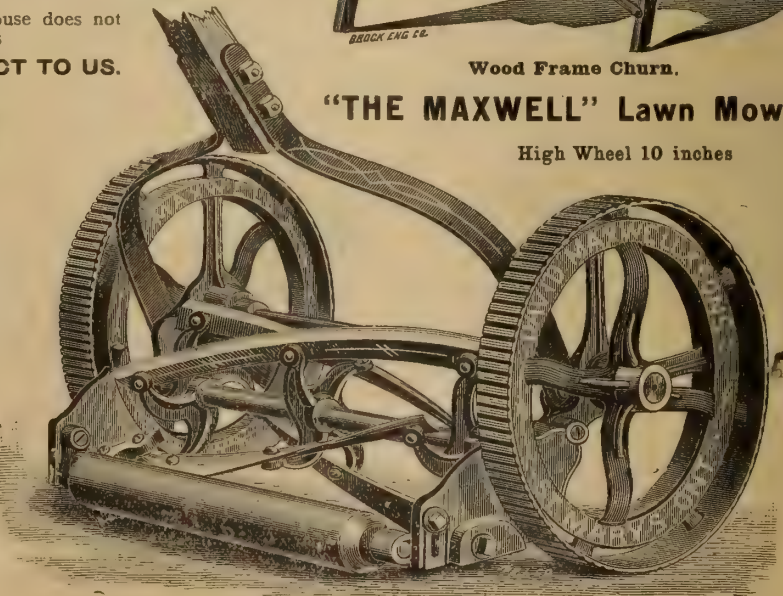
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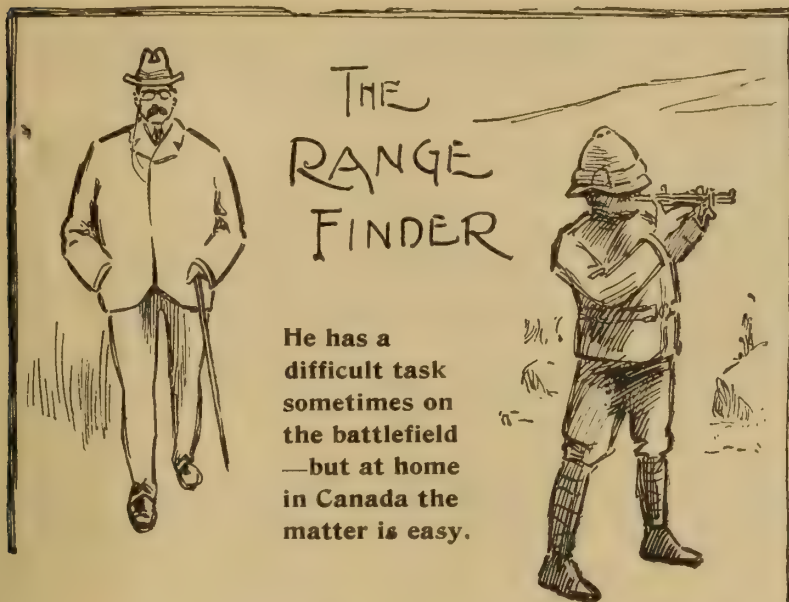
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is so much superior to any other kitchen range ever made that "range-finding" or choosing has become very simple to those who desire up-to-date superiority and the newest and best conveniences for cooking and baking—not to mention vast economy in their fuel bill.

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### QUICK-BAKER OVEN.

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10 POUNDS  
BREAD  
BAKED FOR  
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8 DOZEN  
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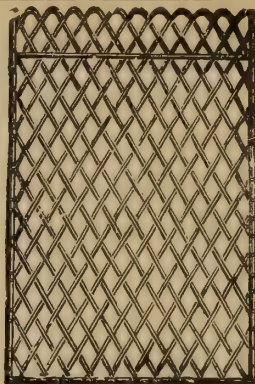
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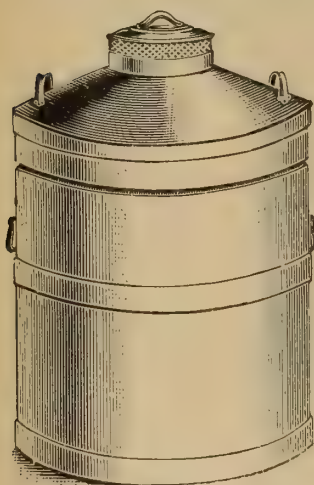


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PATENTED 1886.

The bead inside of can prevents milk from slopping.  
The can has proper ventilation.  
The cover never sticks.  
The cover makes a good strainer.

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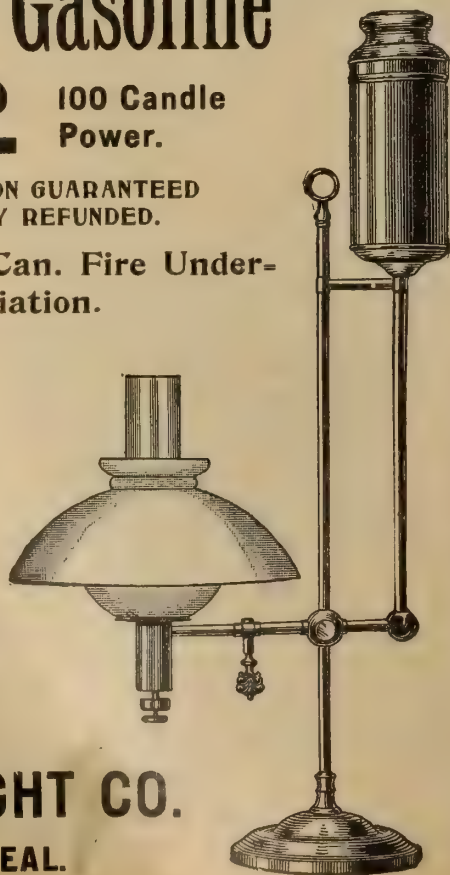
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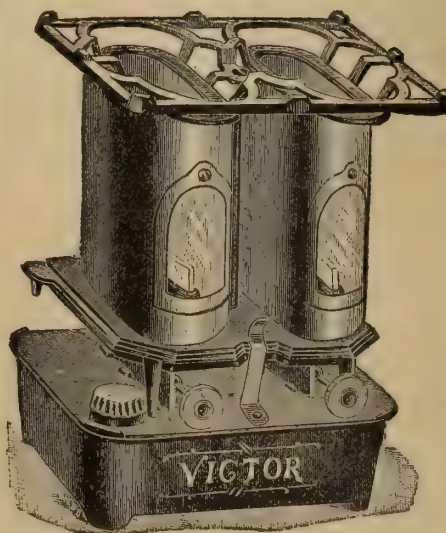
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**Kemp Manufacturing Co.**

TORONTO.





Vol. XII.

MONTREAL AND TORONTO, MAY 19, 1900.

No. 20

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Montreal.

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THEIR ADVERTISEMENT IN THIS PAPER**

## GATES MAKES HIS EXIT.

GATES, the chairman of the board of directors of The American Steel and Wire Co., has at last resigned. Mr. Lambert, president of the company, and Mr. Ellwood, chairman of the executive committee, have gone out with him, although all retain seats at the board. The members of the latter would only accept his resignation on that condition, we are told.

In his letter of resignation, Mr. Gates professed righteous indignation that so many unkind things should have been impugned to him by press and people. He declared

in effect that he did nothing wrong. He may probably think so. But it would be difficult to find anyone else who thought so. Croker, the famous Tammany boss, a few years ago declared that he had done good and never wrong his life long. If it was not difficult to make a prejudiced people believe, we might term these two men the Alpha and Omega of goodness.

Powerful and all as The American Steel and Wire Co. is, it could scarcely afford to any longer carry Mr. Gates as chairman of the board of directors, for not only had he incurred the displeasure of the mercantile community, but the demand for his head had come from a stronger quarter, namely, the Stock Exchange and the financial interests.

No one ever succeeded in so completely upsetting, for the time being, both the stock and the commercial market as did Mr. Gates three or four weeks ago. He has not been forgiven. Nor is he ever likely to be. The hardwaremen who lost at a stroke over 30 per cent. on the wire and wire nails they had in stock are not likely to forgive him and those who suffered on the Stock Exchange are still less likely to do so.

## PUTTY 20C. HIGHER.

THE lead grinders held their quarterly meeting this week at Montreal, but no change was actually decided upon, and the matter of the price of white lead will be acted upon later.

As the lead market abroad has advanced, and continues to do so, no decline from existing rates seems likely.

The only actual change decided upon at

the meeting was an advance of 20c. in putty, absolutely necessitated by the sharp rise in linseed oil.

Advices from the South also note an advance of 2c. in the price of turpentine, and prices here have risen by a similar amount.

## STILL CUTTING THE PRICE OF PIPE.

CUTTING in the price of iron pipe has not yet ceased among the jobbing trade in Toronto.

A week ago there appeared to be some indication that the cutting was not so pronounced as it was. This week, however, it seems to be as active as ever.

The manufacturers' prices, both in Canada and the United States, are without change, and the unsatisfactory condition of prices in the jobbing trade in this country is due altogether to local influences, chief of which is the size of the stocks on hand bought when the market was lower than it is now.

In consequence of the cutting of prices, quotations are largely nominal.

As far as the outside markets are concerned, the most interesting feature just now is the adoption of an elaborate scheme by the jobbers in the Western States for the regulation of prices.

## CORDAGE DOWNWARD.

The cordage market outside shows an easier feeling, and, though no actual change in jobbing quotations is to note, it is quite likely that a firm offer for a round quantity to makers would lead to a shading of at least ¼c. The demand at the moment is rather dull.



## CONDITION OF THE IRON AND METAL TRADES.

**C**ONFIDENCE is still a little shaky in regard to the iron and metal trade situation. And the influence which has kept it so more than any other is the weakness in pig iron, tin, lead and other metals. The tendency has been persistently downward all the week. This applies to the markets on both sides of the Atlantic, although not nearly to the same extent in Europe as in America.

In the United States the knowledge that the production of pig iron increased by over 4,000 tons weekly during April, while the demand has decidedly fallen off, has naturally not helped to stay the downward tendency of prices in that metal.

The demand for pig iron keeps up better in Great Britain than it does in the United States, although there it is not active; but, on the other hand, there does not appear to be much for sale. Most of the steel manufacturers in Great Britain, we are told, have five to six months' orders on their books.

From what we can judge on this side of the Atlantic, the concern in Great Britain is not so much in regard to present business as to what may be the result some months hence should the quietness of trade in the United States induce the manufacturers in the latter country to more actively compete for business in Europe.

But, while the condition of the pig iron market has been so bearish, it cannot be said that the market for finished materials has been much influenced thereby. The opinion that the reduction in wire and wire products of a few weeks ago will not be followed by further declines is gaining strength, and the fruit of it is an improved business.

The alarm which was created a few weeks ago by the action of The American Steel and Wire Co. has given place to calmness.

Pig iron, like nearly everything else in the iron and metal trades, was abnormally high. And everyone who is at all conversant with the situation is persuaded beyond a shadow of a doubt that the abnormal is giving place to the normal. In the meantime, while this process is going on, everyone is buying as his requirements demand. This is a healthy, rather than an unhealthy, condition.

The abnormally high prices of pig iron

could only be maintained as long as the demand was abnormally brisk. But the former has become a brake to the latter. It caused people, where possible, to defer the undertaking of structural and other work until prices receded from what no one doubted to be the highest point.

When prices become again settled, we may look for an improvement in business. In the United States, the opinion is general that the price of wire and wire products has settled down to a solid basis, and the result is that business there in those lines is better than it has been for some time.

In the meantime, careful buying is the best policy.

### AMERICAN GALVANIZED SHEETS.

Galvanized sheets of American manufacture are again being quoted to the trade in Canada. A few weeks ago, while the consolidation was in progress, prices would only be considered when accompanied by specifications. Now the makers are quoting 100-ton lots.

Although the makers in the United States are again quoting to the trade in Canada, there is not likely to be many orders placed, on account of the cost being relatively higher than to import from Great Britain such brands as "Queen's Head."

The demand on the Canadian market for galvanized sheets is more active than for any other metal.

### NEW TERMS ON VARNISHES.

The majority of the large varnish makers held a meeting in Toronto this week, and decided to make several important changes.

In the past there has been no understanding among varnish manufacturers as to terms, and, as a result, the terms of the different houses have run anywhere from three months to a year, and the discount for cash from 2 to 10 per cent. It was decided at this meeting that the various houses represented would make their terms four months, with 3 per cent off for cash.

It has also been, heretofore, customary to make a net price list. This will be changed to a list price with a discount varying according to market conditions.

The new list has not been prepared, and

may not be issued for a week or two. In the meantime the old list remains in force. It is understood that the new net price will not show any material alteration in values.

### THE EAVE TROUGH TRADE.

The season for eave trough is opening up, and shipments have been freely made during the past week.

The base price is \$3.75 per 100 feet. This is 25c. higher than last year. At the figure named the price is firm, for, as soon as present stocks are worked off, and it comes to making troughing from galvanized sheets now arriving, the makers will either have to advance their quotations or be satisfied to manufacture on a small margin of profit. The cost of the galvanized sheets at present coming forward is £1 per ton dearer than those from which eave troughing is now being made.

### LINSEED OIL AGAIN HIGHER.

Linseed oil continues to advance. Up to the beginning of this week the price in Canada had risen 10c. in four weeks. Early this week another advance of 2c. brought the quotations to 82c. at Montreal, Toronto and other distributing centres, and 84c. to outside points.

The cause of this remarkable upward movement has been largely the stiffness of the English market, which has steadily risen since the opening of navigation on the St. Lawrence. Stocks in sight in Canada are very low, and the production here is so much less than the demand that the market is controlled by European conditions at this season.

### STRIKES AND TRADE.

Strikes and threatened strikes are by no means unimportant factors in contributing to the quietness now obtaining in the iron and steel trades in the United States.

It is true the labor troubles are less pronounced as far as the machine shops and foundries are concerned, but the employers in the finished iron and steel trades across the border are demanding higher wages, while prices are, at the same time, falling.

New Zealand is the no-strike land. It is a pity the same term could not be applied to the countries on this North American continent.



## TURPENTINE AND RESIN.

By C. K. Hawkins.

**T**HE manufacture of spirits or oil of turpentine and resin has been for many years the principal industry of the entire part of the Southern States known as the long leaf pine belt, and the business of "yarding" and shipping of these and other naval stores has been, and is now, the basis of the prosperity of many of the cities on the South Atlantic and Gulf Coast.

Both spirits of turpentine and the solid product known as resin are obtained from the exuded gum or resin of various members of the yellow pine family, but principally of the variety *Pinus Palustris*, or "long leaf" yellow pine.

### RESIN.

The resin, which is of a semi-solid consistency and whitish in color, is insoluble in water, but readily soluble in ether or spirits of turpentine. It is obtained from the tree by boxing, or cutting a deep notch in the trunk about a foot from the ground. These "boxes" hold about a quart; their number is limited by the diameter of the tree, the usual rule being to leave 12 inches of bark between each box, thus giving two to four and sometimes six boxes to each tree, the box being 10 to 12 inches across the opening. Ten thousand boxes constitute one working unit or "crop," requiring from 100 to 200 acres in the new regions along the Gulf Coast, and from 500 to 1,600 in the "worked-out" districts of North Carolina.

The boxes are cut with an axe having a very long and narrow blade and short and heavy handle. This is done during the winter months, when other work on the turpentine farm is at a standstill. Upon the opening of the warm weather, which causes

### A FLOW OF SAP

into the boxes, the trees are "chipped," or scarified, by removing the bark and wood to a depth of about an inch just above the box. This operation is repeated every week during the season, each "chipping" exposing about an inch and a half further up the tree, but maintaining the same depth. The tool used is called a "hack."

The gum exudes from the scarified surface and flows down into the box, whence it is collected every four weeks by means of a "dipper," which is simply a flat pear-shaped blade, and sets into a handle. The average weight of a barrel of "crude" is 240 lb., and a crop of

### FIRST YEAR OR "VIRGIN" BOXES

should yield 35 to 50 bbls. at each dipping, or 245 to 350 bbls. during the season, de-

creasing to 12 or 16 bbls. per dipping during the fourth year, at the end of which the farm is usually abandoned and turned over to the timbermen, although some of the smaller landowners in the older districts, especially in North and South Carolina, work their trees as long as they can get anything out of them.

The stills usually hold from 10 to 50 bbls. of crude, and are made of copper. The kettle, which is in a brick setting with a furnace underneath, has an opening near the bottom with a grate faucet out of which to run the charge after distillation.

A little water is run in when the still is charged, and heat applied gently at first, being gradually increased until the whole mass reaches

### THE BOILING POINT,

where it is maintained during the remainder of the process. The steam produced by the evaporation of the water passes over into the worm, bringing the turpentine in a vaporized form with it, and, being condensed, runs off into a vessel placed to receive it, in which the water settles to the bottom, and the turpentine, being of a less specific gravity, collects on the surface and is dipped off into barrels. Water is constantly added to assist in the vaporization and to prevent burning of the charge. With a glass the distiller notes the proportion of the spirits and water coming over, and, when the spirit has decreased to about one-tenth of the whole, the distillation is stopped and the remainder of the charge is run out into a wooden trough, passing first through a strainer of No. 6 mesh, next through one of about No. 40, and last through a No. 80 mesh. While still hot it is dipped up into barrels.

### THE NUMBER OF CHARGES.

The number of charges per day which can be run in a still of ordinary capacity is from two to five, depending on the character of the crude and the time of distillation.

A charge of 12 barrels of crude gum should yield 120 to 130 gallons spirits and seven or eight barrels of resin.

Spirits of turpentine fresh from the still is perfectly clear and transparent, with a faint, pleasant, aromatic odor, and is very different from the ill-smelling, yellowish liquid that we usually see in paint stores.

The spirit barrels are prepared by being coated on the inside with glue, which, being insoluble in turpentine, renders them impervious to the action of the liquid and prevents leakage.

### GRADES OF RESIN.

There are 15 recognized grades of resin,

those known as W.G. (window-glass), and W.W. (water-white), being the finest and most valuable, and from N., which is very clear, the grades run through M., L., K., J., H., etc., to A., which is almost black. Of these the W.W. and W.G. grades are produced from the "virgin dip," or first year's run, each subsequent year's run producing a poorer grade.

During the latter part of the season, as the weather becomes cooler and the flow of sap diminishes, the gum forms on the boxed face in a hard white mass, greatly resembling honey-comb. The scraping off and distilling of this is the last operation of the season. This scrape, which amounts to from 70 bbls. per crop the first year to 100 bbls. in the fourth, produces resin of an inferior grade and but little turpentine.

The next important step is the

### SHIPPING OF THE FINISHED PRODUCT.

The stills are usually situated at a considerable distance from transportation, and most of the larger operators either build tram roads to reach the shipping point, or else make use of those built by the sawmill people. The resin, which is shipped in very rough barrels made at the still, and holding 350 to 400 lb., is, upon its receipt by the factors at the seaport, first weighed, then graded, and, after reheading, is stored in open yards, to be presently loaded upon vessels for export. The vessels usually employed in the foreign trade are Norwegian and Swedish barks, of a tonnage varying from 500 to 1,400 tons.

The spirits receive rather a different treatment, being run from the cars under open sheds, and the barrels emptied and reglued if necessary. The spirits is then rebarrelled, if destined for export, or run into tank cars if for shipment into the interior.

A ship load of spirits when the price is ruling between 30 and 40c. per gal. is rather more valuable than the average reader would at first suppose.

By far the largest amount of resin produced is consumed in the manufacture of soaps and varnishes, of which it is an important constituent. A great deal of it is redistilled for resin oil, which is used as a basis for various grades of machine oils, and in the manufacture of wagon grease, printing inks and lacquers.

Spirits of turpentine is used in the manufacture of varnishes and paints, and to some extent in chemical operations and medicines.—Scientific American.

J. F. Glanville, of Calgary, has purchased the Trimble general store stock at Leduc, N.W.T., for his brother who is expected to arrive in July.



### DIVERSITY OF WEIGHTS AND MEASURES.

**A** PAMPHLET has just been prepared by the Philadelphia Commercial Museum, covering the conversion of United States weights and measures and moneys. This information has been prepared especially for the American manufacturer seeking export trade. The metric system in exporting to most countries is absolutely necessary, and the pamphlet is being distributed to American manufacturers without cost, and in furtherance of the work of the institution, which is that of fostering American export trade. By way of introduction to the extensive tables these remarks among others appear :

One of the first difficulties which confront the American merchant in entering into trade with foreign countries is the diversity of weights and measures used by them. The principal systems of weights and measures used in various parts of the world are : The Imperial system, which is used in the United States, Great Britain and all the British colonies ; and the metric system, which is the legalized standard, and is used in the following countries : Norway and Sweden, Germany, Holland, Java, etc., Belgium, France, Algeria, Senegambia, Portugal, Azores and Maderia, Spain, Canary Islands, Fernando Po, West India Islands, Italy, Austrian territories, Greece, Roumania, Turkey (in Europe), Mexico, Central America, Hayti, Columbia (Republic), Venezuela, Ecuador, Brazil, Uruguay, Argentine Republic, Chili and Peru.

The population of the metric-using nations aggregates about 445,000,000. It practically includes the civilized world except Great Britain, Russia and the United States. Our commerce with Russia is not great, and we have, with her, no common system of weights and measures to be disarranged by the adoption of a new system. With England, we can hardly be said to have a common system—with our quart and gallon 17 per cent. less than hers, our bushel 3 per cent. less, and her hundredweight and ton exceeding ours by 12 per cent. We have the same terms, but these terms have not the same meaning, and the confusion is perhaps greater than if the terms were different.

Catalogues, prices, descriptions, etc., should be in the nomenclature of the country to which they are sent, or, at least, in a common nomenclature which is understood alike by buyer and seller. Thus, if we quote to a French customer 60 yards of cloth at 10c. a yard, it is unintelligible to him ; but if we offer him 60 meters (65.617 yards) at 57 centimes (11c.) per meter, he understands it without difficulty, and is enabled to compare it with prices, etc., which he has been paying in other places.

Gallons, pounds, yards, etc., have about the same significance to the foreign merchant as the pood, catty, pund, caudra or fanega have to the American merchant.

In invoices and on marks on packages, it would be well to mark both the denominations used here and in the country of destination. In the metric system the various denominations are given from one to ten ; multiples may easily be made by moving the decimal point to the right. The metric system has been authorized by Act of Congress in the United States and by Act of Parliament in the United Kingdom.

### INQUIRIES REGARDING CANADIAN PRODUCTS.

Mr. Harrison Watson, curator of the Canadian section of the Imperial Institute, London, England, is in receipt of the following inquiries :

1. A Scotch firm of import and export commission merchants who handle large quantities of biscuits, and confectionery for export, would like to hear from Canadian houses seeking export openings.
2. An Italian company manufacturing explosive asks for samples of Canadian Albertite cannon coal, of which a considerable quantity could be used if quality and prices are satisfactory.
3. There are several applications for samples and prices of Canadian sea grass.
4. A London firm of importers want immediately 8,000 to 10,000 cords pulp wood, poplar and spruce, and invite quotations.

### MANGANESE VS. LEAD DRIERS.

Some experiments carried out in Germany recently by Dr. Lippert bring to light the interesting fact that linseed oil, which contains manganese as the active siccative, dries more rapidly in the absence of moisture than when the atmosphere is damp, whereas drying-oils made with lead dry as quickly, if not more so, in damp air. It follows, therefore, that in wet weather either the use of manganese should be abandoned in favor of the other metal, or preferably that workshops where painting and varnishing have to be done during the rainy season should be warmed, and thereby dried in order to hasten the desiccation of the films. Manganese has several advantages over lead as a drier ; it is not poisonous, the oils do not darken in a gas-laden atmosphere, and they are not affected by such pigments as contain sulphur (e.g., ultramarine), so that it is better to warm the shop to suit the requirements of manganese rather than to give up manganese to suit the damp air. These observations apply equally to any material containing linseed oil, whether it be a paint or an oil varnish. A spirit-varnish, of course, is not treated with any sort of drier, for a siccative would be perfectly useless in the absence of linseed oil.

### PROFITABLE LINES FOR RETAILERS.

He is a wise merchant who keeps his eye opened for good articles that will yield him good profit. The Campbell Manufacturing Co., Fort Erie, Ont., is a concern recently started in business, which is making several lines of goods of the kind described. These lines consist of lubricating oils, harness and carriage dressing, hoof and fly ointment, etc. Their 1,000 mile axle grease, 1,000-mile carriage oil, fly and mosquito ointment, for face and hands, are specialties, and are lines which retailers should have in stock.

"There are any number of lines on the market such as we manufacture," said a member of the firm, "but we claim that ours is the best. The man who has charge of the making of our compounds has had an experience of over 30 years in the United States."

Besides the quality of the goods to recommend them an additional inducement to the retailer to handle the goods of The Campbell Manufacturing Co., is that the latter pays the freight on all goods delivered.

### SOME MICROSCOPIC HARDWARE.

At an exhibition of arts and crafts held at Willenhall during the Easter week, the most remarkable example of handicraft was a complete set of the implements—comprising vice, anvil, files of various kinds, and other etceteras—used by the locksmiths of Willenhall in their daily occupation. The principal feature of the exhibit was that the whole of these articles stood on the surface of a 3d. piece. They were surmounted by a padlock with its key, equally microscopic in size but perfect in construction. The exhibit was the work of a local artisan. It would seem that the genius of Mark Scalot, the 16th century Willenhall locksmith who made for Queen Elizabeth a padlock, with chain and key, the whole not weighing a grain of gold, is still hereditary in the Black Country "town of locks and keys."

George M. Green's store, Barton street east, Hamilton, was entered by thieves on Friday night last week, and a quantity of goods and \$5 in cash stolen.

## WIRE NAILS TACKS WIRE

Prompt Shipments

**The ONTARIO TACK CO.**  
Limited  
HAMILTON, ONT.



## INCREASING THE LINES.

**D**EALERS in hardware are not only increasing the size of their stocks, as a rule, but are also adding to the lines which they handle, says Stoves and Hardware Reporter. This is particularly the case with housefurnishing goods, which are strictly in line with hardware. They are easily carried, and constitute a staple stock which finds a ready sale, even at times when other lines are moving less freely. Ammunition, guns, and sporting goods generally are also finding a more open market through hardware dealers, and the sales last year on this account were very large, and have so continued for the season just opening. Sewing machines are also handled more extensively than before, and there is said to be more than the usual percentage of profit in their sale at retail.

There are several lines of goods not ordinarily kept in stock by retailers, but which can be handled to advantage. This is the time of year when machinery and tools for road-making and repairing are in demand, excepting, perhaps, in those sections where the roads are allowed to care for themselves and to interfere with business. Such goods need not be held in stock, but it is an easy matter to keep in touch with the makers or their representatives, and to be in a position to quote prices and make arrangements for their sale. Catalogues and full descriptions may be had for the asking.

The needs of business are so many and so varied that a merchant in hardware who desires to keep up with the times must be thoroughly equipped either with a ready stock through a wide line of goods or be prepared to obtain them. Anticipation of wants is a great aid to success in hardware as in everything else. If a road is to be constructed or repaired and the dealer knows of it in advance, as he can know if he wishes, he is in a better position to obtain the order for needed machinery or tools than is anyone else who is not on the ground, figuratively speaking. Yet a great many sales in these lines are made direct to the users when they could have been made just as readily through the agency of the dealers.

## TWO LARGE FACTORIES BURNED

Early Wednesday morning fire started in the boiler-room of the bicycle works of The Canada Cycle and Motor Co., Limited, at St. Catharines, and, although discovered early, spread rapidly, and in less than two hours destroyed both these works and the neighboring edge tool works of The Welland Vale Manufacturing Co., Limited.

The loss to The Canada Cycle and Motor Co., Limited, in stock, machinery, etc., will

## How Many Paint Buyers

have come to you this year and asked for low-grade paint? How many ever come to you for it?

There's not one paint consumer in ten thousand that wants poor paint. The demand is all for good paint.


Poor paint must always be sold under false pretences; it must be represented as being good paint or else no one will buy it.

Every man you sell goes away with the belief that he has purchased good paint. Are you sure you have not deceived him? There's only one way you can be sure, and that's by selling him

### THE SHERWIN-WILLIAMS PAINT

It is **always** good, always the best. There's no variation in quality in S.-W.P. It is always right in every respect. The highest representations you can make for it are always true.

Canadian Division:  
Montreal.  
21 St. Antoine St.,



**THE SHERWIN-WILLIAMS CO.**  
**PAINT AND VARNISH MAKERS.**

|            |                |
|------------|----------------|
| CLEVELAND. | BOSTON.        |
| CHICAGO.   | TORONTO.       |
| NEW YORK.  | SAN FRANCISCO. |
| MONTREAL.  | KANSAS CITY.   |

be about \$175,000, with insurance of \$127,000, and the loss to stock, machinery, buildings, etc., of The Welland Vale Manufacturing Co. will be between \$150,000 and \$160,000, with insurance of \$119,000.

Between 500 and 600 people are thrown out of employment, many of whom were expert mechanics. The hardware trade is interested in this fire, for the stoppage of work of the Welland Vale company will considerably reduce the production of agricultural implements.

## CANNOT BUY NAIL WIRE IN EUROPE

Some of the wire nail manufacturers in Canada have been trying to buy nail wire in Great Britain and in Germany during the past few days, but they have not succeeded in making any purchases. The difficulty was the price, which was about 10 per cent. higher than the figures quoted by the nail wire makers in the United States.

A special meeting of the council of Preston, Ont., was held on Tuesday to consider the petition of the Retail Merchants' Association for an early closing by-law, which was long and earnestly deliberated on. It was finally decided that the petition should be referred back to the Retail Merchants' Association without any definite decision.

## DON'T TRUST TO LUCK.

Let a man once begin to rely on his luck and the fickle jade will turn on him like an iceberg, says an exchange. She's a mighty good temptress, but a blamed poor supporter. You can't depend on her for a moment. She's here and there and everywhere else at the same moment, and time is wasted in trying to catch her. She can miss a fusilade from all the 13-inch guns in the battery, and then fly over the perch on the enemy's head, crowning him with laurels when you may really think you are entitled to the victory. But you're not. The other fellow deserves it, because he's had agility enough to dodge your shots and energy enough to tire you out. \*Success is a waiting game, and random shots don't count.

## ARE OFFERING CHEAP BICYCLES.

Caverhill, Learmont & Co., Montreal, are making some attractive offers in bicycles to the trade.

The firm is not tied up in any bicycle consolidations or trusts. Consequently, it is free to quote whatever prices it deems best, and is doing so by offering bicycles at what is held to be 33 1/3 per cent. below the price of similar grades of wheels of other makes.

All the wheels offered by Caverhill, Learmont & Co. are guaranteed. The firm's advertisement will be found on page 16.



**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**J.** W. Chambers, stove dealer, tinware, plumbers' goods, etc., London, Ont., is offering to compromise with his creditors.

G. G. Rebagliati, general merchant, Lytton, B.C., has assigned to S. P. Moody.

E. Wodon, general merchant, Kildare, Que., has assigned to Lamarche & Benoit.

Doupe & Doupe, general merchants, Lucan, Ont., are offering 85c. on the dollar.

Archibald McIntyre, general merchant, Strathclair, Man., has assigned to Fred J. Nixon.

Wm. Power, general merchant, Port Mulgrave, N.S., has assigned, and a meeting of his creditors has been held.

PARTNERSHIPS FORMED AND DISSOLVED.

Birch & Dyer, general merchants, Al-  
berton, P.E.I., have dissolved.

Maron, Bills & Co., general merchants,  
etc., Morinville, N.W.T., have dissolved.

Joseph Goldberg & Co. have registered  
partnership as manufacturers of iron beds,  
etc., in Montreal.

Bathie & McLarty, machinists, Portage  
la Prairie, Man., have dissolved. Alex.  
McLarty continues alone.

J. S. Greenhill, hardware dealer, Leam-  
ington, Ont., has admitted J. H. Conover,  
under the style of Greenhill and Conover.

Henri Laporte and Adelard Decary have  
registered partnership as stove manufac-  
turers under the style of Laporte & Co.,  
Montreal.

J. O. Arsenault, general merchant,  
Wellington, P.E.I., has admitted A. C.  
Rogers into partnership under the style of  
J. O. Arsenault, Son & Co.

M. F. Schurman, coal and lumber dealer,  
Kensington, P.E.I., has admitted Major  
Schurman into partnership. The style will  
now be M. F. Schurman & Co.

SALES MADE AND PENDING.

C. Jacques, blacksmith, Tilbury, Ont.,  
is advertising his business for sale.

The stock of the estate of James Dodds,  
general merchant, Norman, Ont., has been  
sold.

The stock of W. A. Piggott, general mer-  
chant, Granville Ferry, N.S., is advertised  
for sale.

The assets of G. B. Poisson, general  
merchant, St. Sophie de Levrard, Que.,  
have been sold.

The assets of Edouard Tanguay, general  
merchant, Chartierville, Que., are to be  
sold on May 19.

The stock of T. Pomerleau, general mer-

chant, St. Francois East, Que., has been  
sold at 73c. on the dollar.

CHANGES.

George M. Brown, founder, Tilbury, Ont.,  
has left that place.

Henry Hoar, blacksmith, Atwood, Ont.,  
has left that place.

W. Wagner, blacksmith, Comber, Ont.,  
has retired from business.

Gordon Matthews, general merchant,  
Elmsdale, P.E.I., is closing out.

Wm. Trott, general merchant, Weid-  
mann, has removed to St. Thomas, Ont.

Desire Hatton has registered as proprietor  
of J. B. Coulon & Co., dealers in mirrors,  
etc., Montreal.

J. B. Gowanlock, dealer in agricultural  
implements, Cypress River, Man., has sold  
out to Venner & Moore.

M. E. (Mrs. W. C.) Van Nostrand, coal  
and lumber dealer, etc., Elkhorn, Man., has  
sold out to G. Silvester.

FIRES.

The Royal City Planing Mills, Vancouver,  
have suffered about \$3,000 loss by fire.

The works of the Canada Cycle and  
Motor Co., Limited, manufacturers of  
bicycles, etc., and of the Welland Vale  
Manufacturing Co., manufacturers of edge  
tools, etc., St. Catharines, Ont., were  
destroyed by fire on Wednesday morning.  
The total loss is estimated at nearly  
\$400,000.

DEATHS.

Alpin Grant, sr., of A. J. Grant & Co.,  
wholesale and retail hardware dealers,  
Halifax, N.S., is dead.

**RETAIL COMPETITION.**

**A** CONFIDING cafe proprietor, with  
whom I occasionally take a glass  
of ginger ale, told me his troubles  
the other day. They were much like the  
ordinary merchant's troubles. "In the  
old days," he said, "anyone who had  
wet goods to sell was sure of a good trade.  
Then some fellow came along and put up a  
handsome bar, full of cut glass and such.  
The trade got going his way; so I put in the  
finest bar money could buy. Then another  
fellow offered a free lunch, and so we all  
began to give a 25c. meal with a 5c. glass  
of beer. Then some one put in an orchestra,  
and we followed suit. These things are  
expensive. I don't do any more business  
than I did at first; but if I didn't have  
handsome furniture and a free lunch and a  
brass band for my customers I couldn't stay  
in the business."

It's the same way in other lines. Many  
merchants can remember when they never  
advertised at all, and only used their  
windows for lighting purposes; yet they  
made as much money and sold as many  
goods as now, when show windows and  
newspaper bills cost thousands of dollars  
a year. Where the spirit of competition  
will finally lead commerce no man can tell.  
But one thing is certain. If you are going  
to "do business" at all you must do it in  
modern fashion. You can't escape your  
environment nor the "trend of the times."  
The man who doesn't realize that his show  
window is the biggest thing in his business,  
and strain every nerve to make it pay him,  
may as well put on his coat, for the sheriff  
is coming up the street and will soon stop  
at his door.—L. Frank Baum, in The Show  
Window.

# Iver Johnson Bicycles

HONEST CYCLES

AT

HONEST PRICES

SEND FOR CATALOGUE.



All under the  
market in price.  
You can't pay  
more and get your  
money's worth.  
You can't pay  
less and get satisfaction.

**PRICES:**  
\$25,  
MEDIUM GRADE.  
\$35  
HIGH GRADE.  
\$45  
RACERS.  
\$50  
CUSHION FRAME BICYCLES.  
\$60  
CHAINLESS MODELS.

Iver Johnson's Arms &amp; Cycle Works,

FITCHBURG,  
MASS.

Branches: New York, Boston, Worcester.



# H. S. HOWLAND, SONS & CO.

WHOLESALE  
ONLY.

37-39 Front Street West, **Toronto.**

ONLY  
WHOLESALE.

## CORN PLANTERS.



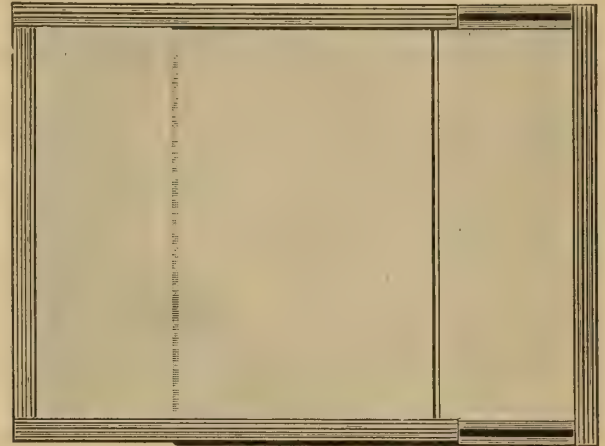
"TRIUMPH"



"TRIUMPH."

With Pumpkin Seed Attachment.

## WINDOW SCREENS.



## "PERFECTION" SCREENS.

No. 1—For Bathrooms.

" 2—18 in. high, extends 20 to 33 in.

" 3—18 in. " " 24 to 40 in.

" 4—22 in. " " 24 to 40 in.

## SCREEN DOORS.

### STYLE A.

Stained Screen  
Doors.

No. 1—2-8 x 6-8

" 2—2-10 x 6-10

" 3—3 x 7

### STYLE B.

Oiled and Varnished  
Screen Doors.

No. 1—2-8 x 6-8

" 2—2-10 x 6-10

" 3—3 x 7

### STYLE C.

Oiled and Varnished  
Fancy Screen Doors.

No. 1—2-8 x 6-8

" 2—2-10 x 6-10

" 3—3 x 7

BEST MADE DOORS AND WINDOWS ON THE MARKET.

**H. S. HOWLAND, SONS & CO., Toronto.**

OUR PRICES  
ARE RIGHT.

Graham Wire and Cut Nails are the Best.

WE SHIP  
PROMPTLY.



## TRADE IN COUNTRIES OTHER THAN OUR OWN.

### THE SITUATION IN SHEFFIELD.

THE adverse influence of dearness of fuel and materials is now apparent in many directions to those engaged in the iron and heavy-steel branches. Although there is plenty of work on hand, inquiries and new business are decidedly scarce, and buyers are holding off in a rather determined manner. This feature is most noticeable in shipbuilding, railway and engineering material and castings. Little disposition is manifested to give out orders for wagons and ships. It is also clear that the rumors of a possible export of iron from America and an easement of prices are influencing the minds of traders. The leading heavy steel firms, however, appear to be sanguine as to the prospects of trade. The demand for Bessemer billets continues sufficiently heavy to keep the producers working at high pressure, and the recently-advanced prices are readily paid. Rolling-mill managers report an appreciable falling-off in the requirements of the lighter trades, such as tools, cutlery, and files. The demand for circular saws is unprecedentedly heavy, and makers of joiners' saws are busy, but are experiencing keener competition from the United States than has been the case for some time past. The high prices are proving disastrous to the small proprietors, several of whom have already been driven out of the business. The crucible-steel trade is very unevenly divided. Foreign markets generally are buying freely of most of Sheffield's manufactures, a state of things which is due to some extent to the reduced export from America and Germany. —Ironmonger, May 5.

### NEW YORK METAL MARKET.

**PIG TIN**—Higher quotations by cable from London, light arrivals in New York and moderate shipments from the Straits thus far this month combine to impart more steadiness to the market here. There was little increase, if any, in business with consumers, however, and nothing was reported in the way of purely speculative trading. At the close 28.65 to 28.70c. was quoted for five-ton lots from store, and 28.80 to 28.85c. for smaller quantities. A lot of 50 tons was said to have been offered at 28.55c. early in the day.

The shipments from the Straits during the first half of May were 210 tons to the United States, 975 tons to England, and 290 tons to the Continent, against a total of 1,950 tons during the corresponding period last year.

**COPPER**—Continued heavy production in the United States and large shipments to

Europe are still very prominent features in the market. The production during the first four months of this year was 89,260 tons and the exports amounted to 57,154 tons. In the corresponding period last year the production was 80,395 tons and the export 78,356 tons. For 1898 the record is 78,356 tons produced and 44,142 tons exported. New business is momentarily rather below the late average, but there is only slight softening of values here or in the European market. The range of quotations is 16¾ to 17c. for Lake Superior ingot, 16¾ to 16⅞c. for electrolytic bars, etc., and 16½ to 16¾c. for casting stock.

**PIG LEAD**.—There were no new developments in the market for pig lead. Consumers and dealers are buying very conservatively, since there is no indication of any upward movement in prices in the near future, and the smelting company is still offering at 4c. for lots of 50 tons and 4.02½c. for single carloads.

**SPELTER**.—Consumers in this locality are buying moderately, and, to all appearances, against well defined wants only. Reports from the West indicated a rather dull market there also. Along with free offering this serves to keep the market rather soft, and purchases of carload lots are easily made at 4.55 to 4.60c. New York delivery.

**ANTIMONY**—Regulus remains steady at 9½ to 11c., as to brand and quality.

**TINPLATE**—Very few purchases are being made of other than moderate quantities from producers or dealers, and the demand continues slack. Prices are, however, held quite steady. A cable from London quoted ordinary 14 x 20 Bessemer cokes at 15s. 4½d. f.o.b. Swansea.

**IRON AND STEEL**—Pig iron is selling to fair extent only, and the tone of the market is rather soft. Prices, however, are showing no quotable change.

Old material remains in almost complete neglect, and prices as currently quoted are nominal to a great extent.—New York Journal of Commerce, May 17.

### SOFT COAL VERY FIRM.

The price of all grades of soft coal shows an advance of 75c. per ton, as compared with this time last year. The importations of Scotch coal into Canada will be practically nil this season, owing to the fact that it is worth more abroad than here.

United States soft coal is also higher, as the prices at the mines and the cost of transportation are considerably above last year.

At present there is a liberal supply here,

though, as will be remembered, there was a scarcity approaching to famine last winter, when cars could not be secured for transportation.

### TRADE CHAT.

THE Northern Pacific Railway is now distributing the new special freight tariff for Brandon, Man., wholesale houses, which shows great reductions in the rates.

The Canada Radiator Co., Limited, has been incorporated.

Rogers & Rogers, Summerside, P.E.I., have opened their new bicycle store.

Cowan & Co., Galt, Ont., have started to build their machine and pattern shops.

The United Gas & Oil Co. of Ontario, Limited, Windsor, Ont., has been incorporated.

The Menzie-Turner, Limited, window shade manufacturers, Toronto, have been incorporated.

The Hamilton Steel and Iron Co., Limited, have had several successful heats at the steel plant.

The Crow's Nest Coal Co. now employ 700 men, and contemplate opening new mines at Michel, B. C.

### ADVANCE IN A CORNICE BRAKE.

Owing to the recent advance in the price of material, and the increase in wages, the Double Truss Cornice Brake Co., Shelburne, Ont., have been obliged to advance the price of their brake \$10, and of their beader attachment \$5, which make the price of these \$60 and \$15, respectively. The demand for these brakes has been unusually large this year, the sales extending to all sections of the Dominion.

### BONUS FOR A BLAST FURNACE.

The town of Port Colborne, Ont., and the adjoining township of Humberstone, are to vote upon by-laws to grant \$15,000 and \$10,000 respectively, as a bonus to the proposed blast furnace at the former place.

The site of the proposed furnace is just north of the village of Port Colborne, and east of the canal.

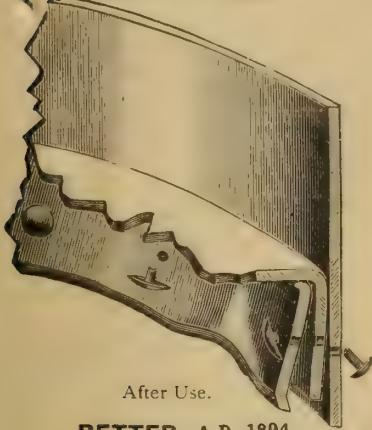
### PERSONAL MENTION.

Mr. A. M. Parks, assistant general-manager, and Mr. J. W. Ward, special advertising representative of The Sherwin-Williams Co., Cleveland, paid a short visit to the Toronto branch last week. They report a large increase in sales in every department, and a much greater increase of the output of Sherwin-Williams paints than anticipated.

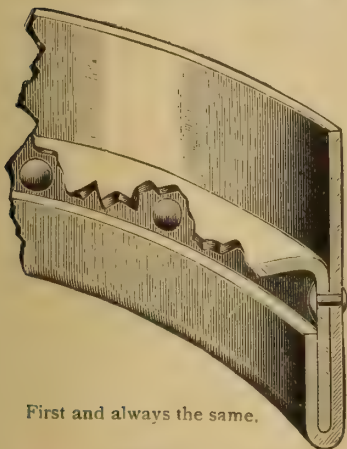


# The Evolution of Our Milk Can Trimmings.

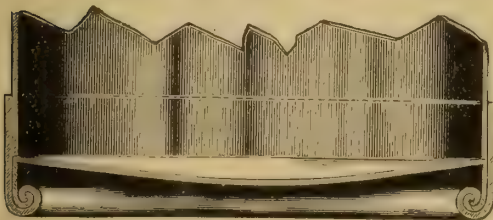
GOOD—A.D. 1890.



BETTER—A.D. 1894.



BEST—A.D. 1900.



*Note the double thickness of the rolled edge.*

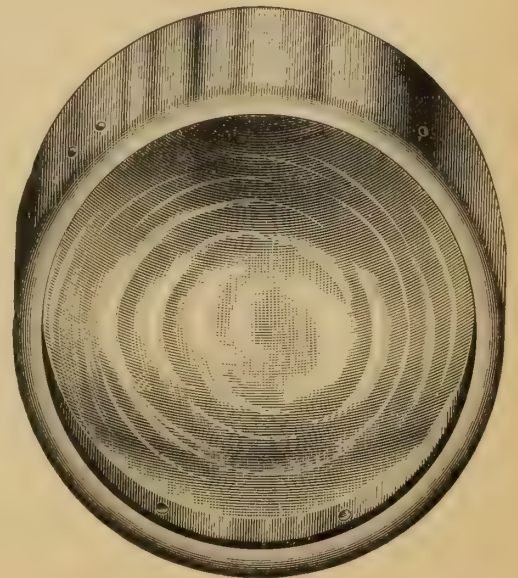
As the apple in the blossom is as perfect, in its development, as in the rich ripe fruit, so were our first broad hoop trimmings **perfect** as far as our knowlege went.

With the light of experience and a careful consideration of the trade's requirements, our **1894** trimmings met with general favor.

In our **1900** trimmings we combine the good features of previous years with the **double durability** of our **rolled edge**.

Our Trimmings will not split.  
They are not strained in making.  
They will not cut factory floors.  
They last a lifetime.

Sorting Orders by  
Mail or Telegraph  
promptly shipped.



## THE THOS. DAVIDSON MFG. CO., Limited, - Montreal.

### THE WORLD'S COPPER SUPPLY.

THE dominating position taken by the United States among the contributors to the world's supply of copper has already been commented on. In this connection The Engineering Magazine observes that the immense activity of the Americans, added to their mechanical genius, has led to the initiation by them of a scale of operations hitherto unprecedented in the history of mining. But, if the increasing demand for copper continues, present sources of supply will soon be insufficient, unless production at the big mines can be still further stimulated. It is doubtful, however, whether the production of mines like the Anaconda and Rio Tinto can be very largely increased.

And there is another side of the question that must not be lost sight of—the more rapidly an ore deposit is exploited the sooner it will be exhausted. It is true that there are immense reserves of copper ore on Lake Superior, assuming that the beds can be profitably worked down to a vertical depth of 6,000 to 7,000 feet; but it seems likely that even this source of supply will fail to cope with the increased demands of the early part of next century, and three or four decades will probably see it exhausted. We are bound to assume, therefore, that unless new and abundant sources for the metal are opened up in the early part of the next century, or some substitute is found for it in the electrical industry, there is no prospect of copper being overproduced.

### ON A MORE PERMANENT BASIS.

It affords us pleasure to state we have learned that the old-established business of A. D. Ellis, hardware dealer, has been placed on a more permanent basis by increased capital and the association of a permanent business relation in Toronto. This means extra facilities of conducting and maintaining a business so long and so favorably associated with the interests of Simcoe and the County of Norfolk. We trust that our old and respected friend, A. D. Ellis, will long be spared to fill the accustomed place in our business community, and find increased prosperity with the growth of Simcoe and its surroundings.  
—British Canadian, Simcoe, Ont.



# TO THE TRADE

## 1900

Bicycles free from all Trusts.

# WELLINGTON and COLUMBUS WHEELS

A. B. C.'S HIGHEST GRADES.

## LADIES - \$32.00 - GENTS.

FLUSH JOINTS. STANDARD EQUIPMENT. DUNLOP TIRES.

—ALSO—

### LAMPS

|              |         |       |           |
|--------------|---------|-------|-----------|
| Search Light | M. & W. | Queen | Leader    |
| \$1.80,      | \$1.40, | 70c., | 70c. each |

### BELLS

|         |         |         |         |         |             |
|---------|---------|---------|---------|---------|-------------|
| D7      | D9½     | 322     | E9½     | E7½     | 413         |
| \$2.10, | \$2.10, | \$2.70, | \$2.80, | \$3.55, | \$6.10 doz. |

### CYCLOMETERS

|         |                 |         |             |
|---------|-----------------|---------|-------------|
| VEEDER  | STANDARD, No. 1 | No. 2   | SPALDING    |
| \$7.20, | \$3.00,         | \$3.50, | \$3 00 doz. |

Toe Clips—Lamp Brackets—Coasters—Saddles—Cements—Oils—Graphites—Pumps  
BELOW FACTORY PRICES.

# CAVERHILL, LEARMONT & CO., MONTREAL





# A GOOD SELLER



# Straw Hat Enamel

To make Faded Straw Hats look like New.

Retails

at

10 cents



Retails

at

10 cents

## MADE IN ALL THE FASHIONABLE SHADES

Black, Navy Blue, Cardinal, Russet, Dark Green, Khaki, etc., etc.

♦ ♦

SEND YOUR ORDERS TO

## Henderson & Potts

PAINT AND VARNISH  
MANUFACTURERS

Halifax and Montreal.





# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

MONTREAL, May 18, 1900.

### HARDWARE.

**T**HERE has been some decrease in the aggregate volume of trade, consequent upon the clearing up of forward orders and the irregularity in regard to values in the United States. Still, a fair movement is noted, and, with one or two exceptions, no further change in price is to report. Fence staples have been reduced. Wire and cut nails furnished a moderate trade. Screws, bolts and rivets have continued fairly active. Firebricks have advanced, and cement also is considerably higher, while other lines furnish no notable feature.

**BARBED WIRE**—Since the reduction trade has been fairly active. We quote \$3.40 Montreal.

**SMOOTH WIRE** — There has been a fair demand for prompt shipment, with the base price \$3.20.

**GALVANIZED WIRE**—moving well. We quote: Nos. 6, 7 and 8 gauge, \$3.95; No. 9, \$3.20; No. 10, \$4.10; No. 11, \$4.15; No. 12,

\$3.35; No. 13, \$3.45; No. 14, \$4.50; No. 15, \$5; and No. 16, \$5.25.

**FINE STEEL WIRE**—Discounts remain at 12½ per cent., with a fair demand.

**BRASS AND COPPER WIRE** — As last reported. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

**FENCE STAPLES** — These have been reduced to \$3.60 for bright and \$4.10 for galvanized.

**WIRE NAILS**—Business has been moderate, and prices are unchanged at \$3.20 for jobbing and \$3.10 for carlots.

**CUT NAILS**—There is a small trade doing, and the base is unaltered at \$2.85 for small and \$2.75 for carlots.

**HORSE NAILS** — These also are quiet at 50 per cent. discount on Standard and 50 and 10 on Acadian.

**HORSESHOES**—The same remarks apply to this line. We quote as follows: Iron shoes, light and medium pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow shoes, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; X L

steel shoes all sizes, 1 to 5, No. 2 and larger, \$4.20; No. 1 and smaller, \$4.45; feather-weight, all sizes, \$5.45; toe weight steel shoes, all sizes, \$6.55 f.o.b. Montreal.

**SCREWS**—There is a fair business doing. Discounts are as follows: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

**BOLTS, ETC.**—The demand has been well maintained. Discounts are: Tire bolts, 60 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 52½ per cent.; nuts, square, 3½c. per lb. off; nuts, hexagon, 4c. off; stove bolts, 60 and 10; plough bolts, 50 per cent.

**RIVETS, ETC.** — In fair inquiry and unchanged. Discounts are as follows: Best iron rivets, section, carriage, and

## TWO LEADING LINES FOR HOT WEATHER.

### NOVELTY BLUE FLAME OIL COOKING STOVE



**A Champion of Heat and Economy.**

A Specially Constructed Brass Burner produces a Clear Blue Flame and a Heat of the Greatest Intensity.

Patent Wick Adjustment Insures Perfect Safety.

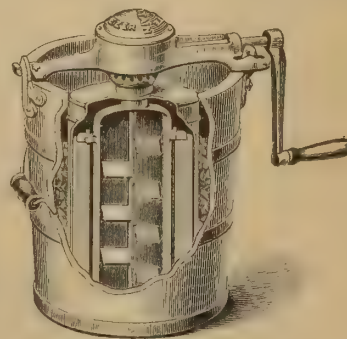
Oil Tank is situated away from burner, thus keeping oil cool and avoiding any odor.

**NO SMOKE  
NO SMELL  
ALWAYS READY**

**Cheaper in use than Coal or Wood.**

### WHITE MOUNTAIN ICE CREAM FREEZER

WITH THE...  
**Original Triple Motion.**



CREAM CAN BE FROZEN  
IN FOUR MINUTES.

The **quickest** freezer in the market.

Makes the **finest** and **smoothest** cream.

Supplied with  
**Duplex Malleable Iron Dasher,**  
**Strong Waterproof Tub,**  
**Extra Heavy Charcoal Tin Plate Can,**  
**Covered Gearing,**  
**Double Scraper.**

**Sizes to Suit, from the Smallest Family  
to the Largest Restaurants.**

## THE McCLARY MFG. CO.

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER



## American Sheet Steel Company

Manufacturers of Black  
and Galvanized Sheets  
Battery Park Building  
New York

## Drain Pipes Portland Cements Fire Bricks

Contractors' and  
Founders' Supplies.

## F. HYDE & CO.

31 Wellington street, MONTREAL



"BUILD TO-DAY THEN,  
STRONG AND SURE.  
WITH A FIRM AND  
AMPLE BASE."  
— Longfellow.

**DO YOU?**  
WISH THUS TO BUILD  
an  
advertisement  
in the  
**CONTRACT-  
RECORD,**  
TORONTO  
will bring you  
tenders from the  
best contractors

## Deseronto Iron Co.

LIMITED  
DESERONTO, ONT.

Manufacturers of

## Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 45 per cent. off; swedes iron burrs, 40 per cent. off; copper rivets, 35 per cent.; coppered iron rivets and burrs, in 5-lb. carton boxes, 45 per cent. off.

LOCKS—There has been a reduction in locks, the discount having been increased from 27½ and 10 to 33½ and 10.

CORDAGE—The demand is dull and price would be shaded for a quantity. We quote: Manila, 16c.; sisal, 13½c., and lath yarn 10¼c. base.

HARVEST TOOLS—These are going out well.

SPADES AND SHOVELS—Discounts 40 and 5 per cent., with a fair trade doing.

CUTLERY—Business quiet in both table and pocket descriptions.

SPORTING GOODS—Active request for guns and ammunition. Shot is now quoted 6½c., less 7½ per cent.

FIREBRICKS—There is a fair business doing, and prices are \$1 to \$2 higher at \$17 to \$24 per 1,000 as to brand, ex wharf.

CEMENT—The market is strong in tone, and prices have advanced 5 and 10c. per bbl. Demand is good and prospects more encouraging. We quote: German, \$2.40 to \$2.60; English, \$2.30 to \$2.40; Belgian, \$1.80 to \$2.10.

### METALS.

Despite the report of irregularity in the United States, prices on heavy iron and metals here have ruled fairly steady during the week, about the only change that there is to report being the decline in ingot tin.

PIG IRON—Spot pig iron is quiet, but steady at \$27, but, as soon as the lower priced article for spring importation is available in any quantity, spot values will have to conform thereto.

BAR IRON—There has been a fair demand for bar iron, and prices remain at \$2.35 to \$2.45, as to quantity.

BLACK SHEETS—Without alteration. We quote: 8 to 15, \$3.10; 18 to 20, \$2.90; 22 and 24, \$2.95; 26, \$3.10, and 28, \$3.15.

GALVANIZED IRON—A good business is still noted. We quote: No. 28 Queen's Head, \$4.75 to \$5.00, and No. 26, \$4.50 to \$4.75; Comet, No. 28, \$4.45 to \$4.70, and No. 26, \$4.15 to \$4.45.

INGOT COPPER—In fair request and unchanged at 17½ to 18c.

INGOT TIN—This has declined sharply to 33½ to 34c., according to quantity.

LEAD—Is quiet and unchanged.

LEAD PIPE—As last noted. We quote: 7c. for ordinary and 7½c. for composition waste, with 15 per cent. off.

IRON PIPE—In fair request. We quote as follows: ¼, \$3.10; ⅜, \$3.10; ½, \$3.40; ¾, \$3.85; 1, \$5.50; 1¼, \$7.50; 1½, \$9.10, and 2-in., \$12.25.

## Special Grades

of IRON and STEEL  
for special work.

We Solicit Inquiries  
for Import.

## A. C. LESLIE & CO.

MONTREAL



IRON AND  
BRASS

## Pumps

Force, Lift and Cistern  
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDUGALL CO., Limited

Manufacturers, Galt, Canada.

## ADAM HOPE & CO.

30 JOHN STREET N.

Hamilton, Ont.

Offer from Store,  
Montreal, Toronto and Hamilton:

PIG TIN, "Straits"  
INGOT COPPER  
PIG LEAD  
ZINC SPELTER  
ANTIMONY

WRITE FOR QUOTATIONS.

## Nova Scotia Steel Co.

Limited

NEW GLASGOW, N.S.

Manufacturers of

## Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel



# BANANA OIL

## OR BRONZING LIQUID

Is something often asked for but seldom to be obtained in a hardware store.

It is not necessary to be out of this article. Your customer will go some other place to buy it if you cannot supply him, and buy something else with it—so much business you have lost. As with all our other specialties, we thought of the hardware-man's convenience in this line also.

We put it up in

**2-oz. Bottles**  
**6-oz. Bottles**

AND IN CANS 1 PINT TO 1 GALLON.  
ALSO GOLD BRONZE.

Write for Sample Order.

THE . . .

**Imperial Varnish & Color Co.**  
LIMITED  
TORONTO, ONTARIO, CANADA.

# We are Offering

Window Glass, Paints, Oils,  
Cordage, Builders' Hardware, Wire, Wire  
Nails, Lawn Mowers, Harvest Tools,  
Spades and Shovels at closest prices.

OUR MOTTO:

PROMPT SHIPMENT, RIGHT PRICES.

**JOHN BOWMAN**  
**HARDWARE & COAL CO.,**  
....London, Ont.

**TINPLATES**—There has been a moderate trade in these. We quote \$4.50 for coke, and \$4.75 for charcoal.

**CANADA PLATE**—Trade quiet. We quote: 52's, \$3.25; 60's, \$3.35; 75's, \$3.45; full polished, \$3.50, and galvanized, \$4.85.

**TERNE PLATE**—Firm and unchanged at \$8.75.

**SWEDISH IRON**—Active and steady at \$4.25.

**COIL CHAIN**—Unchanged. We quote: No. 6, 12½c.; No. 5, 11c.; No. 4, 10½c.; No. 3, 10c.; ¼-inch, 8½c.; 5-16, \$6.00; ¾, \$5.40; 7-16, \$5.15; ½, \$5.00; 9-16, \$4.85; ⅝, \$4.80; ¾, \$4.75; ⅞, \$4.75, and 1 inch, \$4.75.

**SHEET ZINC**—Firmly held at 7 to 7¼c.

**ANTIMONY**—As last quoted at 10½c.

**SPELTER**—Moderately active and steady.

### PAINTS AND OILS.

The lead market continues to advance abroad, but makers in Canada have not decided yet on any change in white lead. Putty, however, was put up 20c., owing to the advance in linseed oil. Spot prices for turpentine are unaltered, but advices from the South noted an advance of 2c. on Wednesday. Demand for paris green begins to be felt. Castor oil is stronger, and prices are ¼c. higher. The market is almost bare of seal oil, and prices have taken a sharp

advance to 46 to 48c.. Coal tar values are also 25c. higher. We quote:

**WHITE LEAD**—Best brands, Government standard, \$6.75; No. 1, \$6.37½; No. 2, \$6; No. 3, \$5.62½, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

**DRY WHITE LEAD**—\$5.75 in casks; kegs, \$6.

**RED LEAD**—Firm; casks, \$5.10; in kegs, \$5.35.

**WHITE ZINC PAINT**—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

**PUTTY**—We quote: Bulk, \$1.95; bladders, in bbls., \$2.10; bladders, in cases, \$2.25; in tins, \$2.35 to \$2.60.

**LINSEED OIL**—Raw, 79 to 80c.; boiled, 82 to 83c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

**TURPENTINE**—Single barrels, 72c.; two to four barrels, 73c.; five barrels and over, open terms, the same terms as linseed oil.

**MIXED PAINTS**—Firm; \$1.20 to \$1.40 per gallon.

**CASTOR OIL**—Firm; 8¼ to 8¾c. in wholesale lots, and ½c. additional for small lots.

**SEAL OIL**—46 to 48c.

**COD OIL**—32½ to 35c.

**PARIS GREEN**—Demand fair at firm prices; 1-lb. packets, 19½c., and drums, 18½c.

**NAVAL STORES**—A more active business has been done in naval stores and prices generally rule steady. Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

### GLASS.

There has been a moderate business noted. We quote as follows: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

### HIDES.

Quiet. We quote: Beef hides, 9, 8 and 7c. per lb. Lambskins and clips, 15c. each. Sheepskins, \$1.10 each, and calfskins, 9 to 11c. per lb.

### PETROLEUM.

Fairly active. We quote as follows: "Acme," 18½c.; "Perfection" and "Silver Star," 17½c.; Canadian refined, 17½c., and Pratt's Astral, 21c.

### MARKET NOTES.

The market here is bare of seal oil.

Turpentine is 2c. higher in the South.

Putty has been advanced 20c. all around.

Castor oil has stiffened ¼c. all around this week.

Ingot tin has had a sharp decline on last week's level.

Coal tar has been marked up 25c. on previous rates.



## ONTARIO MARKETS.

TORONTO, May 18, 1900.

## HARDWARE.

**C**ONFIDENCE in the trade, which was somewhat shaken by the slump in the price of wire and wire products some weeks ago, is being somewhat restored, although the downward tendency in metals naturally tends to hinder the development of a better feeling. There is, perhaps, a little more business being done, although the demand is not active as a rule. There are a good many orders coming in, but they are for small sorting-up quantities. Rope is a little easier, being quoted  $\frac{1}{2}$ c. lower on manila and  $\frac{1}{4}$ c. lower on sisal. Some change has also taken place in tin spoons and forks of American manufacture, a reduction of 5 per cent having been announced. A reduction has also taken place in barbed wire staples. These are practically the only quotable changes to the retail trade, although the price of green wire cloth has been advanced 15 to 20c. per 100 square feet to the jobbing trade. The latter have not, however, made any change in their figures. The demand for wire nails is just moderate, and very little is being done in cut nails. Some business in small lots is being done in the different lines of fence wire. A feature of the trade during the past week has been quite an increased demand for gas and oil stoves. A fair demand is to be noted for enameled ware and tinware. Trade in screws and bolts continues good, and an improved business is to be noted for small ammunition for the holiday trade. Quite an active trade has been done during the past week in ice cream freezers and refrigerators. The bulk of the trade is over for churns. Payments are fair, and a fair letter-order business is being done.

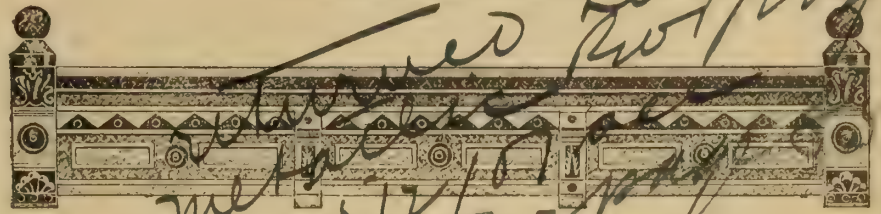
**BARBED WIRE, ETC.**—A steady trade is being done in barbed wire in small lots, the orders for shipments from factory as well as from stock being as a rule small. Staples have been reduced and are now quoted at \$3.60 per 100 lb. for plain and \$3.85 for galvanized with the usual extras for less than 100 lb. lots. The price for barbed wire is still unchanged at \$3.35 from stock, Toronto, and f.o.b., Cleveland \$3.05, for carlots and \$3.15 for less than carlots.

**GALVANIZED WIRE**—There is a little sorting up being done at quotations. We quote from Toronto: No. 5, \$4.62½; Nos. 6, 7, 8, \$3.95; No. 9, \$3.20; No. 10, \$4.10; No. 11, \$4.15; No. 12, \$3.35; No. 13, \$3.45; No. 14, \$4.50; No. 15, \$5.20; No. 16, \$5.25. The f.o.b. price Cleveland for No. 69 base is \$2.90 in less than carloads, and \$2.80 for carloads. Terms are 60 days or 2 per cent. 10 days.

**SMOOTH STEEL WIRE**—Some orders are

## OUR METALLIC CORNICES

are an important feature of all up-to-date building operations.



CORNICE NO. 37.

They are easily handled—give handsome effect—are fireproof, durable and economical.

Equally invaluable for use in new structures or for improving old ones.

We furnish any size, shape or pattern desired—better look them up in our catalogue, and be ready to do the business in them for your locality.

METALLIC ROOFING CO., Limited KING and DUFFERIN STREETS, Toronto.

still being shipped, and a moderate business is being done in new orders of a sorting-up nature. The base price is unchanged at \$3.20 per 100 lb.

**WIRE NAILS**—Business in this line is not brisk, although it is steady for small lots. The price is steady at \$3.20 base for small lots and \$3.10 for carlots.

**CUT NAILS**—Trade is slow, with the base price unchanged at \$2.85 per keg Toronto, Hamilton, London and Belleville.

**HORSESHOES**—Trade is still quiet and featureless. Prices as before. We quote f.o.b. Toronto, Hamilton, London and Guelph as follows: No. 2 and larger, light, medium and heavy iron shoes, \$4.05; snow shoes, \$4.30; light steel shoes, \$4.35; featherweight shoes, all sizes, \$5.60. No. 1 and smaller, light, medium and heavy iron shoes, \$4.30 per keg; iron snow shoes, \$4.55; light steel shoes, \$4.60; featherweight steel shoes, all sizes, \$5.60.

**HORSE NAILS**—This line is still without feature, the trade being quiet. Discount 50 per cent. on standard oval head, and 50 and 10 per cent. on Acadia.

**SCREWS**—An active trade is still being kept up in this line, and prices are without change. We quote: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

**BOLTS AND NUTS**—A fairly good trade is still being done in stove and tire bolts. We quote: Norway bolts, full, square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.;

sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 62½ per cent.; nuts, square, 3½c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

**RIVETS AND BURRS**—A steady trade at unchanged prices is still being done in rivets and burrs. We quote as follows: Carriage section, wagon box, rivets, etc. 45 per cent.; black M rivets, 45 per cent.; iron burrs, 40 per cent.; copper rivets, 35 per cent.; bifurcated, with box, 5-lb. carton boxes, 30c. per lb.

**CHURNS**—Trade is about over for the season, as the orders now going out are, as a rule, for small lots. Trade for this line this season has been a most active one, and everyone seems satisfied with the results.

**GAS AND OIL STOVES**—The warmer weather in the early part of the week induced quite a brisk demand for both oil and gas stoves, and the manufacturers were kept pretty busy filling orders.

**ICE CREAM FREEZERS AND REFRIGERATORS**—The warm weather in the early part of the week also created quite an active demand for ice cream freezers and refrigerators, although it has fallen off somewhat during the last day or so.

**WARE**—There is a little business being done in these lines, but the demand is not as brisk as it was a week or two ago.

**ROPE**—The feature of the rope trade is a weaker feeling, and prices have been reduced  $\frac{1}{4}$  to  $\frac{1}{2}$ c. per lb. on sisal and manila respectively. The base price on the former is now 11½c. per lb., and on manila, 15½c.

**EAVE TROUGH**—This is going out freely this week, and as eave troughing now being delivered is made from galvanized sheets



which were bought when the market was lower than it is at present, quotations are decidedly firm at the \$3.75 base per 100 lb.

**HARVEST TOOLS**—On account of the fire at The Welland Vale Co.'s works at St. Catharines, there is some fear of a shortage in supplies. A great many deliveries have, however, been made, and if any shortage is experienced it will probably be most felt when sorting up orders are coming in. In the meantime, however, the wholesale trade appear to have fairly good stocks. At present a fair trade is being done. Discount 50 and 10 to 50 and 10 and 5 per cent.

**SPADES AND SHOVELS**—These are going out fairly well, and the discount is unchanged at 40 and 5 per cent.

**CUTLERY**—A fair quantity is moving all the time. No special feature to be noted.

**SPORTING GOODS**—Generally speaking a moderate trade is being done in sporting goods, and the near approach of the holiday has stimulated the demand for small ammunition.

**BUILDING PAPER**—Trade continues good, and difficulty is still being experienced in getting delivery of strawboard. Prices remain steady and unchanged.

**TIN SPOONS AND FORKS**—The manufacturers in the United States have notified the importing trade in Canada of a reduction of 5 per cent. in tin spoons and forks, and it is expected that the jobbing trade here will make a similar reduction before long.

**GREEN WIRE CLOTH**—Although the price of green wire cloth to the retail trade is still \$2 per 100 sq. ft., the makers have advanced the price to the jobbing trade by 15 to 20 per cent. The makers have for some time been very busy, in fact, the demand has exceeded the supply.

**POULTRY NETTING**—The demand keeps up well, shipments going out every day. Discount, 45 per cent. for McMullen's.

**BINDER TWINE**—Business is moderate, with prices ranging from 11 to 11½c. for sisal and 16c. for manila, while mixed twine is quoted at 12½c. per lb.

**CEMENT**—The demand keeps very brisk. Prices are steady. We quote nominally in barrel lots as follows: Canadian Portland, \$2.80 to \$3.00; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

#### METALS.

The past week has been a decidedly unsettled one, as far as the outside markets are concerned, there having been a downward tendency in prices. Locally, however, the only reduction we have to note in prices is a decline of 2c. per lb. in pig tin.

**PIG IRON**—On account of the unsettled condition of the outside market, there is

little disposition at present to place orders except for requirements. We still quote the Hamilton iron at \$23.50 for No. 1, and \$23 for No. 2, f.o.b. to point of shipment.

**BAR IRON**—Trade keeps up fairly well in this line with the base price unchanged at \$2.45 to \$2.50 Toronto.

**HOOP STEEL**—The demand has been active during the past week with stocks light, and the base price unchanged at \$3.25.

**PIG TIN**—Although there is a little steadier feeling in pig tin as we go to press, there has been a continuous decline in the outside markets during the past week, and local quotations are a couple of cents per lb. lower than they were a week ago. The price now rules at 35 to 36c., with 3 per cent off 30 days. Local stocks are still light, but the demand is only of a hand to mouth character, although orders are numerous.

**TIN PLATES**—Although quotations are without change there is a little more disposition on the part of jobbers to accept slightly less. "We are doing this," said one jobber, "in order to keep business moving." It is well, however, to point out that the shipments now arriving were bought when the market was at its top price. A fair trade is being done from stock.

**TERNE PLATES**—A little more business is being done in this line although no large lots are going out.

**TINNED SHEETS**—Business keeps fair in this line.

**CANADA PLATES**—Trade is still quiet. We quote all dull, \$3.50, half polished, \$3.60, and all bright, \$4.

**BLACK SHEETS**—Trade has been fairly active the past week in this line, both for large and small lots. The base price is unchanged at \$3.60.

**GALVANIZED SHEETS**—The demand for galvanized sheets is keeping up better than in any other line of metals. The American manufacturers are again beginning to quote prices. It will be remembered that a short time ago they would not quote except for specifications. The price of American galvanized sheets is still above what it costs to import "Queen's Head" brand from Great Britain. We quote English at \$5.10, and American at \$4.75.

**COPPER**—Trade has been rather quiet in ingot copper during the past week, but for sheet copper, the demand, on the other hand, has been brisk. We quote ingot at 19½ to 20c. per lb., and sheet at 23 to 23½c.

**BRASS**—The feature of the market in this line is a reduction in the discount by the American manufacturers, the figures now

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With Plated Rust Proof and Guarded Spring.

"THE LATEST AND BEST."

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Largest Variety.

Toilet, Hand, Electric Power

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Highest Quality Grooming and

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Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

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The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many qualities.

Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts.

Power Sheep Shearing Machines.

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27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

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Hardware  
Specialties

Main Office and Works,

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On sale all round the globe.



being again 10 per cent. instead of 15 per cent.

**SPELTER**—Business during the past week has been small. We quote 7 to 7½c.

**SHEET ZINC**—A fair trade has been done in small lots during the past week at 7½c. for casks and 7¼c. per lb. for less than casks.

**LEAD**—The outside market has been decidedly weak, there having been some very sharp declines in New York. Locally, however, the demand has been good, and prices are unchanged at 5 to 5¼c. per lb.

**SOLDER**—Trade still keeps brisk in this line, with prices unchanged. We quote: Half-and-half, 21 to 22c. per lb.; refined, 20 to 21c., and wiping, 20 to 20½c.

**IRON PIPE**—The demand is not brisk, and a good deal of cutting is still going on in black pipe. We quote: Black pipe, ¼ to ½ inch, \$3.60; ½ inch, \$3.70; ¾ inch, \$4.20; 1 inch, \$5.90; 1¼ inch, \$7.85; 1½ inch, \$9.75; 2 inch, \$13; 2½ inch, discount off to 6 in the list 45 per cent. Galvanized pipe is quoted as follows: ½ inch, \$5.30; ¾ inch, \$6.35; 1 inch, \$9; 1¼ inch, \$12.45; 1½ inch, \$13.75; 2 inch, \$19.90.

**LEAD PIPE**—Business is rather quiet in this line. We quote 7c. per lb., with discount 15 per cent., f.o.b. Toronto.

**RANGE BOILERS**—The jobbers are gradually falling into line with higher prices. We quote Standard as follows: 30 gals., \$7.25; 35 gal., \$8.15; 40 gal., \$9.25. Standard, extra heavy, 30 gal., \$9; 35 gal., \$9.95; 40 gal., \$11.35.

**ANTIMONY**—A little better business is being done. Cookson's is unchanged at 11 to 11½c. per lb.

#### PAINTS AND OILS.

The week has been an interesting one. The turpentine market shows an advance of 2c. as a result of a stiffening in the primary market, where the receipts have not been as large as anticipated. Linseed oil is also up 2c. in consequence of a steadily rising market in England. The rise in linseed oil, totaling 12c. in five weeks, has affected the price of putty and white lead. Putty has risen 20c. per 100 lb., and is firm at the rise. White lead is almost sure to go up in a few days, as, in addition to the stiffness of linseed oil, dry lead is quite high. The manufacturers of varnishes also met during the week, and decided to adopt uniform terms and to make gross list price with a discount. The new list has not been prepared, but it has been decided to make the terms four months, with 3 per cent. off for cash. There is a good general trade doing. We quote:

**WHITE LEAD**—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½; No. 3, \$5.75; No. 4, \$5; dry white lead is casks, \$5.75.

84,000 Daily Production.  
5 Factories, 5 Brands.

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For sale all over the World.



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.  
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## BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of Polished, Silvered, Bevelled Chequered, and Rough Plate Glass. Also of a durable, highly-polished material called "MARBLETTE," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. Benders, Embossers, Brilliant Cutters, etc., etc. Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No 68 St. Helens.

**RED LEAD**—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

**LITHARGE AND ORANGE MINERAL**—Litharge, 6 to 6½c.; orange mineral, 8 to 8½c.

**WHITE ZINC**—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

**PARIS WHITE**—90c.

**WHITING**—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

**GUM SHELLAC**—In cases, 22½c.; in less than cases, 25c.

**PUTTY**—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.15; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

**PLASTER PARIS**—New Brunswick, \$1.90 per barrel.

**PARIS GREEN**—Petroleum, bbls., 18c.; arsenic, kegs, 18¼c.; drums, 50 and 100 lb. 18¾c.; drums, 25 lb., 19¼c.; tins, 1 lb., 20¾c.; tins, ½ lb. 22¾c.; packages, 1 lb., 19¾c.; packages, ½ lb., 21¾c.

**PUMICE STONE**—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

**LIQUID PAINTS**—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

**SEAL OIL**—54c. per gallon, and yellow seal at 45c.

**CASTOR OIL**—East India, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

**LINSEED OIL**—Raw, 1 to 4 barrels, 84c.; boiled, 87c.; 5 to 9 barrels, raw, 83c.; boiled, 86c., delivered. Toronto, Hamilton, and London, 2c. less.

**TURPENTINE**—Single barrels, 77c.; two to four barrels, 76c., delivered to outside points. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged. Toronto, Hamilton, London and Guelph, 2c. less.

#### GLASS.

There is a good business doing. Prices are steady. At a recent meeting of jobbers it was decided to leave prices standing at the present basis. A few import orders are arriving, principally on last year's contracts. We quote first break locally: Star, in 50-foot boxes, \$2.20, and 100-foot boxes, \$4.20; double diamond under 25 united inches, \$6.25, Toronto, Hamilton

and London; terms 4 months or 3 per cent., 30 days.

#### OLD MATERIAL.

There is no change. We quote jobbers' prices as follows: Agricultural scrap, 70c. per cwt.; machinery cast, 70c. per cwt.; stove cast scrap, 40c.; No. 1 wrought scrap, 60c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 10½c.; heavy copper, 12c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, 11c.; scrap lead, 3c.; zinc, 3c.; scrap rubber, 5c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

#### COAL.

There is little doing. No change in anthracite noted, nor will there be any before June 1. We quote anthracite on cars at Buffalo and bridges for May delivery as follows: Nut, egg and stove, \$4.25 per gross ton, or \$3.79 per net ton; grate, \$4 per gross ton, or \$3.57 per net ton.

#### PETROLEUM.

The demand is light. Prices are steady. We quote as follows: Pratt's Astral, 20c. in bulk (barrels, \$1 extra); American water white, 20c. in barrels; Photogene, 19c.; Sarnia water white, 18½c. in barrels; Sarnia prime white, 17c. in barrels.

#### MARKET NOTES.

Putty is 20c. per 100 lb. dearer.

Linseed oil and turpentine are 2c. per gal. dearer.

The terms on varnishes are now 4 months 3 per cent. off for cash.

Pig tin is 2c. per lb. lower locally. It is now quoted at 35 to 36c.

The price of green wire cloth has been advanced to the jobbing trade.

A decline of ¼c. per lb. is to be noted in sisal, and ½c. per lb. in manila rope.

#### BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

#### FREE INSERTION

in "Commercial Intelligence," to the Editor

"SELL'S COMMERCIAL INTELLIGENCE,"  
168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.



**A USEFUL KITCHEN TOOL.**

**A** MACHINE that will be readily welcomed by Canadian housekeepers is the "Sterling" slicer, manufactured by N. R. Streeter & Co., Rochester, N.Y. This machine will slice any fruit or vegetable, from the size of string beans to that of turnips or pineapples, delivering in thickness from that of a card to  $\frac{1}{2}$  in. It will cut potatoes for French fried by recutting furnish the most even slices for Saratoga chips, and cut up squares.



There is no waste; the last slice is just the same thickness as the first. It will make the finest of cold slaw, and can be used for small amounts of kraut.

Each rotation of the disc makes two cuts, and the food drops into the plate or pan at the foot. The point of "equal thickness" is a very important one, for, if one slice is thick, and one thin, you will not get even cooking, or even color in the cooking. The adjustment for making the slices thick or thin is very simple.

The blade of the slicer is of tempered knife-steel, and is so protected that only by gross carelessness can the operator cut himself. A pusher is provided to feed the article to be cut, but, at the start, for a long cucumber, it can be thrown back out of the way, but still remain attached to the machine. The slicer clamps securely to the table, and a turn of a thumbscrew allows the disc and knife to separate from each other and from the body, for washing or brushing.

In every respect the machine is well made, strong and durable. All parts are interchangeable, so they will fit any machine. It can be retailed at \$2, which will yield a liberal margin of profit to the retailer. H. S. Howland, Sons & Co. have just received a shipment of these slicers.

**THINKS BRITISH SHOULD HAVE THE TRADE.**

Mr. S. C. McFarland, American consul at Nottingham, is anxious that Americans should secure orders in connection with the

projected Nottingham electric trams. He concludes a report on the subject by observing: "Contracts for experimental motors have been placed in Sheffield. If not satisfactory upon trial, other offers will be considered. The bodies of the cars will be built in England, but a Philadelphia firm is under contract to make and deliver the wheels. The wire contracts are likely to go to New Jersey. American steel rails are also under consideration. American bids for miscellaneous material will receive attention, and inquiries should be addressed to Mr. Arthur Browne, city engineer." We wonder if a British corporation will ever construct an electric tramway without foreign assistance? We assure them, it can be done, and are quite ready to put them in communication with a British electrical engineer who will see the work through.—Commercial Intelligence, London.

**ADVANCE IN RAW MATERIALS.**

A study of the latest figures of the Treasury Bureau of Statistics shows a remarkable increase in the foreign price of many of the articles imported for use in manufacturing, says Bradstreet's. In Manila hemp and sisal the increase is more than 100 per cent. within the last two years; in jute, over 50 per cent.; in raw silk, 33 per cent.; in India rubber, more than 25 per cent.; in clothing wool, 33 per cent.; in tin, 50 per cent., and in raw sugar, 25 per cent. During the nine months ending with March, 1900, the importation of Manila hemp amounted to 29,107 tons, valued at \$4,266,580, while in the corresponding months ending with March, 1898, 39,599 tons were valued at but \$2,449,468, the average price per ton in the nine months just ended being \$146.50, against \$61.85 in the corresponding months of 1898. In sisal grass, which is imported from Mexico, the increase has been even more strongly marked, the 52,875 tons imported in the nine months ending with March, 1900, being valued at \$8,007,961, or \$151.30 per ton, against an average of \$62.42 per ton in the corresponding months of 1898. Jute, which averaged \$23.65 per ton in the nine months ending with March, 1898, averaged \$36.80 in the nine months ending with March, 1900. Raw silk also shows a marked increase, the average price per lb. in the fiscal year 1897 being \$2.84, in 1899 \$3.19 and in the nine months ending with March, 1900, \$3.94 while during the month of March alone the average price was \$4.60, as against an average of \$2.84 in the fiscal year 1897. Raw sugar, "not above No. 16, Dutch standard," whose average cost in the foreign markets during the fiscal year 1897 was 2c. per lb., was during the nine months ending with March, 1900, 2.42c. per lb. and in the month of March over 2½c. per lb., an increase of 25 per cent. in the cost in the foreign markets.

# Spray! Spray!! Spray!!!

The **PURE PARIS GREEN** manufactured by the

## CANADA PAINT COMPANY

LIMITED

is manufactured direct from the essential chemicals they guarantee a uniformly superior article, and always

In  
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**PURE PARIS GREEN  
CARBONATE OF COPPER  
SULPHATE OF COPPER  
BLUE STONE**



THE

**Watson, Foster Co.,**

LIMITED

**MONTREAL.**

**WALL PAPER  
MANUFACTURERS**



# HEATING AND PLUMBING

## BUILDING NOTES.

THE old hotel at Port Davidson, Ont., is being removed to Moulton, Ont., where it will be rebuilt into a co-operative store.

Wm. Andrews, blacksmith, Killaloe, Ont., is erecting a residence.

E. Spragett intends building a new residence in Columbia, B.C.

G. H. Clark will build a fine brick residence in Orillia, Ont.

Senator Loughheed is erecting a new stone business block in Calgary.

A \$35,000 school for boys will be erected in the St. Eusebe parish, Montreal.

E. J. H. Pauley is erecting a new house on Pleasant street, Dartmouth, N.S.

Operations have been started on a new residence for Mr. McDonald, Chatsworth, Ont.

A new station house and siding for 50 cars is being built at Otter Lake, Ont., on the C.A.R.

John Teague, architect, Victoria, is asking tenders for a brick building on Fisguard street, Victoria.

The St. Catharines, Ont., Council will submit a by-law for money to erect a new collegiate building.

The Barrie, Ont., Tannery Co., have selected the site for their new building and will start building shortly.

G. A. Abbott intends erecting a business block in Coldwater, Ont., to contain two stores, a barber shop, a dwelling and a hall.

Brandon, Man., is to have a new isolated hospital building at once, to take place of the temporary building erected two years ago.

The Montreal Street Railway Co., is erecting, at St. Henri, new car barns 306 x 100 feet, to have a capacity for 81 cars.

A new two-storey addition to the Perth, Ont., Separate School is being constructed. Stephen Bennett has the contract for the building.

Plans have been prepared for a new Episcopal church in Sherbrooke, Que. It is expected a theatre will also be built there this summer by United States capitalists.

The Dominion Coal Co., Limited, is erecting 150 houses for the miners at Little Glace Bay, N.S. At a public meeting held in that town recently a resolution in favor of the erection of a hospital was passed

and sent to the Provincial Governor-in-Council for approval.

The tenders for the erection of a court house, jail, and other county buildings for Gloucester county have been received by B. C. Mullins, Bathurst, N.B. The contract has not yet been awarded.

Among the buildings being erected or to be built in Melita, Man., this summer are a large flour storage room for Bulloch & Son; a wood-turning factory for J. S. Edwards; a stone bake oven for A. E. Maycock; a store for T. D. Sturgeon and residences for J. Crerar and Dr. Rogers.

A Truro despatch says that building operations are quite brisk there this spring. The new main building, of brick, being put up by the Truro Knitting Mills will cover more ground than any other brick building in the town. The factory is to be handed over by the contractors in June. There are several smaller buildings to be erected in connection with the Stanfield Mills. These mills are one of the two largest manufacturing factories in town.

Among the new buildings to be erected in Halifax this summer will be a handsome marble residence on Young avenue for A. Hobrecker. The Sailors' Home building is to be extended to Granville street and another storey put on. The Acadia Sugar Refining Co. will erect a new building on Duke and Water streets, and it is understood that Blackadar Bros. will extend and enlarge their new building on Granville street.

## PLUMBING AND HEATING NOTES.

The strike of the journeymen plumbers and steamfitters of Halifax has assumed small proportions. Many of the men have left that city to take positions in other towns. The masters are getting all the men they need for their work.

There will be no plumbers' strike in Hamilton this spring. The journeymen who threatened to go out have come to an agreement with the masters that is satisfactory to all concerned.

## PLUMBING AND HEATING CONTRACTS.

James Williams, St. Thomas, Ont., has the contract for the plumbing; James Acheson, for the metal work, and John Riddle for roofing a new hotel on the present Penwarden hotel site at the corner of Talbot and William streets.

## TORONTO BUILDING PERMITS.

Building permits have been issued in Toronto to G. E. Henderson for a \$7,000 brick residence on Elm avenue, near Huntley street; to Henry O'Hara, for a \$1,700 addition to his residence on Dunbar road, near Elm avenue; to Kilgour Bros. for additions and alterations to their warehouse at 17 and 19 Wellington street west, to cost \$16,000; to C. A. Dinnick, for a two-storey and attic residence near Huron street, on Lowther, to cost \$6,000; to J. Wighton, for a two-storey brick residence at 109 McPherson avenue, to cost \$1,800; to W. R. Feeeland, for a waiting room and freightshed on the Yonge street wharf, to cost \$4,500; to the Hugh Ryan estate, for restoration after fire the warehouse at 44-48 Richmond street west, to cost \$7,500; to John Wanless for a three-story brick and stone dwelling and store at 396 Yonge street, to cost \$5,600; to D. Conboy, for a \$7,000 three-storey carriage factory at 487 King street west; to R. Schofield for a brick and stone addition to his workshop at 14 Court street, costing \$900.

## WATERWORKS ITEMS.

The arbitrators appointed to set a price on the Nanaimo, B.C., waterworks, which the city is to buy, have decided that the city shall pay \$104,000, their own costs and three-fourths of the costs of the company. This will bring the cost to the city up to \$112,000.

W. N. Adsit, town clerk, Medicine Hat, N.W.T., is asking for tenders for the construction of a system of waterworks in that town and for furnishing materials and supplies therefor. Tenders must be in by June 1.

B. E. Sparham, town clerk, Smith's Falls, Ont., and Willis Chipman, engineer, Toronto, are asking for tenders, before May 22, for the construction of 13,000 feet of tile sewers and 12,730 lineal feet of water mains.

## THE ANNUAL CONVENTION.

The trade is beginning to take an interest in the convention of the Master Plumbers' Association of Canada, which is to be held in Montreal. At a meeting of the national executive, held in Montreal the other day, it was proposed to open the convention on June 27, so that all the work will be completed by the holiday, July 1. This will be done if members of the executive residing at a distance from Montreal are agreeable to the proposition.



**A PAINT OR VARNISH SOLVENT.**

**W**RITING in one of the French chemical papers lately, Mons. G. A. le Roy suggests substituting for the turpentine or other spirit which is generally used as a solvent or a diluent in paint or varnish, one of the chlorides of carbon, and more especially the compound known as carbon tetrachloride. This latter substance is a limpid, colorless liquid which boils at 170 deg. Fahr., has a specific gravity of 1.56, and is well fitted to become a varnish solvent: firstly, because it is very volatile—turpentine boils about 3.30 deg. Fahr.; secondly, because it is not inflammable; and thirdly, because of its relatively great density. The specific gravity of turpentine is 0.86, and of methylated spirit about 0.9—that is to say, they are lighter than water—and when any paint containing a heavy coloring matter is mixed with them the color soon deposits, and the paint requires periodical stirring to insure homogeneity. Carbon tetrachloride being much heavier than water tends to bring the specific gravity of the liquid portion of the paint nearer to that of the pigment, and settlement is thus rendered less rapid. The advantage of a non inflammable or partly non-inflammable paint or varnish is obvious, while the greater volatility of the tetrachloride in comparison with turpentine helps to make the varnish or paint dry more quickly. M. le Roy also claims for his new solvent that the varnishes made therewith are exceptionally hard and brilliant, and that they do not thicken on keeping. The carbon tetrachloride can be used either alone or mixed with any of the other volatile solvents commonly employed—e.g., turpentine, methylated spirit, benzine, acetone, petroleum spirit, or carbon bisulphide—and therefore it may be adopted in the manufacture of an oil or spirit varnish, paint, or enamel paint, or in those waterproofing compositions which include india rubber as one of their ingredients.

**TORONTO CITY HALL PLUMBING.**

The experts appointed by the Toronto City Council to report on the plumbing work done by The Bennett & Wright Co., Limited, at the new city hall, have finished their examination. They state in their report that in many instances the work is different from the plans and specifications. In some cases these changes have been to the contractors' advantage; in others the reverse.

They state that the closets, cistern brackets, washbasins and the marble in the lavatories, are not the same as specified. A considerable amount of cast iron pipe has been used instead of wrought iron, which made a large difference in the cost. They estimate

the difference between the cost of the work as specified and the work done at about \$7,600.

This report does not incriminate The Bennett & Wright Co., Limited, in any way, for the changes from the specifications have been made at Architect Lennox's request or with his concurrence. He has not yet sent in his report on the work.

**THE TRIAL OF J. M. SHERLOCK.**

The trial of James M. Sherlock, the Toronto plumber, who is charged with intimidation, is being heard this week before Judge McDougall. The charge against Mr. Sherlock is that he attempted to obtain \$3,000 from Joseph Wright, of The Bennett & Wright Co., Limited, as hush money, to keep quiet regarding alleged breaches of contract in the plumbing at the new city hall. The grand jury of the General Sessions returned a true bill against him on Tuesday.

**CONDENSED OR "WANT" ADVERTISEMENTS.**

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

**FOR SALE.**

**H**ARDWARE BUSINESS FOR SALE. FOR particulars address P. O. Box 3, Carman, Manitoba. (22)



**Ontario Nut Works, Paris  
BROWN & CO.**

Manufacturers of  
All sizes of Hot Pressed  
Nuts, Square and Hexagon

THE . . .  
**Waggoner  
Extension Ladder.**

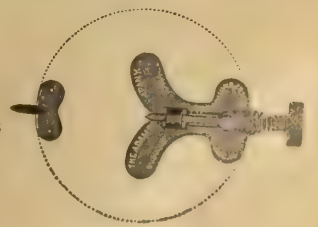
The strongest, lightest and most convenient ladder in the market. The only really satisfactory extension ladder made. Pulls up with a rope. Made in all lengths. Also extension and other step ladders, sawhorses, ironing boards, painters' trestles, etc. All first-class goods. Write for quotations to

**The Waggoner Ladder Company, Limited, London, Ont.**

**DIAMOND STOVE PIPE DAMPER AND CLIP.**

U. S. Patent June 25th, 1895.  
Canadian Pat. Dec. 13th, 1894.

Sold by Jobbers of - - -  
**HARDWARE  
TINWARE  
and STOVES,**  
for furnace pipe, to support  
the sheet steel blade



Manufactured by **THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.**  
**A. R. WOODYATT & CO., Guelph, Ontario.**

**INK POWDER.**

Mr. W. A. Walton, representing Cooper, Dennison & Walkden, Limited, London, Eng., was in Toronto last week in the interest of his firm who are manufacturers of various descriptions of inks, etc., among which is Walkden's blue black ink powder. It is to the introduction of the ink powders that Mr. Walton is especially devoting his attention.

The ink which this powder makes is a beautiful blue black and lasting in color, as is evident from specimens of writing made two years ago which Mr. Walton has in his possession.

The advantage of an ink powder in a cold climate is obvious. The powder should sell well in Canada. One guarantee of its quality is the fact that a large order for it has already been placed by the Dominion Government.

Mr. Walton, who has already visited Montreal and London, left Toronto on Saturday for Winnipeg.



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BRASS MFG. CO.  
LIMITED,**  
Toronto.

**P**ERSONS addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.



## ELECTROLYTIC ZINC AS A COATING FOR IRON.

AT the meeting of the Cleveland Institution of Engineers, held a few days ago in Middlesborough, England, Mr. H. Sayer read a paper on electrolytic zinc as a protective coating for iron and steel.

The paper, which was a lengthy one, and had been written by Mr. Sherard Cowper-Coles, said that the importance of zinc as a protective coating for iron cannot well be overestimated, as it is really more effective and cheaper than paint is. The so-called "galvanized iron" is made by passing the iron through a molten bath of zinc. Zinc surfaces after a brief exposure become coated with

### A THIN FILM OF OXIDE,

which forms an insoluble protective coating to the underlying zinc, so that as long as the zinc surface remains the iron is effectively protected. There are disadvantages, however, in the pickling and hot-galvanizing processes hitherto employed. The advantages of the method described in the paper were claimed to be considerable. There is no scaling or furring, and no reduction in the tensile strength of steel. Girders, shafts, etc., can be coated without difficulty. There is no waste. The coating is more adhesive and elastic, and will resist the corroding action of copper sulphate better than when the sheets are coated by the hot process. Wire gauze and screws with fine thread can be galvanized, and it is advantageous to use the process for nails, etc., as it does not impart a slippery surface.

The author pointed out the theory of

### PROTECTIVE METALLIC COATINGS,

and stated that, up to the present, zinc has been found to be the most effective protective coating for iron and steel. He then described the process of lead galvanizing and the method of producing terne plates. An historical sketch was next given, and the process and the cost of production were detailed. An American process was referred to, which has been tried with some success, for the more economical galvanizing of wires. Coils or bundles of wire are dipped in a bath of molten zinc, and are then placed in a centrifugal machine to remove the excess of zinc. Details were also given of the process of zinc flashing. A comparison was drawn between hot and cold galvanizing, and the results obtained when tested by the post office test for determining the thickness of zinc coatings. Working instructions were given as to the various methods of preparing iron and steel prior to galvanizing, and a diagram was shown of one of the latest sand

blast plants, suitable for removing scale and oxide from plates. The method of

### COLD GALVANIZING.

was fully described, the cost and output of various galvanizing-plants dealt with, and a description given of a special apparatus for the treatment of tubes. The formation of zinc sponge was discussed, and the result of some investigations given. The author then explained the best working conditions for electro-zincing, and gave a comparison of the actual and theoretical weight of zinc obtained for a given amount of electrical energy. The question of adhesion was fully gone into, and the results of some recent investigations given. Specimens were shown demonstrating the relative adhesion. In the case of hot galvanizing the zinc in every case parted company with the iron and steel, but in the cold galvanizing specimens of tube were shown that had been crushed quite flat, the zinc still being intact. In conclusion, particulars were given as to the best method of applying paint to zinc so as to render it adhesive.

### AIR AS A LUBRICANT.

Ordinary air is now being used with good results for illustrating the action of a lubricant in a journal bearing, in a machine designed by Professor Albert Kingsbury. The machine, as explained by an exchange, consists of a steel piston or short shaft to be rotated, and a cast iron ring or cylinder which acts as a bearing for the shaft, the whole being supported on rollers mounted on a suitable frame. The shaft weighs 50½ lb., is 6¼ in. long and 6 in. in diameter, and its weight constitutes the total downward pressure on the bearing. The diameter of the cylinder is slightly less than 1-2000 of an inch larger than the shaft—a fairly loose fit. Both cylinders and shaft are ground exactly parallel.

The cylinder is set horizontally, the shaft inserted (both being perfectly clean and dry) and rotated with the hand by the handle at the end. It can be turned with difficulty at first, and the harsh, grating sound of metal rubbing on metal will be heard. With an increase of speed, however, this grating ceases and the force required to turn the shaft is materially decreased until, after a few revolutions, the shaft becomes entirely free from the cylinder and rotates on the film of air between. Set rotating at, say, 500 revolutions per minute, it will continue to rotate four or five minutes. If allowed to run, the speed gradually decreases from the start until suddenly the piston breaks through the intervening layer of air, and a few more revolutions suffice to bring it to a sudden stop.

If a more conclusive proof is required that the shaft is entirely separated from the

cylinder, an electric bell may be included in a circuit of which the shaft is made one terminal and the cylinder the other, when it will be found that the bell is silent as long as the shaft rotates at any considerable speed.

### INCREASE IN PIG IRON OUTPUT.

ACCORDING to The Iron Age there was an increase both in the production of pig iron during the month of April, and also in stocks of the metal at furnaces. Reports from owners of blast furnaces on May 1 show an increase in the capacity of furnaces in blast aggregating 4,368 tons weekly for the entire country. This is in face of a decrease in active charcoal capacity and the interruptions to steady operations still occurring in some important districts.

The weekly capacity of the furnaces in blast on May 1 compares as follows with that of the preceding periods :

|                        | Furnaces<br>in Blast. | Capacity<br>Per Week.<br>Gross Tons. |
|------------------------|-----------------------|--------------------------------------|
| May 1, 1900 .....      | 292                   | 293,850                              |
| April 1 .....          | 291                   | 289,482                              |
| March 1 .....          | 293                   | 292,643                              |
| February 1, 1900 ..... | 296                   | 298,014                              |
| January 1 .....        | 280                   | 294,186                              |
| December 1, 1899 ..... | 283                   | 296,959                              |
| November 1 .....       | 277                   | 288,522                              |
| October 1 .....        | 265                   | 278,650                              |
| September 1 .....      | 257                   | 267,335                              |
| August 1 .....         | 244                   | 267,672                              |
| July 1 .....           | 237                   | 263,363                              |
| June 1 .....           | 220                   | 251,062                              |
| May 1 .....            | 217                   | 250,095                              |

### FURNACE STOCKS.

Stocks of pig iron are increasing, but not so rapidly as might have been supposed from the recent condition of trade.

The position of furnace stocks, sold and unsold, was as follows on May 1, the same furnaces being represented as in former months. This does not include the holdings of the steel works producing their own iron :

| Stocks—                 | Jan. 1. | M'ch. 1. | Ap'l. 1. | May 1.  |
|-------------------------|---------|----------|----------|---------|
| Anthracite & coke ..... | 107,231 | 162,280  | 177,650  | 216,182 |
| Charcoal .....          | 20,115  | 22,872   | 19,882   | 24,895  |
| Totals .....            | 127,346 | 185,152  | 197,532  | 241,077 |

### WARRANT STOCKS.

The American Pig Iron Storage Warrant Co. report receipts into the warrant yards during April of 1,200 tons and deliveries of 100 tons, showing a gain in stock of 1,100 tons during the month, making the following showing as compared with previous months:

| Stocks—                 | Jan. 1. | M'ch. 1. | Ap'l. 1. | May 1. |
|-------------------------|---------|----------|----------|--------|
| Anthracite & coke ..... | 3,200   | 1,600    | 1,500    | 2,400  |
| Charcoal .....          | 1,700   | 1,400    | 1,400    | 1,300  |
| Totals .....            | 4,900   | 3,000    | 2,900    | 4,000  |

Hosterman, Graves & McKay, carriage-makers, Halifax, have dissolved. Charles D. McKay retires, and the business will be continued by the remaining partners under the style of Hosterman & Graves.



**R. C. LEVESCONTE**

Barrister, Solicitor, Notary, Etc.

THE MCKINNON BUILDING  
Cor. Jordan and Melinda Streets

... TORONTO

Telephone 689.

Cable "LeVesconte" Toronto.

Do you handle the ...

**Aylmer Spray Pumps?**

IF NOT,

Why not do so?

THE AYLMER is universally acknowledged by the fruit-growing community to be the best Pump in the market to-day, and during the past two years has taken first place at every contest wherever shown, taking the Jubilee award at Toronto Industrial Exhibition, also first place at St. Petersburg, Russia at Manchester, Eng., and at Ottawa, Ont.

THE AYLMER is to-day the most powerful, easiest-working and most durable Pump in the market. If our travellers have not called on you write us for terms. Liberal discounts to the trade. EVERY PUMP WARRANTED

**AYLMER IRON WORKS.**

**Hay Rakes  
Scythe Snaths  
Grain Cradles  
Horse Pokes  
Fork Handles  
Corn Planters**

Your order solicited  
by the**Strathroy Mfg. Co.**

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of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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Manufacturer of

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The Best Stick.

Made of Rock Elm.

Wholesale Trade Only Supplied.

Ask your Wholesale House for the Preston make of Stick.

Write for Prices.

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Tinnings' and Plumbers' Solder  
Ingot Brass, etc.**

**IMPORTERS AND DEALERS**

**Pig Tin, Pig Lead  
Ingot Copper . . .  
Antimony, etc.**

**SYRACUSE SMELTING WORKS.** Factories: MONTREAL, and SYRACUSE, N.Y.**The "DAISY" Barrel Churn****SPECIAL FEATURES FOR SEASON OF 1900.**

Angle Steel Stand, with extra patented centre brace.

Patented Double Levers or Bow.

Wheels on the feet.

Hardened and Polished Steel Ball-Bearings.

Patent cover and drip tube.

**SIZES—Nos. 0, 1, 2, 3, 4 and 5.**

The Barrels are made of the best imported White Oak Staves, and will last many years.

Manufactured only by

**The WORTMAN & WARD MFG. CO., Limited**Head Office:  
LONDON, ONT.Eastern Branch:  
60 McGill St.,  
MONTREAL



**CAPITAL, \$100,000.00.**

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# The Toronto Silver Plate Co., Limited

Silversmiths and Manufacturers of Electro Silver Plate.

In buying Silverware see that it is Stamped "Toronto Silver Plate Co.," on Electro Plate and with these Trade Marks in that way it is fully guaranteed manufacturing high-grade Silver-long to thoroughly know our business to prove by actual result goods is equal to anything in the market. We have not been long enough in business to have got into a rut, or are we old-fashioned in our methods of manufacture. We are up-to-date in every sense of the word, we claim to have the most complete and labor-saving plant in the market, and we are in a position to offer the trade Silverware in character of design and finish, and at prices that enable the purchaser to sell it quickly. We have no hard stock to work off. Why? Because our designs are too popular to become so, and, besides, we are constantly changing them.



We are a strictly Canadian Company and have sufficient Canadian Capital back of us to permit of our carrying out any contract we may enter into.

Note the personnel of our Directorate.

As we have repeatedly mentioned we are not in the Trust, or are we connected with any Silverware Association or Combine. We are a free lance and allow no outside interests to determine our business policy.

Give all this your careful consideration. If you are not our customer now, become so—it will certainly pay you.

Why continue to buy obsolete patterns or goods made in obsolete ways that are not good value? You buy Silverware to sell quickly, and at a good profit, do you not?—not to look at. Then buy Toronto Silver Plate Co. designs that are not obsolete.



570 King St. West.

Factories and Salesrooms

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**E. G. Gooderham,** Managing Director.



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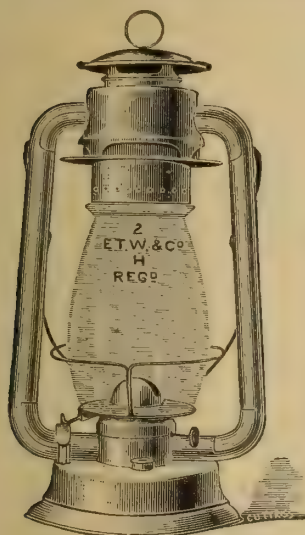
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Representing British and American manufacturers of  
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Tools, Cables, etc.



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Hamilton, Ont.

**WRIGHT'S**  
Ask your Jobber for

The only genuine  
Cold Blast Lantern made.

**"JARDINE"****TIRE UPSETTERS  
WILL UPSET TIRES**

Some machines sold as Upsetters will not.  
Perhaps you make as much money on the  
sale of a useless Upsetter as on a good  
one, but your customer does not. He  
don't want a machine because it is called  
an Upsetter he wants a machine to upset  
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

**A. B. JARDINE & CO.**  
**HESPELER, ONT.**



**1900 Catalogue, showing complete line**

**Tinners' and Roofers' Supplies.**

Large Stock, Great Variety, Prompt Shipments. GET OUR PRICES.

**BERGER BROS. CO.,**  
231 AND 237 ARCH STREET, - PHILADELPHIA  
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## Hardwood CHARCOAL in Bulk or Sacks.

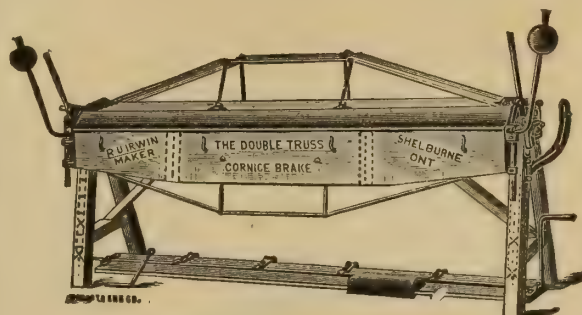
## WOOD ALCOHOL equalling Methylated Spirits as a solvent.

Manufactured only by...

**THE STANDARD CHEMICAL CO., Limited**

Factories (Fenelon Falls.  
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Gooderham Building, **TORONTO**



This eight-foot Brake bends 22-gauge iron  
and lighter, straight and true.

**Price, \$60**

Very handy beader attachment, \$15 extra  
if required.

Send for circulars and testimonials to

**The Double Truss Cornice  
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## THE FAVORITE



Send for our complete catalogue.

is made in three calibres  
**22, 25 and 32 Rim Fire**  
and is the best low-priced rifle made. Highest quality of work.  
Accuracy guaranteed. Weight, 4½ lbs.

No. 17, Plain Sights— List \$ 8.00  
No. 18, Target Sights— " 11.50  
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**J. STEVENS ARMS & TOOL CO.**

For Sale by All Leading Canadian Jobbers  
At Trade Discounts.

P.O. Box 215, **CHICOPEE FALLS,**  
**MASS., U.S.A.**

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TWIN MILLS.**

**1078 BLOOR STREET WEST  
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Having equipped our Factory with entirely new machinery, we are prepared  
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**Hand Laid Cotton Rope and Clothes Lines,**  
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## Webster's Definition



OF THE WORD  
**OIL TANK**

...IS...

A VESSEL FOR  
HOLDING OIL."

So far, good. But that term gives but a meagre understanding when applied to the

**BOWSER**

THREE-MEASURE  
SELF-MEASURING

**OIL TANK.**

True, it "holds oil," and holds it securely, too, but it does more, and if we were called upon to rename it with a name designed to describe it even briefly, it would read something like this:

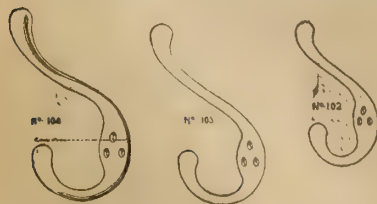
**"THE BOWSER COMPLETE OIL  
HOLDING AND RETAILING ; SALE  
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MONEY SAVING MACHINE."**

A name rather too long for a bustling twentieth century business man to digest, but one TOO SHORT to describe all the performances of this superb, up-to-date apparatus. We have carefully prepared, handsomely illustrated booklets, telling in minutest detail of its construction, performance and cost. These booklets cost us considerable money to produce. They will cost you nothing. They are free. Send your address to-day.

**S. F. BOWSER & CO.,** P.O. Box 564  
TORONTO, ONT.  
Factory: Fort Wayne, Ind.



TRADE MARK  
SAVE MONEY BY BUYING  
**Gunn's Patent  
Brassic Goods**



Equal to solid brass in every particular. Cost less money—look and wear as well. Sales increasing all the time.

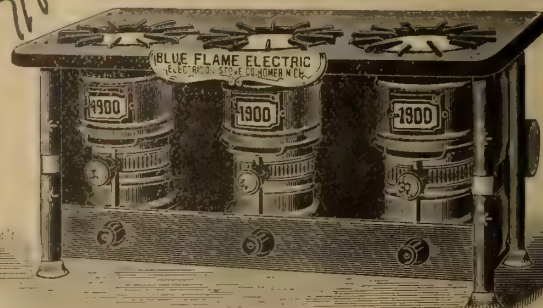
**THE GUNN CASTOR CO., Limited**  
KNOX HENRY,  
Canadian Agent, 220 Board of Trade MONTREAL.



There is nothing so convenient to warm a room or your summer cottage as our **PARLOR HEATER**. It is a perfect coal, oil heater, and for summer cooking nothing is so nice, clean and handy as our

**Blue Flame Cook Stove.**

Every dealer should carry a few of these in stock.



**The Rochester Lamp Co. of Canada**  
24 Front Street West, TORONTO.



## CANADIAN IRON FURNACE CO.,

Manufacturer of Limited

## CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que.  
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We Manufacture

AXES, PICKS  
MATTOCKS, MASONS'  
and SMITH HAMMERS  
and MECHANICS' EDGE  
TOOLS.

All our goods are guaranteed.

Geo. E. Drummond,

Managing-Director and Treasurer

James Warnock &amp; Co.,

- Galt, Ont.

## CURRENT MARKET QUOTATIONS

May 13, 1900.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

## METALS.

## Tin.

Lamb and Flag—  
56 and 28 lb. ingots, per lb. 0 35 0 36  
traits ..... 0 35 0 36

## Tinplates.

Charcoal Plates—Bright  
M.L.S., equal to Bradley. Per box \$7 00  
I.C., usual sizes ..... 8 50  
I.X., ..... 8 50  
I.X.X., ..... 10 00

Famous—  
I.C., ..... 7 50  
I.X., ..... 8 50  
I.X.X., ..... 9 50

Raven & Vulture Grades—  
I.C., usual sizes ..... 5 25  
I.X., ..... 6 25  
I.X.X., ..... 7 25  
I.X.X.X., ..... 8 25  
D.C., 12½x17 ..... 4 75  
D.X., ..... 5 50  
D.X.X., ..... 7 50

Coke Plates—Bright,  
Bessemer Steel—  
I.C., usual sizes ..... 4 60  
I.C., special sizes, base ..... 4 85  
20x28 ..... 9 50

Charcoal Plates—Terne  
I.C., 20x28, 112 sheets ..... 9 50  
I.X., Terne Tin ..... 11 50

Charcoal Tin Boiler Plates.  
Cookley Grade—  
X.X., 14x56, 50 sheet bxs ..... 0 07 0 07½  
" 14x60 .....  
" 14x65, " .....  
Tinned Sheets.  
72x30 up to 24 gauge ..... 0 08 0 08½  
" 26 ..... 0 08½ 0 09  
" 28 ..... 0 09 0 09½

## Iron and Steel.

Common Bar per 100 lbs ..... 2 45 2 55  
Refined ..... 2 85 2 95  
Horse Shoe Iron ..... 2 70 2 80  
Hoop steel, 1½ to 3 in. base,  
extra for smaller sizes ..... 3 25  
Swedish ..... 4 00 4 25  
Sleigh Shoe Steel " base ..... 2 85  
Tire Steel ..... 2 85  
Machinery ..... 3 25  
Cast Steel, per lb ..... 0 10 0 14  
Toe Calk Steel ..... 3 57  
Th. Firth & Sons' Cast Steel ..... 0 12 0 14  
R. Can Sheet, per lb ..... 0 10½ 0 11  
Tank Plates, 1-5 and thicker ..... 3 00 3 25  
Roller Rivets ..... 4 50 5 0

## Boiler Tubes.

1½-inch ..... 0 13 0 14  
" 2 ..... 0 15 0 16  
" 3 ..... 0 18 0 19  
" 4 ..... 0 19 0 20

## Steel Boiler Plate.

¼ inch ..... 3 25  
3-16 inch ..... 3 40  
½ inch and thicker ..... 3 25

## Black Sheets.

18 gauge ..... 3 20

20 gauge ..... 3 20  
22 to 24 ..... 3 33  
26 ..... 3 41  
28 ..... 3 60

## Canada Plates.

All dull, 52 sheets ..... 3 35 3 50  
Half polished ..... 3 45 3 60  
All bright ..... 3 85 4 00

## Iron Pipe.

Wrought pipe, per 100 feet, ¼ to ¾ inch  
\$3.61: ½ inch, \$4.00; ¾ inch, \$4.20; 1 inch,  
\$4.90; 1½ inch, \$7.85; 2 inch, \$9.75; 2½ inch,  
\$13.00. 2½ to 6 inch, discount 45 p.c.  
Galvanized, ½ inch, \$5.31; ¾ inch, \$6.35;  
1 inch, \$9.00; 1½ inch, \$12.45; 2 inch,  
\$13.75; 2½ inch, \$19.90.

## Galvanized Sheets.

G.C. Comet. Amer. Head  
16 gauge ..... 4 50 4 35  
18 to 24 gauge 4 60 4 20 4 50 4 60  
26 " 4 85 4 45 4 50 4 85  
28 " 5 10 4 70 4 75 5 10  
Less than case lots, 15c. per 100 lb. additional  
28 gauge American equals 26 gauge English.

## Chain.

Proof Coil, 3-16 in., per 100 lb ..... 8 50  
" 5-16 " " ..... 6 00  
" ¾ " " ..... 5 45  
" 7-16 " " ..... 5 10  
" ½ " " ..... 5 00  
" ¾ " " ..... 4 85  
" 1 " " ..... 4 75

Halter, kennel and post chains, 40 and 50 p.c.  
Cow ties ..... 40 p.c.  
Stall fixtures ..... 35 p.c.  
Trace chain ..... 25 and 5 p.c.  
Jack chain, iron, single and double, dis-  
count 35 p.c.  
Jack chain, brass, single and double, dis-  
count 40 p.c.

## Copper.

English B.S., ton lots ..... 0 19½ 0 20½  
Lake Superior .....  
Cut lengths, round, ½ to ¾ in. 0 23½ 0 25  
" round and square  
1 to 2 inches ..... 0 23½ 0 25

Sheet.  
Untinned, 14 oz., and light, 16  
oz., 14x48 and 14x60 ..... 0 23 0 23½  
Untinned, 14 oz., and light, 16  
oz., irregular sizes ..... 0 23 0 23½

NOTE.—Extra for tinning, 2 cents per  
pound, and tinning and half planishing 3  
cents per pound.

Tinned copper sheets ..... 0 26  
Planished ..... 0 32

Braziers. (In sheets.)  
16½ to 25 or 30 lbs. ea. per lb. 0 25½  
" 35 to 45 " ..... 0 24½  
" 50-lb. and above, " ..... 0 23½

Boiler and T.K. Pitts.  
Plain Tinned, per lb ..... 0 28  
Spun, per lb ..... 0 32

## Brass.

Roll and Sheet, 14 to 30 gauge, 10 per cent.  
Sheets, hard-rolled, 2x4 ..... 0 24 0 25  
Tubing, base, per lb ..... 0 24 0 25

## Zinc Spelter.

Foreign, per lb ..... 0 07 0 07½  
Domestic .....  
Zinc Sheet.  
5 cwt. casks ..... 0 07½  
Pail casks ..... 0 07½

## Lead.

Imported Pig, per lb ..... 0 05  
Bar, 1 lb. ..... 0 06½  
Sheets, 2½ lbs. sq. ft., by roll. 0 05½  
Sheets, 3 to 6 lbs. " ..... 0 05½

NOTE.—Cut sheets ½ cent per lb. extra  
Pipe, by the roll, usual weights per yard, lists  
at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.  
NOTE.—Cut lengths, net price, waste pipe  
8-ft. lengths, lists at 7½ cents.

## Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00  
per 100 lb.; duck, seal and tal, \$7.50. Dis-  
count, ½ p.c. Prices are f.o.b. Toronto,  
Hamilton, Montreal, St. John and Halifax.  
Terms 3 per cent. cash, freights equalized on  
Montreal.

## Soil Pipe and Fittings.

Discount, 50 per cent. on medium and extra  
heavy, and 45 per cent. on light.

## Solder.

Per lb. Per lb.  
Bar half-and-half ..... 0 21 0 22  
Refined ..... 0 20½ 0 21  
Wiping ..... 0 20 0 20½

NOTE.—Prices of this graded according to  
quantity. The prices of other qualities of  
solder in the market indicated by private  
brands vary according to composition.

## Antimony.

Cookson's, per lb ..... 0 11 0 11½

## White Lead.

Pure, Assoc. guarantee, ground in oil  
25 lb. irons ..... 6 87½  
No. 1 do ..... 6 50  
No. 2 do ..... 6 12½  
No. 3 do ..... 5 75  
No. 4 do ..... 5 37½  
Munro's Select Flake White ..... 7 12½  
Elephant and Decorators' Pure ..... 6 87½

## Red Lead.

Genuine, 560 lb. casks, per cwt. \$3 50  
Genuine, 100 lb. kegs, per cwt. 5 75  
No. 1, 560 lb. casks, per cwt. 5 25  
No. 1, 100 lb. kegs, per cwt. 5 00

## White Zinc Paint.

Elephant Snow White ..... 0 08 0 09  
Pure White Zinc ..... 0 08 0 08  
No. 1, casks ..... 0 06 0 07½  
No. 2 ..... 0 05 0 06½

## Dry White Lead.

Pure, casks ..... 5 75  
Pure, kegs ..... 6 25  
No. 1, casks ..... 5 10  
No. 1, kegs ..... 6 00

## Prepared Paints.

In ¼, ½ and 1 gallon tins.)  
Pure, per gallon ..... 1 20  
Second qualities, per gallon ..... 1 00  
Barn (in bbls.) ..... 0 75 0 85  
The Sherwin-Williams Paints ..... 1 35  
Canada Paint Co's Pure ..... 1 20  
Sanderson Peary's Pure ..... 1 20  
Stewart & Wood's Champion Pure ..... 1 10

## Colors in Oil.

(25 lb. tins, Standard Quality.)  
Venetian Red, per lb ..... 0 05  
Chrome Yellow ..... 0 11  
Golden Ochre ..... 0 06  
French ..... 0 05  
Marine Black ..... 0 09  
Green ..... 0 09  
Chrome ..... 0 08  
French Imperial Green ..... 0 19

## Colors, Dry.

Yellow Ochre (J.C.L.) bbls ..... 1 35 1 40  
Yellow Ochre (J.F.L.S.) bbls ..... 1 25 1 30  
Yellow Ochre (Royal) ..... 1 10 1 15  
Brussels Ochre ..... 2 00  
Venetian Red (best), per cwt. 1 80 1 90  
English Oxides, per cwt. 3 00 3 25  
American Oxides, per cwt. 1 75 2 00  
Canadian Oxides, per cwt. 1 75 2 00  
Super Magnetic Oxides, 93 p.c. 2 00 2 25  
Burnt Sienna, pure, per lb. 0 08 0 10  
do Raw ..... 0 09 0 10  
Drop Black, pure ..... 0 09 0 10  
Chrome Yellows, pure ..... 0 18  
Chrome Greens, pure, per lb. 0 12  
Golden Ochre ..... 0 03½

Ultramarine Blue in 28-lb.  
boxes, per lb. .... 0 08 0 24  
Fire Proof Mineral, per 100 lb. .... 1 01  
Genuine Eng. Litharge, per lb. .... 0 07  
Mortar Color, per 100 lb. .... 1 25  
English Vermilion ..... 0 80  
Pure Indian Red, No. 45, lb. .... 0 08  
Whiting, per 100 lb. .... 0 55

## Blue Stone.

Casks, for spraying, per lb. .... 0 07  
100-lb. lots, do. per lb. .... 0 08

## Putty.

Bladders in bbls. .... 2 10  
Bladders in 100 or 200 lb. kegs or bxs ..... 2 25  
Bulk in bbls., per 100 ..... 1 95  
Bulk in less quantities ..... 2 10  
25-lb. tins, 4 in case ..... 2 35  
12½-lb. tins, 8 in case ..... 2 60

## Varnishes.

(In 5-gal. lots.) Per gal.  
Carriage, No. 1 ..... 1 45 1 65  
" body ..... 4 00 4 50  
" rubbing ..... 2 00 2 50  
Gold Size, Japan ..... 1 50 1 70  
Elastic Oak ..... 1 20 1 40  
Furniture, extra ..... 1 45 1 65  
" No. 1 ..... 1 20 1 40  
Hard Oil Finish ..... 1 35 1 55  
Light Oil Finish ..... 1 60 1 80  
Demar ..... 1 65 1 85  
Shellac, white ..... 2 20 2 40  
" orange ..... 2 00 2 20  
Furniture Brown Japan ..... 0 80 1 00  
Black Japan ..... 1 20 1 40  
" No. 1 ..... 0 80 1 00



The Imperial  
Varnish & Color  
Co's. Limited  
Elastilite Varnish.  
1 gal. can, each,  
\$3.00.

Granatine Floor  
Finish, per gal.  
\$2.75.

Maple Leaf  
Coach Enamels  
Size 1, \$1.10  
Size 2, 60c.; Size  
3, 40c. each.

## Linseed Oil.

Raw. Boiled  
1 to 4 bbls delivered ..... \$0 84 \$0 87  
5 to 9 bbls ..... 83 86

Montreal, Toronto, Hamilton, Quebec,  
London, Ottawa, Kingston and Guelph,  
2c. less.

## Turpentine.

Single barrel ..... 0 77  
2 to 4 barrels ..... 0 76  
Freight allowed, Toronto, Hamilton Lon-  
don, Guelph, 2c. less.

## Castor Oil.

East India, in cases, per lb. 0 09½ 0 10  
" small lots ..... 0 10 0 10½

## Cod Oil, Etc.

Cod Oil, per gal. .... 0 50 0 55  
Pure Olive ..... 1 20  
Neatsfoot ..... 90

## Glue.

Common ..... 0 8½ 0 09  
French Medal ..... 0 14 0 14½  
Cabinet, sheet ..... 0 12 0 13  
White, extra ..... 0 18 0 20  
Gelatine ..... 0 22 0 30  
Strip ..... 0 18 0 20  
Coopers ..... 0 19 0 20  
Huttner ..... 0 18



# STEEL, PEECH & TOZER, Limited

Phoenix Special Steel Works. The Ickles, near Sheffield, England.

Manufacturers of

Axles and Forgings of all descriptions, Billets and Spring Steel, Tyre, Sleigh Shoe and Machinery Steel.

Sole Agents for Canada.

## JAMES HUTTON & CO., - MONTREAL

| HARDWARE.                                   |  |  | Chisels.                                    |  |  | GAUGES.                                        |  |  |
|---------------------------------------------|--|--|---------------------------------------------|--|--|------------------------------------------------|--|--|
| Ammunition.                                 |  |  | Socket, Framing and Firmer.                 |  |  | Marking, Mortise, Etc.                         |  |  |
| Cartridges.                                 |  |  | Broad's, dis. 60 and 5 per cent.            |  |  | Stanley's dis. 50 to 55 per cent.              |  |  |
| B. B. Caps, Dom., 50 and 5 per cent.        |  |  | Warnock's, dis. 60 per cent.                |  |  | Wire Gauges.                                   |  |  |
| Rim Fire Pistol, dis. 45 p. c., Amer.       |  |  | Churns.                                     |  |  | Winn's, Nos. 26 to 33, each...                 |  |  |
| Rim Fire Cartridges, Dom., 50 and 5 p. c.   |  |  | No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00— |  |  | HALTERS.                                       |  |  |
| Rim Fire, Military, net list, Amer.         |  |  | No. 4, \$12.00—No. 5, \$16.00 each. Ditto,  |  |  | Rope, 3/8 per gross.....                       |  |  |
| Central Fire Pistol and Rifle, 18 p. c. Amr |  |  | wood frames—20c. each less than above.      |  |  | " 5/8 to 3/4.....                              |  |  |
| Central Fire Cartridges, pistol sizes, Dom  |  |  | Discounts: Delivered from factories, f8     |  |  | Leather, 1 in., per doz.....                   |  |  |
| 30 per cent.                                |  |  | p. c.; from stock in Montreal, 56 p. c.     |  |  | " 1 1/4 in., ".....                            |  |  |
| Central Fire Cartridges, Sporting and Milit |  |  | Terms, 4 months or 3 p. c. cash in 30 days, |  |  | Web, — per doz.....                            |  |  |
| tary, Dom., 15 and 5 per cent.              |  |  |                                             |  |  | HAMMERS.                                       |  |  |
| Central Fire, Military and Sporting, Amer.  |  |  |                                             |  |  | Nail                                           |  |  |
| net list. B. B. Caps, discount 45 per cent. |  |  |                                             |  |  | Maydole's, dis. 5 to 10 per cent. Can. dis.    |  |  |
| Amer.                                       |  |  |                                             |  |  | 25 to 27 1/2 per cent.                         |  |  |
| Loaded and empty Shells, "Trap" and         |  |  |                                             |  |  | Tack.                                          |  |  |
| "Dominion" grades, 25 per cent. Rival       |  |  |                                             |  |  | Magnetic, per doz.....                         |  |  |
| and Nitro, 10 p. c.                         |  |  |                                             |  |  | Sledge.                                        |  |  |
| Brass shot Shells, 55 and 10 per cent.      |  |  |                                             |  |  | Canadian, per lb.....                          |  |  |
| Primers, Dom., 30 per cent.                 |  |  |                                             |  |  | Ball Pean.                                     |  |  |
|                                             |  |  |                                             |  |  | English and Can., per lb.....                  |  |  |
|                                             |  |  |                                             |  |  | HANDLES.                                       |  |  |
|                                             |  |  |                                             |  |  | Axe, per doz., net.....                        |  |  |
|                                             |  |  |                                             |  |  | Store door, per doz.....                       |  |  |
|                                             |  |  |                                             |  |  | Fork.                                          |  |  |
|                                             |  |  |                                             |  |  | C. & B., dis. 40 per cent. rev. list.          |  |  |
|                                             |  |  |                                             |  |  | Hoe.                                           |  |  |
|                                             |  |  |                                             |  |  | C. & B., dis. 40 per cent. rev. list.          |  |  |
|                                             |  |  |                                             |  |  | Saw.                                           |  |  |
|                                             |  |  |                                             |  |  | American, per doz.....                         |  |  |
|                                             |  |  |                                             |  |  | Plane.                                         |  |  |
|                                             |  |  |                                             |  |  | American, per gross.....                       |  |  |
|                                             |  |  |                                             |  |  | Hammer and Hatchet.                            |  |  |
|                                             |  |  |                                             |  |  | Canadian, 40 per cent.                         |  |  |
|                                             |  |  |                                             |  |  | Cross-Cut Saws.                                |  |  |
|                                             |  |  |                                             |  |  | Canadian, per pair.....                        |  |  |
|                                             |  |  |                                             |  |  | HANGERS. doz. pairs                            |  |  |
|                                             |  |  |                                             |  |  | Steel barn door.....                           |  |  |
|                                             |  |  |                                             |  |  | Stearns, 4 inch.....                           |  |  |
|                                             |  |  |                                             |  |  | " 5 inch.....                                  |  |  |
|                                             |  |  |                                             |  |  | Lane's covered—                                |  |  |
|                                             |  |  |                                             |  |  | No. 11, 5-ft. run.....                         |  |  |
|                                             |  |  |                                             |  |  | No. 11 1/2, 10-ft. run.....                    |  |  |
|                                             |  |  |                                             |  |  | No. 12, 10-ft. run.....                        |  |  |
|                                             |  |  |                                             |  |  | No. 14, 15-ft. run.....                        |  |  |
|                                             |  |  |                                             |  |  | Lane's O.N.T. track, per foot.....             |  |  |
|                                             |  |  |                                             |  |  | HARVEST TOOLS.                                 |  |  |
|                                             |  |  |                                             |  |  | Discount, 50 and 10 per cent.                  |  |  |
|                                             |  |  |                                             |  |  | HATCHETS.                                      |  |  |
|                                             |  |  |                                             |  |  | Canadian, dis. 40 to 42 1/2 per cent.          |  |  |
|                                             |  |  |                                             |  |  | HINGES.                                        |  |  |
|                                             |  |  |                                             |  |  | Blind, Parker's, dis. 50 and 10 to 60 per cent |  |  |
|                                             |  |  |                                             |  |  | Heavy T and strap, 4-in., per lb.....          |  |  |
|                                             |  |  |                                             |  |  | " 5-in., ".....                                |  |  |
|                                             |  |  |                                             |  |  | " 6-in., ".....                                |  |  |
|                                             |  |  |                                             |  |  | " 8-in., ".....                                |  |  |
|                                             |  |  |                                             |  |  | " 10-in., ".....                               |  |  |
|                                             |  |  |                                             |  |  | Light T and strap, dis. 60 and 5 per cent.     |  |  |
|                                             |  |  |                                             |  |  | Screw hook and hinge—                          |  |  |
|                                             |  |  |                                             |  |  | 6 to 12 in., per 100 lbs.....                  |  |  |
|                                             |  |  |                                             |  |  | 14 in. up, per 100 lbs.....                    |  |  |
|                                             |  |  |                                             |  |  | Per gro. pair                                  |  |  |
|                                             |  |  |                                             |  |  | Spring.....                                    |  |  |
|                                             |  |  |                                             |  |  | HOES.                                          |  |  |
|                                             |  |  |                                             |  |  | Garden, Mortar, etc., dis. 50 and 10 p. c.     |  |  |
|                                             |  |  |                                             |  |  | Planter, per doz.....                          |  |  |
|                                             |  |  |                                             |  |  | HOLLOW WARE                                    |  |  |
|                                             |  |  |                                             |  |  | Discount.....                                  |  |  |
|                                             |  |  |                                             |  |  | HOOKS.                                         |  |  |
|                                             |  |  |                                             |  |  | Cast Iron.                                     |  |  |
|                                             |  |  |                                             |  |  | Bird Cage, per doz.....                        |  |  |
|                                             |  |  |                                             |  |  | Clothes Line, per doz.....                     |  |  |
|                                             |  |  |                                             |  |  | Harness, per doz.....                          |  |  |
|                                             |  |  |                                             |  |  | Hat and Coat, per gross.....                   |  |  |
|                                             |  |  |                                             |  |  | Chandelier, per doz.....                       |  |  |
|                                             |  |  |                                             |  |  | Wrought Iron.                                  |  |  |
|                                             |  |  |                                             |  |  | Wrought Hooks and Staples, Can., is.           |  |  |
|                                             |  |  |                                             |  |  | 47 1/2 per cent.                               |  |  |
|                                             |  |  |                                             |  |  | Wire.                                          |  |  |
|                                             |  |  |                                             |  |  | Hat and Coat, discount 45 per cent.            |  |  |
|                                             |  |  |                                             |  |  | Belt, per 1,000.....                           |  |  |
|                                             |  |  |                                             |  |  | Screw, bright, dis. 55 per cent.               |  |  |
|                                             |  |  |                                             |  |  | HORSE NAILS.                                   |  |  |
|                                             |  |  |                                             |  |  | "C" brand 50 p. c. dis.                        |  |  |
|                                             |  |  |                                             |  |  | "M" brand 50 p. c.                             |  |  |
|                                             |  |  |                                             |  |  | Oval head.                                     |  |  |
|                                             |  |  |                                             |  |  | Acadian, countersunk head and oval             |  |  |
|                                             |  |  |                                             |  |  | top, 50 and 10 per cent.                       |  |  |



## MALEHAM &amp; YEOMANS

SHEFFIELD,  
ENGLAND.

Highest Award.

Manufacturers of

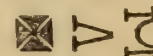


Exposition Universelle, Paris, 1889.

Table Cutlery, Razors,  
Scissors, Butcher Knives  
and Steels, Palette and  
Putty Knives.

OUR SPECIALTY: Cases of Carvers and  
Cabinets of Cutlery.

REGISTERED TRADE MARKS.



WARRANTED  
W. BRADSHAW & SON  
SHEFFIELD.

GRANTED 1780.

F. H. SCOTT, Canadian Representative, 360 Temple Building, MONTREAL.

## HORSESHOES.

| Iron Shoes.                | F.O.B. Toronto<br>No. 2<br>and<br>larger | No. 1<br>and<br>smaller |
|----------------------------|------------------------------------------|-------------------------|
| Light, medium, and heavy.  | 4 05                                     | 4 30                    |
| Snow shoes.                | 4 30                                     | 4 55                    |
| Steel Shoes.               |                                          |                         |
| Light.                     | 4 35                                     | 4 60                    |
| Featherweight (all sizes). | 5 60                                     | 5 60                    |
| Toe weight steel shoes.    |                                          | 6 70                    |

## JAPANNED WARE.

Discount, 45 and 5 per cent. off list, June, 1899.

## ICE PICKS.

|                |      |      |
|----------------|------|------|
| Star, per doz. | 3 00 | 3 25 |
|----------------|------|------|

## KETTLES.

|                                        |      |      |
|----------------------------------------|------|------|
| Brass spun, 7½ p.c. dis. off new list. |      |      |
| Copper, per lb.                        | 0 30 | 0 50 |
| American, 60 and 10 to 65 and 5 p.c.   |      |      |

## KEYS.

|                              |    |  |
|------------------------------|----|--|
| Lock, Can., dis., 27½ p.c.   |    |  |
| Cabinet, trunk, and padlock, |    |  |
| Am. per gross.               | 60 |  |

## KNOBS.

|                              |      |      |
|------------------------------|------|------|
| Door, japanned and N.P., per |      |      |
| doz.                         | 1 50 | 2 50 |
| Bronze, Berlin, per doz.     | 2 75 | 3 25 |
| Bronze Genuine, per doz.     | 6 00 | 9 00 |
| Shutter, porcelain, F. & L.  |      |      |
| screw, per gross.            | 1 30 | 4 00 |
| White door knobs—per doz.    | 1 25 | 1 25 |

## HAY KNIVES.

|                               |  |  |
|-------------------------------|--|--|
| Discount, 50 and 10 per cent. |  |  |
| LAMP WICKS.                   |  |  |
| Discount, 60 per cent.        |  |  |

## LANTERNS.

|                                 |      |  |
|---------------------------------|------|--|
| Cold Blast, per doz.            | 7 50 |  |
| No. 3 "Wrights"                 | 8 50 |  |
| Ordinary, with O burner.        | 4 25 |  |
| Dashboard, cold blast.          | 9 50 |  |
| No. 0.                          | 6 00 |  |
| Japanning, 50c. per doz. extra. |      |  |

## LEMON SQUEEZERS.

|                  |      |      |
|------------------|------|------|
| Porcelain lined. | 2 20 | 5 60 |
| Galvanized       | 1 87 | 3 85 |
| King, wood.      | 2 75 | 2 90 |
| King, glass.     | 4 00 | 4 50 |
| All glass.       | 1 20 | 1 30 |

## LINES.

|                  |      |      |
|------------------|------|------|
| Fish, per gross. | 1 05 | 2 50 |
| Chalk            | 1 90 | 7 40 |

## LOCKS.

|                            |      |      |
|----------------------------|------|------|
| Canadian, dis. 33½ p.c.    |      |      |
| Russell & Erwin, per doz.  | 3 05 | 3 25 |
| Cabinet.                   |      |      |
| Eagle, dis. 30 p.c.        |      |      |
| Padlock.                   |      |      |
| English and Am., per doz.  | 50   | 6 00 |
| Scandinavian.              | 1 00 | 2 40 |
| Eagle, dis. 15 to 17½ p.c. |      |      |

## MACHINE SCREWS.

|                              |  |  |
|------------------------------|--|--|
| Iron and Brass.              |  |  |
| Flat head, discount 25 p.c.  |  |  |
| Round Head, discount 20 p.c. |  |  |

## MALLET.

|                                |      |      |
|--------------------------------|------|------|
| Tinsmiths', per doz.           | 1 25 | 1 50 |
| Carpenters', hickory, per doz. | 1 25 | 3 75 |
| Lignum Vitae, per doz.         | 3 85 | 5 00 |
| Caulking, each.                | 60   | 2 00 |

## MATTOCKS.

|                    |      |      |
|--------------------|------|------|
| Canadian, per doz. | 8 50 | 1 00 |
|--------------------|------|------|

## MEAT CUTTERS.

|                              |  |  |
|------------------------------|--|--|
| American, dis. 25 to 30 p.c. |  |  |
| German, 15 per cent.         |  |  |

## MILK CAN TRIMMINGS

|                        |  |  |
|------------------------|--|--|
| Discount, 25 per cent. |  |  |
|------------------------|--|--|

## NAILS.

| Quotations are:                             | Cut.   | Wire.  |
|---------------------------------------------|--------|--------|
| 2d. and 3d.                                 | \$3 85 | \$4 20 |
| 3d.                                         | 3 50   | 3 85   |
| 4 and 5d.                                   | 3 25   | 3 70   |
| 6 and 7d.                                   | 3 15   | 3 55   |
| 8 and 9d.                                   | 3 00   | 3 35   |
| 10 and 12d.                                 | 2 95   | 3 30   |
| 16 and 20d.                                 | 2 90   | 3 25   |
| 30, 40, 50 and 60d. (base).                 | 2 85   | 3 20   |
| Steel Cut Nails 10c. extra.                 |        |        |
| Miscellaneous wire nails, dis. 70 per cent. |        |        |

## NAIL PULLERS.

|                      |      |      |
|----------------------|------|------|
| German and American. | 1 85 | 3 50 |
|----------------------|------|------|

## NAIL SETS

|                             |       |       |
|-----------------------------|-------|-------|
| Square, round, and octagon, |       |       |
| per gross.                  | 3 38  | 4 00  |
| Diamond                     | 12 00 | 15 00 |

## NETTING.

|                                       |  |  |
|---------------------------------------|--|--|
| Poultry, 45 per cent. for McMullen's. |  |  |
| OAKUM.                                |  |  |
| Per 100 lb.                           |  |  |

|             |      |  |
|-------------|------|--|
| Navy        | 6 00 |  |
| U. S. Navy. | 7 25 |  |

## OIL.

|                          |       |  |
|--------------------------|-------|--|
| Canada refined (Toronto) | 0 13½ |  |
| Sarsia Water White       | 0 15  |  |
| Pratt's Astral           | 0 18  |  |
| Sarsia, Prime White      | 0 14  |  |
| American w. w.           | 0 16½ |  |

## OILERS.

|                                   |      |       |
|-----------------------------------|------|-------|
| McClary's Model galvan. oil       |      |       |
| can, with pump, 5 gal.            | 0 00 | 10 00 |
| Zinc and tin, dis. 50, 50 and 10. |      |       |
| Copper, per doz.                  | 1 25 | 3 50  |
| Brass,                            | 1 50 | 3 50  |
| Malleable, dis. 25 per cent.      |      |       |

## PAIS.

|                                                 |  |  |
|-------------------------------------------------|--|--|
| Galvanized pails, discount 45 per cent.         |  |  |
| Galvanized darning pails, discount 45 per cent. |  |  |
| Galvanized washtubs, discount 45 per cent.      |  |  |

## PIECED WARE.

Discount 40 per cent. off list, June, 1899.

## PICKS.

|          |      |      |
|----------|------|------|
| Per doz. | 6 00 | 9 00 |
|----------|------|------|

## PICTURE NAILS.

|                            |      |      |
|----------------------------|------|------|
| Porcelain head, per gross. | 1 50 | 3 00 |
| Brass head,                | 0 40 | 1 00 |

## PLANES.

|                                                   |  |  |
|---------------------------------------------------|--|--|
| Wood, bench, Canadian dis. 55 per cent.           |  |  |
| American dis. 55.                                 |  |  |
| Wood, fancy Canadian or American, 37½             |  |  |
| to 40 per cent.                                   |  |  |
| Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c. |  |  |
| Miscellaneous, dis. 25 to 37½ per cent.           |  |  |
| Bailey's Victor, 25 per cent.                     |  |  |

## PLANE IRONS.

|                   |      |      |
|-------------------|------|------|
| English, per doz. | 2 00 | 5 00 |
|-------------------|------|------|

## PLIERS AND NIPPERS.

|                                           |      |      |
|-------------------------------------------|------|------|
| Button's Genuine, per doz pairs, dis. 37½ |      |      |
| 40 p.c.                                   |      |      |
| Button's Imitation, per doz.              | 5 00 | 9 00 |
| German, per doz.                          | 0 60 | 2 60 |

## PLUMBERS' BRASS GOODS.

|                                                 |      |  |
|-------------------------------------------------|------|--|
| Impression work, discount, 60 per cent.         |      |  |
| Fuller's work, discount 65 per cent.            |      |  |
| Rough stops and stop and waste cocks, dis-      |      |  |
| count, 60 per cent.                             |      |  |
| Jenkins' disk globe and angle valves, dis-      |      |  |
| count, 55 per cent.                             |      |  |
| Standard valves, discount, 60 per cent.         |      |  |
| Jenkins' radiator valves, discount 55 per cent. |      |  |
| " standard, dis., 60 p.c.                       |      |  |
| Quick opening valves, discount, 60 p.c.         |      |  |
| No. 1 compression bath cock.                    | 2 00 |  |
| No. 4                                           | 2 00 |  |
| No. 7, Fuller's                                 | 2 50 |  |
| No. 4½.                                         | 3 00 |  |

## PRESSED SPIKES.

Discount, 20 per cent.

## PULLEYS.

|                    |      |      |
|--------------------|------|------|
| Hothouse, per doz. | 0 55 | 1 00 |
| Axle               | 0 22 | 0 33 |
| Screw              | 0 27 | 1 00 |
| Awning.            | 0 35 | 2 50 |

## PUMPS.

|                         |      |      |
|-------------------------|------|------|
| Canadian cistern        | 1 80 | 3 60 |
| Canadian pitcher spout. | 1 40 | 2 10 |

## PUNCHES.

|                          |      |       |
|--------------------------|------|-------|
| Saddlers', per doz.      | 1 00 | 1 85  |
| Conductors',             | 9 00 | 15 00 |
| Tinners' solid, per set. | 0 00 | 0 72  |
| " hollow, per inch.      | 0 00 | 1 00  |

## RANGE BOILERS.

|                        |       |  |
|------------------------|-------|--|
| Galvanized, 30 gallons | 7 25  |  |
| " 35 "                 | 8 15  |  |
| " 40 "                 | 9 25  |  |
| Copper,                | 22 00 |  |
| " 35 "                 | 26 00 |  |
| " 40 "                 | 30 00 |  |

Discount off Copper Boilers 10 per cent.

## RAKES.

|                                              |  |  |
|----------------------------------------------|--|--|
| Cast steel and malleable, Canadian list dis. |  |  |
| 50 and 10 p.c. revised list.                 |  |  |
| Wood, 25 per cent.                           |  |  |

RASPS AND HORSE RASPS.  
New Nicholson horse rasp, discount 60 p.c.  
Globe File Co.'s rasps, 60 and 10 to 70 p.c.  
Heller's Horse rasps, 50 to 50 and 5 p.c.

## RAZORS.

|                      |      |       |
|----------------------|------|-------|
| Geo. Butler & Co.'s. | 8 00 | 18 00 |
| Boker's              | 7 50 | 11 00 |
| Wade & Butcher's.    | 3 60 | 10 00 |
| Theile & Quack's     | 7 00 | 12 00 |
| Elliot's             | 4 00 | 18 00 |

## REAPING HOOKS.

Discount, 50 and 10 per cent.

## REGISTERS.

Discount, 60 per cent.

## RIVETS AND BURS.

|                                             |  |  |
|---------------------------------------------|--|--|
| Carriage, Section, Wagon Box Rivets, etc.,  |  |  |
| 45 p.c.                                     |  |  |
| Black M. Rivets, 45 p.c.                    |  |  |
| Black and Tinned Rivets, 45 p.c.            |  |  |
| Extras on Iron Rivets in 1-lb. cartons, ½c  |  |  |
| per lb.                                     |  |  |
| Extras on Iron Rivets in ½-lb. cartons, 1c. |  |  |
| per lb.                                     |  |  |
| Copper Rivets & Burs, 35 p.c. dis., and     |  |  |
| cartons, 1c. per lb. extra, net.            |  |  |
| Extras on Tinned or Coppered Rivets in      |  |  |
| ½-lb. cartons, 1c. per lb.                  |  |  |
| Burs, iron or steel, 40 per cent.           |  |  |
| Terms, 4 mos. or 3 per cent. cash 30 days.  |  |  |

## RIVET SETS.

Canadian, dis. 35 37½ per cent.

## ROPE, ETC.

|                              | Sisal. | Manila. |
|------------------------------|--------|---------|
| 7-16 in. and larger, per lb. | 11½    | 15½     |
| ¾ in.                        | 12     | 16      |
| 1½ and 5-16 in.              | 12½    | 16½     |
| Cotton base, ¼-inch and      |        |         |
| larger                       | 14½    | 15      |
| Russia Deep Sea              | 15½    | 15½     |
| Jute                         | 8      | 9       |
| Lath Yarn                    | 9½     | 10½     |
| New Zealand Rope             |        |         |

## RULES.

|                              |  |  |
|------------------------------|--|--|
| Boxwood, dis. 75 and 10 p.c. |  |  |
| Ivory, dis. 37½ to 40 p.c.   |  |  |

## SAD IRONS.

|                             |      |  |
|-----------------------------|------|--|
| Mrs. Potts, plain, polished | 0 90 |  |
| " nickle-plated.            | 95   |  |

## SAND AND EMERY PAPER.

|                                     |  |  |
|-------------------------------------|--|--|
| Dominion Flint Paper, 47½ per cent. |  |  |
| B & A. sand, 40 and 2½ per cent.    |  |  |
| Emery, 40 per cent.                 |  |  |

## SAP SPOUTS.

|                                   |      |  |
|-----------------------------------|------|--|
| Bronzed iron with hooks, per doz. | 9 50 |  |
|-----------------------------------|------|--|

## SAWS.

|                                        |      |      |
|----------------------------------------|------|------|
| Hand, Disston's, dis. 12½ p.c.         |      |      |
| S. & D., 40 per cent.                  |      |      |
| Croscut, Disston's, per ft.            | 0 35 | 0 55 |
| S. & D., dis. 35 p.c. on Nos. 2 and 3. |      |      |
| Hack, complete, each.                  | 0 75 | 2 75 |
| " frame only.                          | 0 75 |      |

## SASH WEIGHTS.

|                         |      |  |
|-------------------------|------|--|
| Sectional, per 100 lbs. | 3 25 |  |
| Solid,                  | 1 50 |  |

## SASH CORD.

|         |      |      |
|---------|------|------|
| Per lb. | 0 23 | 0 30 |
|---------|------|------|

## SAW SETS.

|                     |      |  |
|---------------------|------|--|
| "Lincoln," per doz. | 6 50 |  |
|---------------------|------|--|

## SCALES.

|                                    |  |  |
|------------------------------------|--|--|
| Gurney Scales, 45 p.c.             |  |  |
| B. S. & M. Scales, 45 p.c.         |  |  |
| Champion, 65 per cent.             |  |  |
| Fairbanks Standard, 35 p.c.        |  |  |
| " Dominion, 55 p.c.                |  |  |
| " Richelieu, 55 p.c.               |  |  |
| Chatillon Spring Balances, 10 p.c. |  |  |

## SCREW DRIVERS.

|                     |      |      |
|---------------------|------|------|
| Sargent's, per doz. | 0 65 | 1 00 |
|---------------------|------|------|

## SCREWS.

|                                       |      |      |
|---------------------------------------|------|------|
| Wood, F. H., iron, and steel, 80 p.c. |      |      |
| Wood R. H., dis. 75 p.c.              |      |      |
| " F. H., brass, dis. 75 p.c.          |      |      |
| Wood, R. H., dis. 67½ p.c.            |      |      |
| " F. H., bronze, dis. 67½ p.c.        |      |      |
| " R. H., 62½ p.c.                     |      |      |
| Drive Screws, 80 per cent.            |      |      |
| Bench, wood, per doz.                 | 3 25 | 4 00 |
| " iron,                               | 4 25 | 5 75 |

## SCYTHES.

|                         |      |       |
|-------------------------|------|-------|
| Discount, per doz, net. | 9 00 | 15 00 |
|-------------------------|------|-------|

## SCYTHE SNATHS.

|                                            |  |  |
|--------------------------------------------|--|--|
| Canadian, dis. 45 p.c.                     |  |  |
| SHEARS                                     |  |  |
| Seymour's, dis. 50 and 10 p.c.             |  |  |
| Heinisch, dis. 50 and 10 p.c.              |  |  |
| Seymour or Heinisch tailor shears, 15 p.c. |  |  |

## SHOVELS AND SPADES.

|                                   |  |  |
|-----------------------------------|--|--|
| Canadian, dis. 40 and 5 per cent. |  |  |
|-----------------------------------|--|--|

## SINKS.

Steel and galvanized, discount 45 per cent.

## SNAPS.

|                               |      |       |
|-------------------------------|------|-------|
| Harness, German, dis. 25 p.c. |      |       |
| Lock, Andrews'                | 4 50 | 11 50 |

## SOLDERING IRONS.

|                        |      |  |
|------------------------|------|--|
| 1, 1½ lb., per lb.     | 0 37 |  |
| 2 lb. or over, per lb. | 0 34 |  |

## SQUARES.

|                                                    |      |      |
|----------------------------------------------------|------|------|
| Iron, No. 493, per doz.                            | 2 40 | 2 55 |
| " Mo. 494,                                         | 3 25 | 3 40 |
| Steel, dis. 50 and 5 to 50 and 10 p.c., rev. list. |      |      |
| Try and bevel, dis. 50 to 52½ p.c.                 |      |      |

## STAMPED WARE.

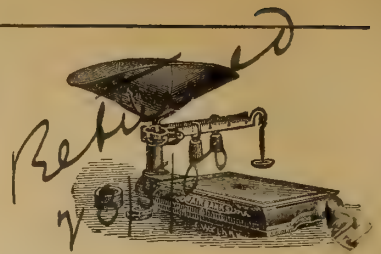
|                                               |  |  |
|-----------------------------------------------|--|--|
| Plain, dis. 75 and 12½ p.c. off revised list. |  |  |
| Retinned, dis. 75 p.c. off revised list.      |  |  |

## STAPLES.

|            |      |      |
|------------|------|------|
| Galvanized | 0 00 | 3 85 |
| Plain      | 0 00 | 3 60 |



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LET US QUOTE YOU PRICES ON OUR

Grocers' Scales

Counter Scales

Butcher Scales

Our Small Scales are in great demand at this season for household purposes.

**THE FAIRBANKS CO., 749 Craig Street. MONTREAL**

|                                                |          |
|------------------------------------------------|----------|
| Trunk nails, black .....                       | 65       |
| Trunk nails, tinued .....                      | 65 and 5 |
| Clout nails, blued and tinued .....            | 65       |
| Chair nails .....                              | 35       |
| Cigar box nails .....                          | 35       |
| Patent brads .....                             | 40       |
| Fine finishing .....                           | 40       |
| Picture frame points .....                     | 10       |
| Lining tacks, in papers .....                  | 10       |
| " in bulk .....                                | 15       |
| " solid heads, in bulk .....                   | 75       |
| Saddle nails in papers .....                   | 10       |
| " in bulk .....                                | 15       |
| Tufting buttons, 22 line, in dozens only ..... | 60       |
| Tin capped trunk nails .....                   | 15       |
| Zinc glazier's points .....                    | 85       |
| Double pointed tacks, dozens .....             | 35       |
| " bulk .....                                   | 35       |

|                                |           |
|--------------------------------|-----------|
| <b>TAPE LINES.</b>             |           |
| English, ass skin, per doz.... | 2 75 5 00 |
| English, Patent Leather....    | 5 50 9 75 |
| Chesterman's each.....         | 0 90 2 85 |
| steel, each .....              | 0 80 8 00 |

|                                               |  |
|-----------------------------------------------|--|
| <b>THERMOMETERS</b>                           |  |
| Tin case and dairy, dis. 75 to 75 and 10 p.c. |  |

|                         |      |
|-------------------------|------|
| <b>TRANSOM LIFTERS.</b> |      |
| Payson's per doz.....   | 2 60 |

|                                    |  |
|------------------------------------|--|
| <b>TRAPS. (Steel.)</b>             |  |
| Game, Newhouse, dis. 25 p.c.       |  |
| Game, H. & N., P. S. & W., 65 p.c. |  |
| Game, steel, 72½, 75 p.c.          |  |

|                                  |           |
|----------------------------------|-----------|
| <b>TROWELS.</b>                  |           |
| Disston's, discount 10 per cent. |           |
| German, per doz.....             | 4 75 6 00 |
| S. & D., discount 35 per cent.   |           |

|                                   |           |
|-----------------------------------|-----------|
| <b>TWINES.</b>                    |           |
| Bag, Russian, per lb.....         | 0 21      |
| Wrapping, mottled, per pack ..... | 0 50 0 60 |
| Wrapping, cotton, per lb .....    | 0 17 0 18 |
| Mattress, per lb.....             | 0 33 0 45 |
| Staging, .....                    | 0 27 0 35 |
| Broom, .....                      | 0 30 0 55 |

|                             |            |
|-----------------------------|------------|
| <b>VICES.</b>               |            |
| Hand, per doz.....          | 4 00 6 00  |
| Bench, parallel, each ..... | 2 00 4 50  |
| Coach, each .....           | 6 00 7 00  |
| Peter Wright's, per lb..... | 0 12 0 13  |
| Pipe, each .....            | 5 50 9 00  |
| Saw, per doz .....          | 6 50 13 00 |

|                                                                   |  |
|-------------------------------------------------------------------|--|
| <b>ENAMELLED WARE.</b>                                            |  |
| White, Princess, Turquoise, Blue and White, discount 50 per cent. |  |
| Diamond, Famous, Premier, 50 and 10 p.c.                          |  |
| Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.     |  |

|                                                                              |  |
|------------------------------------------------------------------------------|--|
| <b>WIRE.</b>                                                                 |  |
| Brass wire, 50 to 50 and 2½ per cent. off the list.                          |  |
| Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.           |  |
| Smooth Steel Wire, base, \$3.20 per 100 lb. List of extras: Nos. 2 to 5, ad- |  |

vance 7c. per 100 lb.—Nos. 6 to 9, base—No. 10, advance 7c.—No. 11, 14c.—No. 12, 20c.—No. 13, 35c.—No. 14, 47c.—No. 15, 50c.—No. 16, 75c. Extras net per 100 lb.: Coppered wire, 60c.—tinued wire, \$2—oiling, 10c.—special hay-bailing wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net, 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 12½ per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinued wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 50 and 100-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ¼-lb. hanks, 75c.—in ¼-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.95—No. 9, \$3.20—No. 10, \$4.10—No. 11, \$4.15—No. 12, \$3.35—No. 13, \$3.45—No. 14, \$4.50—No. 15, \$5.00—No. 16, \$5.25. Clothes Line Wire, 19 gauge, per 1,000 feet..... 3 30

|                                                                                       |              |
|---------------------------------------------------------------------------------------|--------------|
| <b>WIRE FENCING F.O.B.</b>                                                            |              |
| Galvanized, 4 barb, 2½ and 5 inches apart.....                                        | Toronto 3 35 |
| Galvanized, 2 barb, 4 and 6 inches apart.....                                         | 3 35         |
| Galvanized, plain twist.....                                                          | 3 35         |
| Galvanized barb, f.o.b. level and, \$3.15 in less than ca-100, and \$3.65 in carlots. |              |
| Terms, 60 days or 2 per cent. in 10 days.                                             |              |
| Ross braid truss cable .....                                                          | 4 50         |

|                                             |      |
|---------------------------------------------|------|
| <b>WIRE CLOTH.</b>                          |      |
| Painted Screen, per 100 sq. ft., net.       | 2 00 |
| Terms, 4 months, May 1; 3 p.c. off 30 days. |      |

|                                   |           |
|-----------------------------------|-----------|
| <b>WRENCHES.</b>                  |           |
| Acme, 35 to 37½ per cent.         |           |
| Agricultural, 60 p.c.             |           |
| Coe's Genuine, dia. 20 to 25 p.c. |           |
| Towers' Engineer, each.....       | 2 00 7 00 |
| " S., per doz .....               | 5 80 6 00 |
| G. & K's Pipe, per doz.....       | 3 40      |
| Burrell's Pipe, each.....         | 3 00      |
| Pocket, per doz .....             | 0 25 2 90 |

|                                                            |         |
|------------------------------------------------------------|---------|
| <b>WRINGERS.</b>                                           |         |
| Leader.....per doz.                                        | \$60 00 |
| Royal Canadian .....                                       | 58 00   |
| Royal American .....                                       | 50 00   |
| Discount, 45 per cent.; terms 4 months, or 3 p.c. 30 days. |         |

|                                       |  |
|---------------------------------------|--|
| <b>WROUGHT IRON WASHERS</b>           |  |
| Canadian make, discount, 25 per cent. |  |

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Fences and Gates, plain or ornamental.  
 Railings for Desks, Counters, Galleries, Stairs.  
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LEADER CHURNS,  
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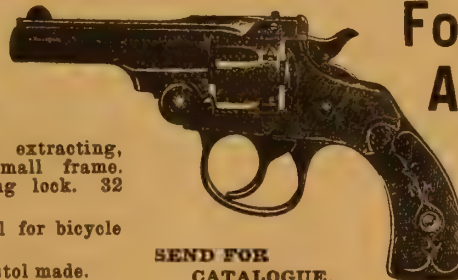
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Weights 12 oz. Rebounding lock. 32  
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The most perfect small pistol made.



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Ring easily **ADJUSTED** until  
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**HOSE** NOZZLES  
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**LAWN** MOWERS  
AND  
ROLLERS

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Fire Bricks, Fire Clay, Flue Linings,  
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Granite Hard Wall Plaster,  
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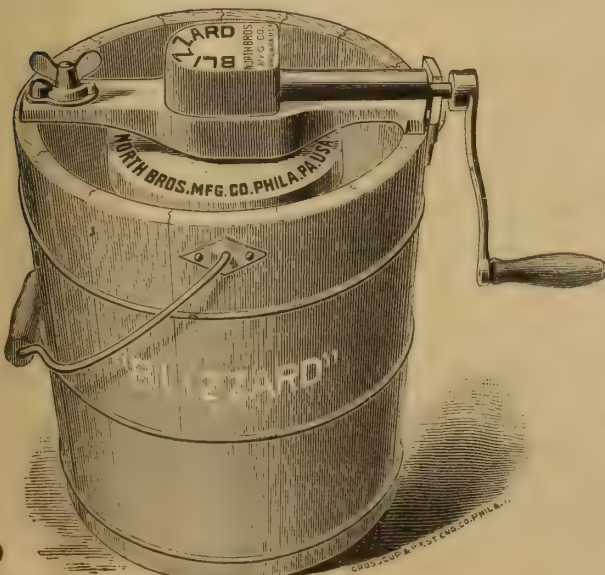


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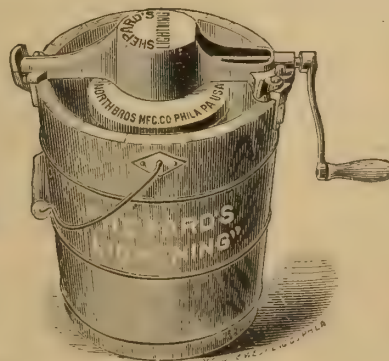
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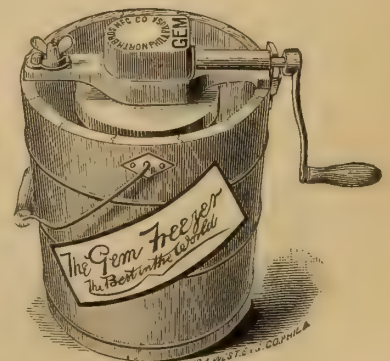
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**NEW CATALOGUE (1900)**  
Sent free on application.

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# PLYMOUTH TWINE



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Twine that gives the best value is the kind prudent farmers buy.

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## HARDWARE

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Toronto Office: 88 York Street—H. T. Eager.



WOOD, VALLANCE & CO.,  
HAMILTON, ONT.

# GEO. D. WOOD & CO., Iron Merchants

Importers of British and Foreign

## HARDWARE.

WINNIPEG, CANADA.

# CORDAGE ..

ALL KINDS AND FOR ALL PURPOSES.

|              |                  |                     |                |
|--------------|------------------|---------------------|----------------|
| Manila Rope  | Tarred Hemp Rope | Lathyrn             | Spun yarn      |
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| Jute Rope    | Bolt Rope        | Bale Rope           | Lobster Marlin |
| Russian Rope | Hide Rope        | Lariat Rope         | Paper Cord     |
| Marline      | Halyards         | Hemp Packing        | Cheese Cord    |
| Houseline    | Deep Sealine     | Italian Packing     | Hay Rope       |
| Hambroline   | Ratline          | Jute Packing        | Fish Cord      |
| Clotheslines | Plow Lines       | Drilling Cables and | Sand Lines     |

"FIRMUS" Transmission Rope from the finest quality Manila hemp obtainable.  
Orders will not be accepted for second quality or "mixed" goods.

# CONSUMERS CORDAGE COMPANY, Limited

Toronto Branch: 27 FRONT ST. WEST.

TEL. 94.

Wm. B. Stewart, Agent.

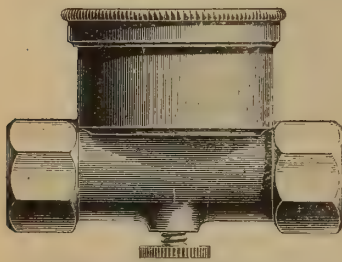
Montreal, Que.



# HOW TO SAVE GAS

.. USE ..

## Peebles' Automatic Gas Governors



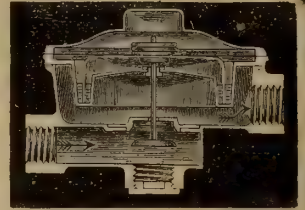
Gas, Fire and Stove Governor.



House Governor Burner.



Governor for Incandescents.



Mercurial Governor for Fixing at Meter.

Sole Manufacturers, D. BRUCE PEEBLES & CO., Tay Works, Edinburgh, Scotland.



Agent for Railway Fencing :

## McMULLEN'S

**POULTRY NETTINGS** and **LAWN FENCINGS** are not surpassed in the world.

Their **WOVEN WIRE FENCINGS** have stood years of successful testing; special offers are now made on **HOG FENCINGS**.

All of the above goods are manufactured by **THE ONTARIO WIRE FENCING CO., Limited**, of Picton, Ont., and are sold by

**The B. Greening Wire Co.,** OF HAMILTON and MONTREAL.  
Limited.

GENERAL AGENTS; ALSO BY THE CANADIAN HARDWARE JOBBERS.

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As the weather grows warm does the Axle Grease you handle ooze through the boxes, run across the floor or sidewalk and give you any amount of trouble? We make the 1,000-Mile Axle Grease, a fine grease not affected by heat or cold. It is put up in tin or wood boxes, pails, tubs, barrels, etc. You should handle 1,000-Mile Axle Grease, for it is the best.

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1,000-Mile Carriage Oil, Campbell's Harness Soap, Campbell's Neats-foot-Harness Oil, Campbell's Harness Oil Blacking, Campbell's Harness Polish, Campbell's Hoof and Fly Ointment, Campbell's Top Dressing, Campbell's Leather Preserver, Belt Dressing, Belt Oil, Engine and Cylinder Oils, Shafting, Journal and Roller Greases.

### WE PAY THE FREIGHT

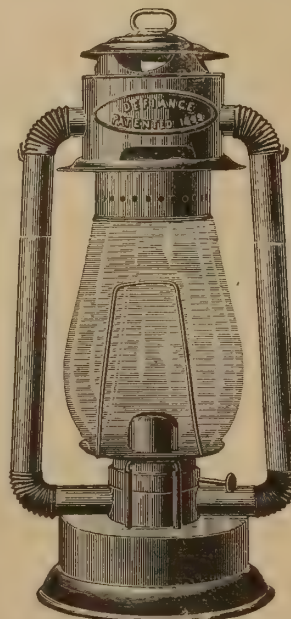
and make no charge for packing boxes or carting.

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With **Patent Fluted Plate**, by which the air is admitted so as to come in contact with the Globe, so tending to keep it cool.

Sold by Leading Jobbers.

Manufactured by \_\_\_\_\_

**W. W. CHOWN & CO.**

Belleville, Ontario.



## AN IDEAL FARMER'S RANGE.



# OUR OXFORD CHANCELLOR

always gives unbounded satisfaction.

It is made of Heavy Steel Plate, and burns the coarsest wood, or may be fitted with coal linings.

Its large dimensions and superior durability and working conveniences can't be equalled.

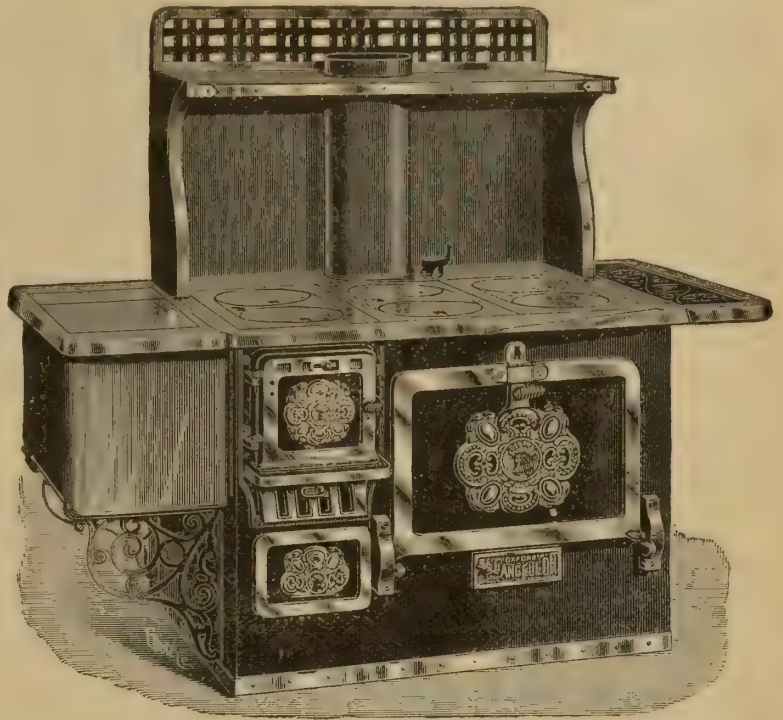
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Oven 20 x 22 x 14 in.

Top Cooking Surface 39 x 30 in.

Handsomely finished and moderate in cost—your stock is not complete without the Chancellor.

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THE GURNEY-MASSEY CO., LIMITED, MONTREAL.

TORONTO, WINNIPEG, VANCOUVER.

### IRON

{ Galvanized Sheets  
Black Sheets

### TINPLATES

{ Coke  
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Best Charcoal

### CANADA PLATES

{ Half Bright  
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### OIL

{ Linseed  
Castor

### CEMENTS

{ English  
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TO ARRIVE OR TO IMPORT.  
QUOTATIONS ON APPLICATION.

## ECONOMY GASOLINE STOVES

— AND —

## QUICK-BAKER OVENS

are especially well adapted for baking, ironing, etc., in summer, and always give perfect satisfaction.



The Quick-Baker oven is adapted for use on gas, gasoline, or coal oil stoves.

THE TRADE CAN MAKE MONEY HANDLING THESE GOODS. WRITE FOR PRICES.

No Dust. No Dirt.  
No Ashes. No Waste.  
No Discomfort.

10 pounds bread baked  
for 1 cent.

8 dozen biscuits baked  
for 1 cent.

J. Watterson & Co.  
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# AGENTS WANTED

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## The Berkefeld Filter

which is the only filter proved to afford complete protection against the communication of waterborne disease, "WHICH GIVES A QUICK AND LARGE SUPPLY SUFFICIENT FOR ALL HOUSEHOLD REQUIREMENTS."

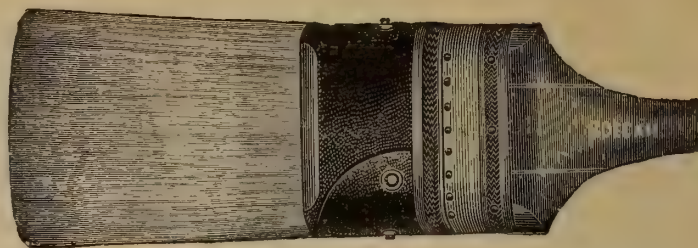
Adopted by Her Majesty's, the Indian, the Egyptian, and many Foreign Governments.

In use in all the leading London and Provincial Hospitals.

### The Berkefeld Filter Company, Limited.

121 OXFORD STREET,  
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Contractors to Her Majesty's Government for the supply of Filters for the use of the Troops in South Africa.



## PAINT BRUSHES

THAT ARE WELL FINISHED AND MAKE ATTRACTIVE SHELF GOODS

### ARE REQUIRED

BY EVERY PROGRESSIVE HARDWARE STORE

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THEY ARE MADE FROM CAREFULLY SELECTED MATERIALS, AND FULLY GUARANTEED BY THE MANUFACTURERS. PUT UP IN STRONG CARDBOARD BOXES AND NEATLY LABELLED.

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Offices, Sample and Warerooms :

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## THE AUER GASOLINE LAMP

100 Candle-Power

Satisfaction Guaranteed  
or Money Refunded

Approved by

Can. Fire Underwriters'  
Association

SEND FOR CATALOGUE.

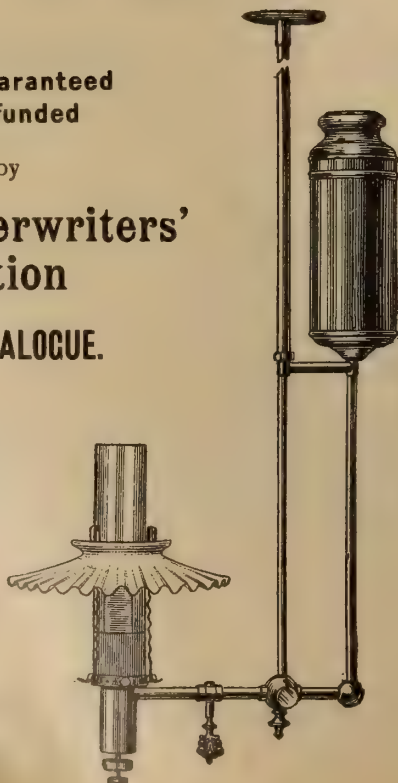
No. 8, Price \$8.00

5 STYLES.

Auer Light

Company

MONTREAL.



## VICTOR OIL STOVES

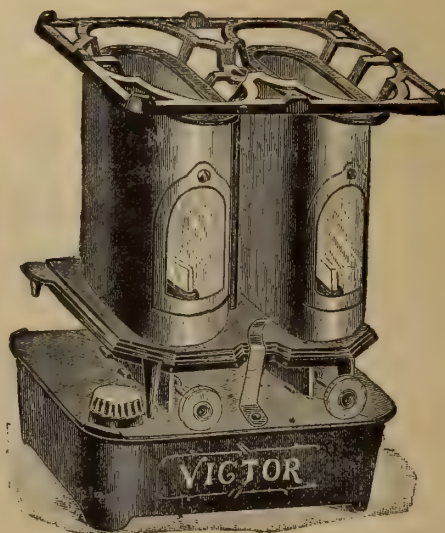
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favorably known  
to the Trade.

NO LEAKAGE.

NO SMOKE.

NO SMELL.



Large Wick, 4 1/2" wide.  
Cast Iron Bottoms nicely  
Japanned.  
Supplied in 1, 2 and 3  
Burners.  
Extension Tops and  
Ovens to Fit.

Kemp Manufacturing Co.

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#### APATHETIC SAWMAKERS.

**A** CONTRACT for saws and saw-blades, amounting to nearly 30,000 pieces, has just been given by the British Admiralty to firms in the United States, while orders for only 5,000 saws went to Sheffield. Naturally, the matter has attracted a great deal of attention in Great Britain. And now an effort is being made to stir the British saw manufacturers from what is termed an apathetic state.

The official trade returns do not give the numbers of saws imported into Canada, but the values show that over 94 per cent. of those brought into Canada come from the United States.

The value of the saws imported into

Canada last year was \$77,726, and of that amount \$73,297 came from the United States. Great Britain sent only \$3 337.

The manufacturers of saws in the United States are aggressive, while their confreres in Great Britain have been passive. Perhaps the action of the Admiralty will stir the latter up.

#### FALLACY OF THE TRADING STAMP.

**W**HATEVER advantage a merchant gains from adopting the trading stamp or similar schemes is lost when his confreres have followed his example. We say this without at the same time acknowledging that benefit in the long run accrues even if a monopoly of the trading stamp could be enjoyed by any one merchant in a town. Unless he adds the cost of the trading stamps to his goods, a merchant cannot afford to give them. And, if he adds the cost, he is deceiving his customers, for the end and all of the trading stamp is to persuade the customer that he is getting something for nothing.

When all the merchants in a community are giving trading stamps it is obvious to everyone that they are all on an equal footing in that one respect. It is equally obvious that all are again toward each other what they were before being induced to go into the scheme.

It follows then that he who would keep abreast of his competitors must rely, not on trading stamps, but upon his own push and enterprise. And push and enterprise are more powerful in business-building than ever methods extraneous can be, even though a monopoly of them be enjoyed,

#### JOBBERS WANT RECOMPENSE.

**W**HEN The American Steel and Wire Trust a few weeks ago suddenly reduced the price of barbed wire and wire nails \$1 per 100 lb., the jobbers in the United States were naturally displeased, for it meant a great loss to them on the stocks they held. Now they are making an effort to get recompense. And they threaten all sorts of things if their demand is not complied with. Unless protected against decline, they will not, they assert, act as distributors.

The jobbers are certainly entitled to a great deal of sympathy. So, too, are the retailers.

The decline was not only the sharpest on record, but it was entirely unlooked for, only a few weeks before the chairman of the board of directors of The American Steel and Wire Co. having made a statement which was decidedly bullish. The decline was a thunderbolt out of a clear sky.

When anyone buys speculatively, he should be prepared to take the consequences of a decline as well as the advantage of an appreciation in values. But in the present case the conditions are peculiar, the slump in the market being the handiwork of the men from whom the jobbers had bought the articles which were affected by the decline.

Under such circumstances, therefore, it does seem that the jobbers, and the retailers, too, for that matter, are entitled to some recompense.

The Shear Trust of the United States has collapsed, and its assets have been sold. Somebody evidently clipped its wings.



## THE DOWNWARD TENDENCY OF IRON.

THE situation in the iron trade has not improved. On the contrary, the tendency the past week has been the very opposite.

A decided weakness has, without doubt, settled down upon the pig iron market. And the change in quotations only partly reveals its extent.

Melters in Canada are to-day being offered pig iron by makers in the United States at prices which, a few weeks ago, the latter would have laughed at had buyers bid them.

Buyers in Canada could to-day, without any trouble, buy pig iron from furnaces in the United States at \$5 per ton less than they could have three or four months ago.

Iron is offering quite liberally from the United States, where the market is decidedly dull. There is also quite a little pig iron of American manufacture being offered by second-hand holders in Canada, who had bought speculatively some time ago. This has, naturally, not helped to give buyers in this country increased confidence in the market. We hear of some purchases by Canadians of fair-sized lots of American pig iron within the last couple of weeks, and, although the figures were at that time considered low, yet the downward tendency of the market since then has been so marked that the buyers are beginning to fear they made a mistake.

Although the price of pig iron will undoubtedly further depreciate, yet the situation is not without elements, which, before a great while, are likely to assert themselves, and bring about a healthier condition of affairs.

As we have pointed out in previous issues, the price of pig iron rose much higher than was warranted. It is true iron ore advanced about 100 per cent., labor 10 per cent., and freight on the ore 5 per cent. But this did not warrant an advance of 100 per cent. in the price of pig iron.

The advance of 100 per cent. was not of great importance as long as the large users of pig iron were working on stocks which had been bought a year or more ago, when low figures ruled. It was a different matter, however, when it came near to the time of

replenishing these stocks, and they refrained from doing so until they could buy at less abnormal prices.

The extraordinary decline of \$20 a ton in wire and wire nails came at an opportune time for those who were waiting for lower values on pig iron, for it strengthened their position, while it weakened that of the makers of pig iron. And the present downward tendency in pig iron values is the result.

But the nearer prices get to the normal the nearer will the market get to steadier prices. Then the demand will improve, for melters do not, as a rule, appear to be abstaining from buying because they have no need of supplies, but because they will not buy at the abnormally high prices. Furthermore, it should be remembered that there are quite a number of antiquated furnaces in the United States which have only been able to keep in blast during the past year by the abnormal prices which have been ruling. With prices normal they will be forced out of the competition.

We shall be very much surprised if we do not see a much stronger market for pig iron in the autumn than now, and consequently for all iron products.

In the meantime buying, of not only pig iron, but of metals and hardware generally, is of a hand to mouth character. In Canada the orders of this kind are numerous, and for a general assortment of goods, showing that stocks are in a healthy condition.

### "PLEASE CALL AGAIN."

"Please call again" is a phrase which is occasionally to be found printed on paper bags and wrapping paper used in retail stores. And there is nothing to be said against it. It can do no harm, even if it may not do much good.

But it is of little use printing "Please call again" on paper bags, wrapping paper or anything else if the goods in the store or the manners of the merchant and the clerks do not encourage people to call again.

### PRICE OF IRON PIPE IN CANADA.

The price at which black iron pipe is being sold in Canada to-day, by the whole-

sale trade, is believed to be lower than in any other country.

One-inch pipe is quoted at \$5.90, but this is practically a nominal figure, as it is being sold at a lower price. Taking that figure, however, as a basis, it is something like 15 per cent. lower than the price in the United States, and considerably lower than the jobbing price in Canada.

The cause is the keen competition among the jobbers.

### TELEPHONE CHARGES.

THE United States Government has recently received reports from its consuls at Frankfort and Coburg in regard to the telephone tariff in Wurtemberg.

The annual charge for telephones in Wurtemberg has been reduced to \$19.04. The cost for a five minutes' talk over the local circuit is 1.19c.; for a distance not exceeding 9¾ miles, 2.38c.; up to 31¼ miles, 4.76c.; for longer distances 11.9c.

These figures are particularly interesting just now in view of the fact that the Bell Telephone Co. of Canada proposes to increase its charges by \$10, making the rate to business men in Toronto \$55 and to householders \$35.

The annual charge in Canada is already over 130 per cent. above the Wurtemberg figures, while the long distance rates are out of all comparison. Just imagine telephoning 31 miles for less than 5c., and for a longer distance than that at less than 12c.! In Canada it costs 25c. to telephone 31 miles, while, if a business man in Toronto wants to telephone to Toronto Junction, an adjoining suburb, he is taxed 10c. In Wurtemberg it would cost him less than 2c.

The cost of maintaining a telephone service in Germany may not be as heavy as it is in Canada, but it is inconceivable that it should be so much heavier in this country as to warrant The Bell Telephone Co. charging the rates it even now does, much more adding to them.

In some of the countries of Europe the Government has assumed the ownership of the telephone service and the results have been most beneficial. The time has come when the Government of the Dominion of Canada should do the same thing.



## THE COST OF MAKING STOVES.\*

BY GEORGE H. BARBOUR.

THE subject given to your committee for discussion, "Have we fully covered the increased cost of our goods in the advances made in the selling price since September 1, 1898?" is one of great importance to every stove manufacturer.

We may not agree exactly on this question, but there cannot be any great differences arising over the actual increased cost which we are paying to-day for the various articles which enter into the cost of our products. I have prepared a table of present costs in comparison with those of 1898, which I submit as being conservative, and which, I believe you will agree with me, is in no way exaggerated.

The following is the comparison :

PRESENT COST OF SUPPLIES COMPARED WITH  
1898 AT DETROIT.

|                                      | Cost<br>1898.<br>Per ton. | Cost<br>1900.<br>Per ton. | Percent-<br>age of<br>increase. |
|--------------------------------------|---------------------------|---------------------------|---------------------------------|
| Pig iron—                            |                           |                           |                                 |
| No. 1 Soft and No. 1<br>Foundry..... | \$11.00                   | \$21.50                   | 96                              |
| No. 2 Soft and No. 2<br>Foundry..... | 10.50                     | 20.50                     | 95½                             |
| No. 3 Foundry.....                   | 9.75                      | 20.00                     | 105                             |
| No. 4 Foundry.....                   | 9.50                      | 19.50                     | 105½                            |
| No. 2 Ashland Silvery                | 12.00                     | 28.00                     | 133                             |
| Average increase on<br>pig iron..... |                           |                           | 109½                            |
| Coke.....                            | 3.60                      | 5.40                      | 50                              |
| Labor.....                           |                           |                           | 15                              |
| Sheet steel—                         | Cwt.                      | Cwt.                      |                                 |
| Polished 1st grade,<br>18 gauge..... |                           |                           |                                 |
| Polished 1st grade,<br>20 gauge..... | 5.40                      | 6.40                      | 18½                             |
| Polished 2nd grade,<br>18 gauge..... |                           |                           |                                 |
| Polished 2nd grade,<br>20 gauge..... | 4.00                      | 5.00                      | 25                              |
| Cold rolled, 10 gauge.....           | 1.55                      | 3.05                      | 97                              |
| Cold rolled, 18 gauge.....           | 1.95                      | 3.25                      | 66½                             |
| Rods, bolts, rivets, etc.,           |                           |                           | 101                             |
|                                      | Per thousand.             |                           |                                 |
| Lumber for crating....               | 10.00                     | 16.00                     | 60                              |
| Wire—                                | Cwt.                      | Cwt.                      |                                 |
| No. 6 and No. 9.....                 | 1.15                      | 3.38                      | 193                             |
|                                      | 1898.                     | Present.                  |                                 |
| Nails.....                           | 1.50                      | 2.55                      | 70                              |
| Ornaments, urns, edges,<br>etc.....  |                           |                           | 15 to 20                        |
| Fuel—                                | Ton.                      | Ton.                      |                                 |
| Pea coal.....                        | 1.30                      | 1.65                      | 19                              |
| Tin.....                             | Pound.                    |                           | 44                              |
|                                      | 1.00                      |                           |                                 |
| Copper.....                          |                           |                           | 20                              |

You will notice that pig iron shows, on all grades, over 100 per cent. increase over the prices of 1898 and on one grade as high as 124 per cent.

On sheet steel there is quite a variance in the figures submitted, the greater difference being on the grades known as cold rolled. We, using No. 10 gauge of this particular grade of steel in all our steel range ovens, and having it cut to an exact size and carefully prepared, so that every sheet is perfect and in no way out of a true surface, pay a somewhat fancy price, I am willing to admit; but our experience has been that we could

get what we required but from one firm only, and the advance they are charging us this year, we admit, seems to be a little out of line; nevertheless it shows exactly the additional percentage of cost, or, as I have stated, the difference that we are paying this year over 1898. The same is true of the No. 18 gauge of the same class of steel, while on other grades the percentages, I think you will find, are a fair average of the present increased cost.

Taking labor, rods, bolts, rivets, tin, copper, wire, nails, nickel plated trimmings, lumber, fuel for steam purposes, coke, sundry supplies, etc., I believe the additions to cost presented by this table, it will be admitted upon careful examination, are not far out of the way.

So much in the way of explanation of the advanced cost of manufacture in producing our goods at the present time over and above that of 1898.

## THE MAIN QUESTION.

Now we come to the main question: Have we covered this increased cost of production in the selling price of our goods?

The first advance which took place, you are all well aware, was September 1, 1898, 5 per cent. On March 10, 1899, there was another advance of 10 per cent. April 10, 1899, there was a further advance of 5 per cent. on steel ranges, the highest price cast cooks and ranges, oak stoves, air-tights, base burners and hard coal surface burners. On the rest of the line there was to be an advance of 10 per cent. Taking an average of the 5 and 10 per cent. advances, which took effect April 10, to enable us to get at the total advance that has taken place up to date, I have concluded to call this advance of April 10 7½ per cent. July 6 there was another advance of 5 per cent.; October 10, another advance of 5 per cent. (these advances were adopted by the Western Association, but, you will understand, they were not universal all over the country; so that we have a total advance from September 1, 1898, to October 10, 1899, or the close of the year 1899, of 32½ per cent.

To illustrate the cost of present production so that we can make a fair comparison of the increased selling prices of our goods, let us take a 300-lb. cast iron cook stove or range, the net selling price of which, in 1898, before the advances was, we will say, \$15.

Figuring the present increased cost on this class of stove over the cost of 1898, taking the increased cost of not only pig iron and labor, but the additional percentages

of cost on all articles enumerated in the table presented, which must enter into our present cost, I find an increased net cost of \$3.91 over and above our cost for 1898, or an increase in percentage of about 39 per cent.

Figuring the present cost of a steel range with that of the same construction in 1898, I find an increased cost, by percentage, of 42 per cent. over and above the cost in 1898, as compared with an increase of 39 per cent. on the cast iron construction.

The 32½ per cent. advance on this \$15 stove would make the price of the same to-day increased \$4.87½, or, in other words, instead of the \$15 price in 1898, to-day the price would be \$19.87½.

This is only one example to show us, on one side, the increased cost, and on the other side, the increased selling price. Were I to present to you the increased cost on our entire product—be it cook stove, range or heating stove—I am free to say to you that this percentage would not be materially changed.

I do not hesitate to say that I am not a believer in any manufacturer taking his general price list and adding a sweeping discount to every piece of goods he manufactures. I can think of no method of procedure which will so demoralize a price list and get it out of line as that of using a sweeping discount.

To make this more plain to you let me take the increased percentage in price, say, 32½ per cent., and take any particular line of stoves, on which the original prices were \$10, \$13 and \$16.

Adding the 32½ per cent. to the price of the \$10 stove, we have \$13.25 as its present price; on the next size, adding \$4.22 to the original price of \$13, we have \$17.22; and adding \$5.20 to the price of \$16, we have \$21.20.

You will notice that, instead of the universal difference of \$3 which existed prior to the advances, by this increased percentage your differences between sizes are materially changed—that is, from \$3 to \$3.97 between the first and second sizes, and from \$3 to \$3.98 between the second and last sizes. The objectionable point is, I contend, that adding the percentage in this way makes the differences between the sizes too great, and you will find this difference between sizes more serious as you figure on your higher-priced stoves or ranges, so that I am of the opinion that the only proper method by which to apply an increased percentage is to place it on the first size of any series, and then add a uniform difference for each additional size; otherwise, we are sure to get many of our goods too high in price, and especially

\*Paper read before the National Association of Stove Manufacturers in convention at New York.



where there is such an increased percentage to be added as at present prevails.

If time permitted I would like to have gone more into the details, but I think I have presented sufficient for us to decide the main question: "Have we fully covered the increased cost of our goods in the advances made in the selling price since September 1, 1898?" My individual answer is, we have.

I am not one who believes in building our prices up beyond a reasonable point fully sustained by the actual increased cost of production; but it is of the greatest importance at the present time that each and every manufacturer carefully go over his costs and ascertain what they actually are; when this is accomplished see to it that his selling prices are in conformity with these additional costs; then he is always on the safe side. While, to the retail merchant, the present advances on our manufactured product may appear to be somewhat in excess, if he will carefully compare the advances he is and has been paying all along the line he cannot conclude that the prices of stoves and ranges are out of line.

#### TO PURCHASE SUPPLIES IN CANADA.

The Algoma Central Railway Co. is losing no time in complying with the conditions which it made with the Ontario Government in return for a land grant of 1,500,000 acres. The company is constructing a railway at a cost of \$6,000,000 from Sault Ste. Marie to Missanabie, with a branch to the Michipicoten district, and has issued a notice stating that, so far as practicable, the expenditure for building and equipping the line will be made in Canada. To that end it solicits catalogues and price lists to be addressed to the Purchasing Agent, Algoma Commercial Co., Sault Ste. Marie. Applications for employment are to be made to the Employment Bureau of the Railway Company at the "Soo." The company has also undertaken to settle 1,000 settlers a year for 10 years upon lands through which the railway will pass, and in furtherance of that object has established an immigration bureau at the "Soo." All inquiries by intending immigrants should, therefore, be sent to the bureau in question.

#### PROFITS OF DEPARTMENT STORES.

Mr. S. W. Woodward, proprietor of a large department store in Washington, appeared before the industrial commission in that city on May 17, and made an exhaustive statement in regard to these establishments. He said that the main profits in such stores came from the sale of novelties and fads, and not from staple and necessary articles.

#### BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**T** F. ROBINSON & CO., general merchants, West Lorne, Ont., have assigned to C. B. Armstrong.

Walter C. Coulthard, tinsmith, Galt, Ont., has assigned to A. J. Colvin.

Frederick Gill, planing miller, Port Hope, Ont., has assigned to John Mulligan.

E. Dumarais, general merchant, Stony Point, Ont., is offering 40c. on the dollar.

W. N. Irwin & Co., dealers in agricultural implements and carriages, Sherbrooke, Que., are offering 50c. on the dollar.

A meeting of the creditors of T. F. Robinson & Co., general merchants, West Lorne, Ont., has been called for May 28.

PARTNERSHIPS FORMED AND DISSOLVED.

Provost & Villeneuve have registered partnership as general merchants in Montreal.

Gibson & Johnston, blacksmiths, Bridgen, Ont., have dissolved. J. M. Gibson continues.

SALES MADE AND PENDING.

John Rogers, general merchant, Petrolia, Ont., is advertising his business for sale.

The assets of George Williams, general merchant, Manotick, Ont., have been sold.

Desjardins Freres, hardware dealers, Lachine, Que., have sold their stock at 40c. on the dollar.

The assets of Dufour & Tremblay, general merchants, St. Jerome (Chicoutimi), Que., are to be sold May 26.

The assets of Mrs. J. Vermille, general merchant, St. Jean de Chailions, Que., are to be sold by tender on May 28.

The stock of C. B. Poisson, general merchant, St. Sophie de Levrard, Que., has been sold at 63¾c. on the dollar.

The stock of the estate of Timble Bros., general merchants, Leduc, N.W.T., has been sold to T. R. Glanville, Mount Forest, Ont., who takes possession on June 15.

CHANGES.

A. G. Hannah, harness dealer, Union, Ont., has left that place.

D. L. Chauvin, general merchant, Stony Point, Ont., has sold out to A. Dupuis.

Young & Co., general merchants, Alvinston, Ont., have sold out to Goodham & Miller.

Matilda Vincent, general merchant, etc., Courtland, Ont., has been succeeded by T. M. White.

Wm. H. Cobb, general merchant and hotelkeeper, Ignace, Ont., has sold his hotel to Thos. Davidson.

DEATHS.

R. W. Marks, general merchant, Brucefield, Ont., is dead.

Alexander Kingston, general merchant, Butternut Ridge, N.B., is dead.

T. F. Moore, of T. F. Moore & Co., wood and coal dealers, Montreal, is dead.

J. R. Goggin, hardware dealer, Chatham, N.B., is dead. His business will be continued by his widow.

#### BUSY FORT WILLIAM.

The following items from The Fort William Times-Journal show that port to be growing steadily: "To-day has been the most busy one along the docks that the grain men have yet had. A half million bushels of wheat will have been loaded from the elevators before to-morrow morning. The Algonquin now makes regular trips here and may be looked for every Friday night. In addition to her to-day is the Alva that will take out 150,000 bushels. Then there is the Rosemount and her two barges, the Melrose and the Selkirk. The Myles is also in and will take out wheat. The Athabasca, Majestic and City of Collingwood will take out some wheat and two other vessels will be in to-day, so that altogether there will be 11 vessels here for cargoes."—May 12.

"As I predicted in this column last Saturday it was a record breaker at the elevators, there being 500,084 bushels of wheat loaded on vessels that day, and the work all done without breaking into the Sabbath. Altogether it was a day of days at the docks. In the freight sheds work was done also at a record-breaking pace. There were four freight boats in port on Saturday and yet they were all unloaded and loaded before midnight."—May 16.

#### A KNOCK-OUT BLOW.

Thursday night, the drygoodsmen of the city held a meeting at which every firm in the city were represented. Among other things for the "good and welfare" of the section of the business discussed was that of trading stamps. It was finally agreed upon unanimously that every one of the drygoods stores would refuse to use trading stamps. Those firms under contract at the present will discontinue as soon as this year expires. With these men out, it practically means that the days of trading stamp collecting will soon exist in memory only.—Times, Kingston, Ont., May 19.

# WIRE NAILS TACKS WIRE

Prompt Shipments

**The ONTARIO TACK CO.**  
Limited  
HAMILTON, ONT.



**AMERICAN COIL CHAIN.**

THE other week reference was made to a controversy that was going on in regard to the respective merits of British vs. American coil chain, and the fact was pointed out that makers of the latter were about to make more determined efforts to secure complete control of the Canadian market.

The initial steps were recently taken by The Standard Chain Co., of Pittsburg, which has appointed agents to cover the Dominion. The gentleman who will look after Ontario and Quebec in the interests of the Chain Trust is Alexander Gibb, of St. John street, Montreal.

Some readers of *HARDWARE AND METAL* may not be aware of what The Standard Co. represents. It is a combination which controls all the leading mills in the United States: The Boker Chain and Wagon Iron Manufacturing Co., Allegheny, Pa.; Garland Chain Co., Rankin Station, Pa.; P. Hayden Saddlery Hardware Co., Columbus, O.; Franz Krein Chain Co., St. Marys, O.; Franz Krein Manufacturing Co., Marion, Ind.; John C. Schmidt & Co., York, Pa.; Nes Chain Manufacturing Co., York Pa.; Lebanon Chain Works, Lebanon, Pa.; Bower & Mallery, Carlisle, Pa., and the chain works at Cleveland, O., of the American Steel & Wire Co.

The company lately reduced its scale of prices and is now beating the figures on English chain by a shade on all sizes except 3-16 and  $\frac{1}{4}$  in., which lines the British chain still dominate. In  $\frac{3}{8}$ , for instance, however, the American can be laid down in Canada at \$4.50 per 100 lb., and, to some points, even this price can be beaten 10c. per 100 lb. The same proportion applies to all other sizes, with the two exceptions above specified.

It is claimed for the American coil chain, trace chain and cow ties, that the quality and finish is superior to the British article, and that no effort will be spared to secure control of the Canadian market.

**EARLY CLOSING IN TWEED.**

There is an agitation for early closing in Tweed, Ont. Most of the merchants of the town are in favor of closing at 6 o'clock on all evenings except Saturday, but an agreement has not yet been reached. Two weeks ago a local clergyman wrote to the press approving of early closing. This was followed up last week by "Commercial Traveler," who says in part: "Why is there not some decided action taken to bring about the much-needed reform of early closing. Surely those employed behind the counter need some recreation, especially through the summer. It is an outrageous

imposition on good nature to keep clerks confined 13 and 14 hours a day in badly-ventilated stores. I understand that the business done after 6 o'clock does not warrant the necessity of keeping open until 9 or 10 p.m."

**EARLY CLOSING IN WINNIPEG.**

The early-closing movement is obtaining a great deal of attention from Winnipeg merchants. On Wednesday last week, the Law Amendments Committee of the Manitoba Legislature received delegations of merchants asking for and opposing legislation giving municipalities the power to close all stores at 6 p.m. There were over 100 merchants of various kinds present.

Representatives of retailers in various lines, clerks, the trades and labor council, and others spoke in favor of the legislation. The facts adduced by them show that there is a general feeling in Winnipeg in favor of early closing.

**TOURIST PARTIES IN HALIFAX.**

There is every prospect that the summer of 1900 will be a banner summer for tourist travel to Nova Scotia. Hotelkeepers and members of the tourist association are daily in receipt of inquiries from intending visitors, and already quite a number of tourist parties have made application for rooms to be saved for them during the summer season.

## The Paint that Sells Best

is the one you have greatest confidence in. You're a better salesman if you firmly believe every point you make with the customer.

You can place greater confidence in

### THE SHERWIN-WILLIAMS PAINT

than in any other painting material on the market.

You can have this confidence because:

S.-W.P. is made on the right principle of paint-making. The process of manufacture is watched throughout with scrupulous care. The grinding is the finest, the mixing the most thorough. All ingredients are thoroughly tested for purity. The linseed oil is specially prepared by us for S.-W.P. and is clearer, whiter and freer from foreign ingredients than any oil prepared by other processes. S.-W.P. is always uniform in color and quality. The cans are always full-measure. The Sherwin-Williams Co.'s reputation for thirty years of good paint-making is back of every gallon.

If you say S.-W.P. covers most and wears longest you are telling the truth.



**THE SHERWIN-WILLIAMS CO.**  
**PAINT AND VARNISH MAKERS.**

Canadian Division:  
Montreal.  
21 St. Antoine St.,

CLEVELAND. BOSTON.  
CHICAGO. TORONTO.  
NEW YORK. SAN FRANCISCO.  
MONTREAL. KANSAS CITY.

Among those who will tour Nova Scotia this year is a party numbering about 100 from the Providence, Rhode Island, Cyclists' Club. They are arranging to arrive about July 10, and will come from Boston to Yarmouth. From Yarmouth they will wheel to Halifax by the south shore route. They will remain in this city a week, and visit outlying points of interest. Then they go to the eastward, through Cape Breton and back to Yarmouth by the Annapolis Valley route. The trip will last a month. —Herald, Halifax.

**INQUIRIES FOR CANADIAN PRODUCTS.**

The following were among the recent inquiries relating to Canadian trade received at the High Commissioner's office in London:

1. A well known firm of safe manufacturers make inquiry respecting the appointment of representatives in Canada.
2. A Bradford firm, who contemplate opening a branch in Vancouver, ask for information respecting the trade of that city and district.
3. A firm of agents in London desire to represent Canadian iron and steel works, paper and pulp mills, etc.
4. A manufacturer of homespun tweeds in Ireland desires to communicate with Canadian houses doing business in that line.

[The names of the firms making the above inquiries can be furnished on application to the editor of *HARDWARE AND METAL*]



## CATALOGUES, BOOKLETS, ETC.

AN UP-TO-DATE CATALOGUE.

WE have before us a handsome 266-page catalogue just issued by The Dodge Manufacturing Co., of Toronto, entitled "B 6 Catalogue for 1900." This is a most complete work, handsomely bound, and with complete illustrations of the entire line of power transmission machinery manufactured by the company, taking in shafting, with extension tabulated lists of weights per foot of all the various sizes used, as well as tables showing the horse-power transmitted by the different sizes at all speeds. Many up-to-date shafting couplings of the latest types are also illustrated. Also, improved set collars, safety pattern, a most complete line of the Dodge Company's new ball and socket adjustable hangers, open side, and with all the most modern self-oiling types of bearings, including the capillary, ring oiling, and chain oiling improvements. The Dodge Company's system is to stock this hanger in all drops for immediate shipment.

There are also illustrated a wide range of self-oiling bearings for all mill purposes, and adjustable floor stands, belt tighteners, the Dodge patent split friction clutch pulley and clutch coupling. They also show something entirely new in a clutch pulley for powers as small as one-horse power.

The Dodge system of rope driving is well illustrated in many forms. The Dodge Co. are now thoroughly equipped for the manufacture of iron ground rope wheels.

The work also includes complete and handy tables and lists covering link chain and sprocket uses, as well as many of the company's specialties for grain elevator work. A feature of the work is the complete dimension tables appended, making it invaluable to mill architects and superintendents laying out plants, a full line of pulleys of all kinds, including up-to-date patterns in cast iron pulleys, special iron centre wood rim pulleys, as well as the celebrated Dodge wood split pulley, which the company controls the manufacture of in Canada.

The Dodge Co.'s B 6 catalogue for 1900 will, we are sure, be welcomed by every mill and factory man in Canada, and we are told will be mailed free on application.

## BRIEF, BUT EFFECTIVE.

When you have something to say, say it and be done. Force is either compressed or lost in words. The fewer words the more force, as a rule. Same way with ads. Don't say too much. Get at the essential points of your goods—those points that will attract interest. Then study the briefest possible expression for them. Sometimes

you can express whole volumes in a picture. Use a picture. Perhaps a few terse sentences will tell the whole story. Set them in white space where they will be seen. Successful advertising is frequently the result of knowing what should remain unsaid. A good thing will get out and make friends, if it is properly introduced. No

verbosity or bluster is needed.—Advertising Experience.

The Greenwood Trading Co., Limited, Greenwood, B.C., are making extensive alterations in their premises. Among other improvements they are installing a plate-glass front.

Iver  
Johnson  
Bicycles

Not  
Controlled  
by  
The Trust.

Honest  
Cycles  
at  
Honest  
Prices.

## IVER JOHNSON CYCLES

— ARE —

Under the Market in Price.

\$25 for Medium Grade.

\$35 for High Grade.

\$45 for Racers.

\$50 for Cushion Frame Bicycles.

\$60 for Chainless Models.

HONEST CYCLES AT HONEST PRICES.

Long experience, ample capital and unexcelled facilities aid us in marketing our bicycles at popular prices.

You can't pay more and get your money's worth.  
You can't pay less and get satisfaction.

Branches—  
New York  
Boston  
Worcester

Iver Johnson's Arms & Cycle Works  
FITCHBURG, MASS.

## Gilbertson's Galvanized Sheets

PATENT

COMET  
BRAND

FLATTENED

are suitable for all kinds of Galvanized work demanding uniform quality; being made of superior Siemens Steel, they will double seam either way of grain, are smooth, soft, and well galvanized, every sheet being carefully selected; weight and count of sheets per case fully equal to the best known brands imported, and cost less.

GILBERTSON'S are the only galvanizers who not only roll all their Steel Sheets, but manufacture all their own Steel in their own Steel Works, thus enabling them to put a soft and regular quality of steel into their sheets, which is impossible for galvanizers who buy their steel in the open market.

GILBERTSON'S CORRUGATED GALVANIZED SHEETS—all sizes.

## "GILBERTSON'S" SIEMENS-MARTIN TINPLATES

are soft, extra well coated, noted for deep stamping qualities, and for canners of fruits, meats, and fish have no equals. Cost no more than brands not nearly as well coated, or of equal quality.

BRANDS: "Gilbertson's," "Parsons," "Pontardawe,"  
"Lincoln," "Comet," "Regina," "Gwyned."

GILBERTSON'S TERNEPLATES. "Regina" brand.

IMITATION RUSSIA SHEETS—will not crack or scale. Pickled, cold rolled and close annealed.

SIEMENS-MARTIN STEEL SHEETS, close annealed, close annealed and cold rolled (flat and free from buckles), also pickled.

BLACK CEILING PLATES, "Comet" brand. Pickled, cold rolled and close annealed.

BLACK TAGGER PLATES. Pickled and close annealed.

Supplies carried by all wholesale jobbers. In ordering please mention brands.

ALEXANDER GIBB,

Agent

13 St. John Street, MONTREAL.



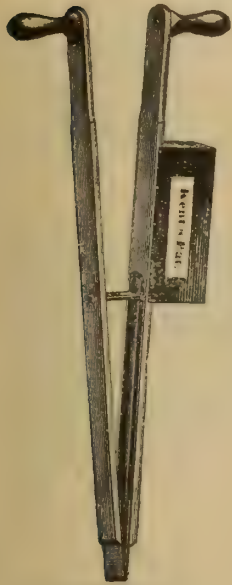
# H. S. HOWLAND, SONS & CO.

WHOLESALE  
ONLY.

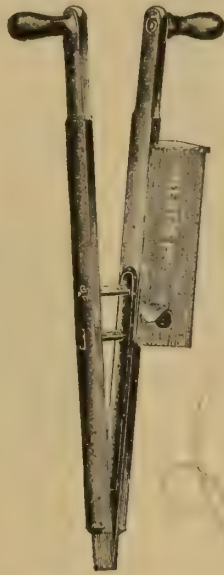
37-39 Front Street West, **Toronto.**

ONLY  
WHOLESALE.

## CORN PLANTERS.



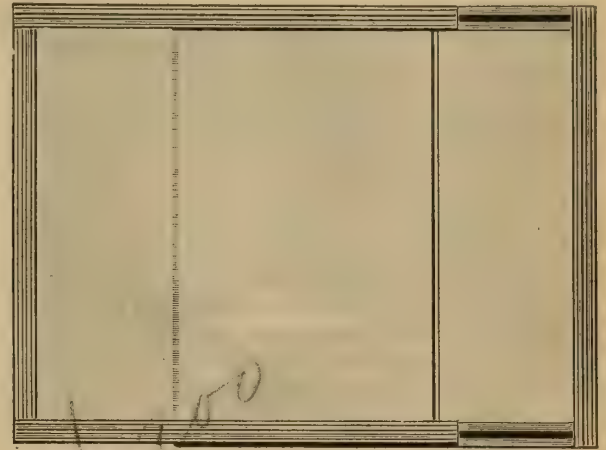
"TRIUMPH"



"TRIUMPH."

With Pumpkin Seed Attachment.

## WINDOW SCREENS.



## "PERFECTION" SCREENS.

No. 1—For Bathrooms.

" 2—18 in. high, extends 20 to 33 in.

" 3—18 in. " " 24 to 40 in.

" 4—22 in. " " 24 to 40 in.

## SCREEN DOORS.

### STYLE A.

Stained Screen  
Doors.

No. 1—2-8 x 6-8

" 2—2-10 x 6-10

" 3—3 x 7

### STYLE B.

Oiled and Varnished  
Screen Doors.

No. 1—2-8 x 6-8

" 2—2-10 x 6-10

" 3—3 x 7

### STYLE C.

Oiled and Varnished  
Fancy Screen Doors.

No. 1—2-8 x 6-8

" 2—2-10 x 6-10

" 3—3 x 7

BEST MADE DOORS AND WINDOWS ON THE MARKET.

**H. S. HOWLAND, SONS & CO., Toronto.**

OUR PRICES  
ARE RIGHT.

Graham Wire and Cut Nails are the Best.

WE SHIP  
PROMPTLY



## THE RETAILER AND CARTAGE CHARGES.

Editor **HARDWARE AND METAL**,—We would like to get the opinion of the hardware and tin trade relative to cartage on freight from the jobber's storeroom to freight shed. If we sell a customer a bill of goods and he asks us to ship them to him, we would not think of charging him cartage to freight shed. We do not believe that the retail man should pay the cartage on goods at both ends. Every jobber or manufacturer should deliver his goods at freight shed free. We do not believe that any railway charter admits of cartage; that is, we do not believe that G.T.R. or C.P.R. have a license for charging cartage, but they do it on all freight bills. We would be pleased to hear from other dealers on this question. Just at this time, when all manufacturers are forming trusts and looking after their interests, the retailer should do a little to protect himself.

BOYLE & SON.

Napanee, May 22.

[Remarks: The subject is an important as well as an interesting one. **HARDWARE AND METAL** would like to see it ventilated. The columns of this paper are, therefore, with pleasure, thrown open to the trade for the purpose of discussing it.—THE EDITOR]

### READ OTHER PEOPLE'S "ADS."

Every man who advertises should read other advertisements. He should train himself in this line. He should be familiar with the tone of every advertiser in the town where he lives, and with as many outsiders as he has time and chance to study. The most successful men in any line of work are those who know best their own special ropes.

The best translators of Greek and Latin or any other ancient poems are poets; men who understand all symmetry and melody of measured lines and musical, tripping words.

The man is a better shoemaker if he knows all about the materials he works with from the time the hide leaves the animal's back till it comes fully prepared to his hand. He can talk intelligently to his inquisitive customer, or he can properly hold his tongue and answer in reassuring monosyllables the person who comes for the exclusive business of buying. He can advertise his wares, under all circumstances, in the most advantageous manner, because he knows all about them.

It is the same in all lines of business.

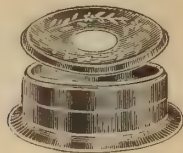
Pope may have been right when he said,

"The proper study of mankind is man," but it's quite as proper for man to give a good deal of his attention to the business in which he expects to make a living. He can study his neighbors over the counter while he tells them what he knows about the goods he has to sell.—Charles Bates.

### REBUILDING OTTAWA AND HULL.

The resurrection of the business portions of Ottawa and Hull, which were recently laid waste, has already begun in earnest. The Eddy Company will rebuild all their works. As the Ottawa council voted down a by-law prohibiting the erection of frame buildings and the piling of lumber within the limits of the city, the J. R. Booth Co. are rebuilding their mills and yards. A gang of 40 men are clearing away debris for the construction of a \$20,000 building for the Victoria Foundry. The Ottawa Electric Co. will build a new fireproof power plant, which, with its machinery, etc., is to cost \$100,000. The Ottawa Electric railway will spend \$150,000 to build a new power-house to furnish 600 horse power. Plans for a new theatre, to hold 2,000 people, are being prepared by Mr. Resther, architect, Montreal. The post office, town hall and court house will be erected at once. The Ottawa Bank has started a new building. Stores and dwellings are being erected everywhere. It is estimated that over 4,000 men have found employment rebuilding the two districts.

# THE STRIKING FEATURES OF OUR China Steel Decorated Spittoon — ARE — CLEANLINESS, DURABILITY and NOVELTY.



It is easily washed out.

It cannot be upset.

The top slips automatically into place.

It is especially suitable for hotel parlors and smoking rooms.

Made in **Dark Blue Enamelled Ware**, with gold bands, and handsomely decorated, it combines the richness and elegance of China, with greater durability, safety and neatness, and sells for less money. This is but one of our many special lines.

It will pay you to handle our goods. Let us hear from you.

## THE THOS. DAVIDSON MFG. CO., Limited, Montreal, P.Q.

Established 1860.

Incorporated 1895.



**ALEXANDER GIBB**

Manufacturers' Agent and Metal Broker

13 St. John Street, Montreal.

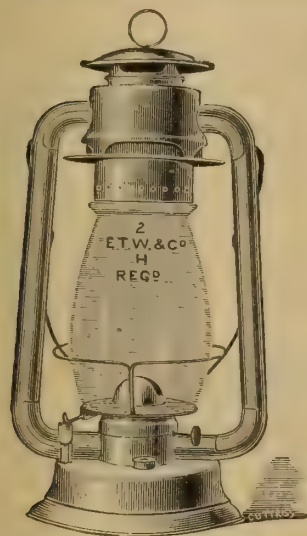
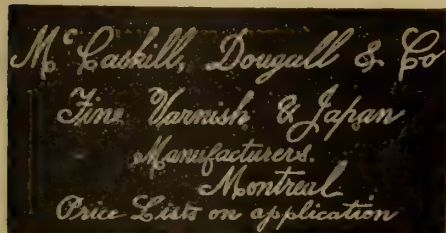
Representing British and American manufacturers of  
 Tinplates, Tinned Sheets, Terne Plates, Canada Plates Gal-  
 vanized Sheets, Imitation Russia Sheets, Black Sheets—Iron  
 and Steel—Hoops and Bands, Proved Coil Chain, Brass and  
 Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.

**Van Tuyl & Fairbank**

Petrolia, Ont.

Headquarters for...

Oil and Artesian Well  
 Pumps, Casing, Tubing  
 Fittings, Drilling  
 Tools, Cables, etc.

**E. T. WRIGHT & CO.**

Hamilton, Ont.

**WRIGHT'S**

Ask your Jobber for

The only genuine  
Cold Blast Lantern made.**"JARDINE"****TIRE UPSETTERS  
WILL UPSET TIRES**

Some machines sold as Upsetters will not.  
 Perhaps you make as much money on the  
 sale of a useless Upsetter as on a good  
 one, but your customer does not. He  
 don't want a machine because it is called  
 an Upsetter he wants a machine to upset  
 tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

**A. B. JARDINE & CO.**  
**HESPELER, ONT.**

**...FREE**  
 To anyone for the asking

**1900 Catalogue, showing complete line  
 Tinnors' and Roofers' Supplies.**

Large Stock, Great Variety, Prompt Shipments. **GET OUR PRICES.**

**BERGER BROS. CO.,**  
 231 AND 237 ARCH STREET, - PHILADELPHIA  
 Factory—3114-16-18 and 20 North 17th Street.

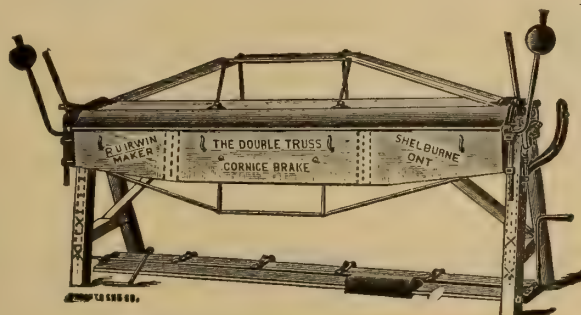
**Hardwood CHARCOAL**

in Bulk or Sacks.

**WOOD ALCOHOL**

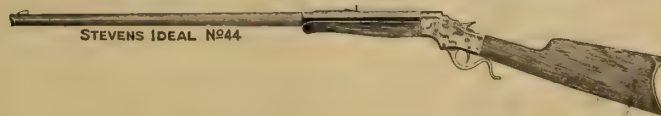
equalling Methylated Spirits as a solvent.

Manufactured only by...

**THE STANDARD CHEMICAL CO., Limited**Factories { Fencion Falls.  
Deseronto.Gooderham Building, **TORONTO**This eight-foot Brake bends 22-gauge iron  
and lighter, straight and true.**Price, \$60**Very handy beader attachment, \$15 extra  
if required.

Send for circulars and testimonials to

**The Double Truss Cornice  
 Brake Co. SHELBURNE, ONT.**

**STEVENS IDEAL, NO. 44**

This is as reliable and  
 accurate a rifle as can be  
 constructed. Placed at a  
 moderate price to meet the  
 demand for such a rifle. It  
 is recommended without  
 qualification and fully guar-

anted. Made in the following styles:

.22 Long-Rifle R. F., 25 Stevens R. F., and .32 Long R. F. Standard length of barrel for rim-fire  
cartridges, 24 inches. Weight 7½ pounds..25-20 Stevens C. F., .32-40 C. F., .38-55 C. F., and .44-40 (W. C. F.) Standard length of barrel  
for center-fire cartridges, 26 inches. Weight, 7¾ pounds.Half-octagon barrel, oiled walnut stock and fore-arm, rifle butt, case-hardened receiver, sporting rear  
and Rocky Mountain front sight.

Price, with standard length of barrel, \$13.00.

Can be obtained of any of the leading jobbers in Canada at liberal discount from this price.

Send for complete catalogue of our full line of Rifles, Pistols and Machinists' Tools.

**J. Stevens Arms & Tool Co., P. O. Box 217, Chicopee Falls, Mass., U.S.A.****HUTCHISON, SHURLY & DERRETT****DOVERCOURT  
TWINE MILLS.****1078 BLOOR STREET WEST  
TORONTO.**

Having equipped our Factory with entirely new machinery, we are prepared  
 to furnish the best made goods in the market at closest prices and make  
 prompt shipments.

**Hand Laid Cotton Rope and Clothes Lines,  
 Cotton and Russian Hemp Plough Lines, plain and colored.  
 Cotton and Linen Fish Lines, laid and braided.  
 Netted Hammocks, white and colored, Tennis and Fly Nets.  
 Skipping Ropes, Jute, Hemp and Flax Twines.**



# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

MONTREAL, May 25, 1900.

### HARDWARE.

**R**ECENT developments in the United States have created a feeling of uncertainty in buyers' minds, and a consequence of it is a material falling-off in the volume of current trade. Aside from the easy feeling in regard to cordage, no particular change is to note in values this week. Both sisal and manila have been shaded, as will be noted below. No further change is to report in wire, but business in all sorts, and also in wire nails, has been very dull. Cut nails, horse nails and horse-shoes have also been practically at a standstill during the week. There has been some movement in screws, bolts and nuts, but it was not of extensive proportions. Sporting goods were also inquired for to some extent, also ice cream freezers.

**BARBED WIRE**—A quiet trade is being done in barbed wire, and prices are unchanged at \$3 40 f.o.b., Montreal.

**SMOOTH WIRE**—There is only a small

trade doing while the price is unchanged at \$3.20 per 100 lb.

**GALVANIZED WIRE**—Trade is dull and the market is featureless. We quote: Nos. 6, 7, and 8 guage, \$3.95; No. 9, \$3.20; No. 10, \$4.10; No. 11, \$4.15; No. 12, \$3.35; No. 13, \$3.45; No. 14, \$4.50; No. 15, \$5; and No. 16, \$5.25.

**FINE STEEL WIRE**—Discounts unchanged and business quiet at 12½ per cent. off list.

**BRASS AND COPPER WIRE**—Dull. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

**FENCE STAPLES**—There is a fair inquiry for these and we quote bright \$3 60 base.

**WIRE NAILS**—Business has fallen off to small dimensions but prices are unchanged at \$3.20 for jobbing and \$3.10 for carlots.

**CUT NAILS**—The same can be said of this line which remains \$2.85 for small and \$2.75 for carlots.

**HORSE NAILS**—Business is stagnant and discounts unchanged at 50 per cent. on Standard and 50 and 10 on Acadian.

**HORSESHOES**—There is little or nothing doing. We quote as follows: Iron

shoes, light and medium pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow shoes, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; X L steel shoes all sizes, 1 to 5, No. 2 and larger, \$4.20; No. 1 and smaller, \$4.45; feather-weight, all sizes, \$5.45; toe weight steel shoes, all sizes, \$6.55 f.o.b. Montreal.

**SCREWS**—There is still a moderate movement in these. Discounts are: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

**BOLTS, ETC.**—There is a fair trade in these. Discounts are: Tire bolts, 60 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 52½ per cent.; nuts, square, 3½ c. per lb. off; nuts, hexagon, 4c. off;

## TWO LEADING LINES FOR HOT WEATHER.

### NOVELTY BLUE FLAME OIL COOKING STOVE



**A Champion of Heat and Economy.**

A Specially Constructed Brass Burner produces a Clear Blue Flame and a Heat of the Greatest Intensity.

Patent Wick Adjustment Insures Perfect Safety.

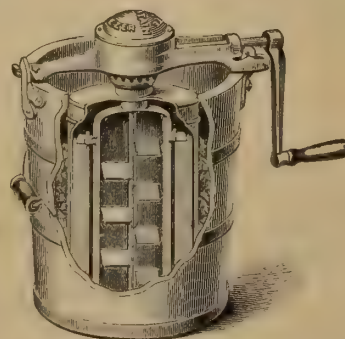
Oil Tank is situated away from burner, thus keeping oil cool and avoiding any odor.

**NO SMOKE  
NO SMELL  
ALWAYS READY**

Cheaper in use than Coal or Wood.

### WHITE MOUNTAIN ICE CREAM FREEZER

WITH THE...  
**Original Triple Motion.**



CREAM CAN BE FROZEN  
IN FOUR MINUTES.

The **quickest** freezer in the market.

Makes the **finest** and **smoothest** cream.

Supplied with  
**Duplex Malleable Iron Dasher,  
Strong Waterproof Tub,  
Extra Heavy Charcoal Tin Plate Can,  
Covered Gearing,  
Double Scraper.**

**Sizes to Suit, from the Smallest Family  
to the Largest Restaurants.**

## THE McCLARY MFG. CO.

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER



American Sheet Steel  
Company  
Manufacturers of Black  
and Galvanized Sheets  
Battery Park Building  
New York

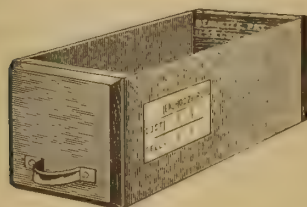
Drain Pipes  
Portland Cements  
Fire Bricks

Contractors' and  
Founders' Supplies.

**F. HYDE & CO.**

31 Wellington street, MONTREAL

Bennett's Shelf Box



is now made for Hardware, Seeds, Drugs and  
Groceries; also in nests, any size.

Full particulars from

**J. S. BENNETT,**

20 Sheridan Ave., ——— TORONTO.

**Deseronto Iron Co.**

LIMITED  
DESERONTO, ONT.

Manufacturers of

**Charcoal Pig Iron**

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable  
Castings, Boiler Tubes, Engine Cylinders, Hy-  
draulic and other Machinery where great strength  
is required; Strong, High Silicon Iron, for Foundry  
Purposes.

stove bolts, 60 and 10; plough bolts, 50 per  
cent.

RIVETS, ETC. — A moderate business  
is noted. Discounts are as follows :  
Best iron rivets, section, carriage, and  
wagon box, black rivets, tinned do.,  
coopers' rivets and tinned swedes rivets, 45  
per cent. off; swedes iron burrs, 40 per  
cent. off; copper rivets, 35 per cent.;  
coppered iron rivets and burrs, in 5-lb.  
carton boxes, 45 per cent. off.

ICE CREAM FREEZERS, ETC. — There is a  
small inquiry for these goods.

CORDAGE — The easy feeling noted last  
week continues, and prices are lower, at  
15 1/4 to 15 1/2 c. for manila, and 13 to 13 1/4 c.,  
for sisal, as to quantity.

HARVEST TOOLS — There is some anxiety  
regarding supplies in this line.

SPADES AND SHOVELS — A moderate de-  
mand is experienced, and discounts are 40  
and 5 per cent.

CUTLERY — Without special feature, trade  
being moderate.

SPORTING GOODS — There is some inquiry  
for guns and ammunition.

FIREBRICKS — Firmly held at \$17 to \$24  
per 1,000 as to brand, ex wharf.

CEMENT — There is a strong feeling in this  
market at the rise last noted. We quote :  
German, \$2.40 to \$2.60; English, \$2.30 to  
\$2.40; Belgian, \$1.80 to \$2.10.

#### METALS.

The heavy iron and metal market exhibits  
an indecisive tone at present, and the fact  
tends to interfere with demand, the move-  
ment having fallen off appreciably.

PIG IRON — There is an easier feeling in  
pig iron, sales of No. 1 Scotch being  
reported at \$25 to \$25.50 ex wharf, accord-  
ing to the size of the lot.

BAR IRON — There is less activity to  
report, while prices range from \$2.35 to  
\$2.45, as to quantity.

BLACK SHEETS — Trade has been mod-  
erate and prices are unchanged. We  
quote : 8 to 15, \$3.10 ; 18 to 20, \$2.90; 22  
and 24, \$2.95; 26, \$3.10, and 28, \$3.15.

GALVANIZED IRON — There is a fair move-  
ment in these. We quote : No. 28 Queen's  
Head, \$4.75 to \$5.00, and No. 26, \$4.50 to  
\$4.75 ; Comet, No. 28, \$4.45 to \$4.70, and  
No. 26, \$4.15 to \$4.45.

INGOT COPPER — There has been a decline  
in copper, which we quote here this week  
17 to 17 1/2 c., as to quantity.

INGOT TIN — Has ruled rather firmer at  
34 to 35c.

LEAD — Business in lead has been trans-  
acted at \$4.15.

LEAD PIPE — Quiet and steady. We quote :  
7c. for ordinary and 7 1/2 c. for composition  
waste, with 15 per cent. off.

IRON PIPE — There is a fair inquiry. We  
quote : 1/4, \$3.10 ; 3/8, \$3.10 ; 1/2, \$3.40 ;

**HOOP IRON AND STEEL**

"DOMINION CROWN" BRAND.

**SHEET IRON AND STEEL**

ALL GRADES—ENGLISH AND AMERICAN.

**Sanderson's Cast Steel**

FULL STOCK IN MONTREAL.

**A. C. LESLIE & CO.**

AGENTS, MONTREAL.



IRON AND  
BRASS

**Pumps**

Force, Lift and Cistern  
Hand and Power.

For all duties. We can  
supply your wants with  
—quality the best and  
prices right. Catalogues  
and full information for a  
request.

**THE R. McDUGALL CO., Limited**

Manufacturers, Galt, Canada.

**ADAM HOPE & CO.**

30 JOHN STREET N.

Hamilton, Ont.

Offer from Store,  
Montreal, Toronto and Hamilton:

PIG TIN, "Straits"  
INGOT COPPER  
PIG LEAD  
ZINC SPELTER  
ANTIMONY

WRITE FOR QUOTATIONS.

**NOVA SCOTIA STEEL CO.**

Limited

NEW GLASGOW, N.S.

Manufacturers of

**Ferrona Pig Iron**

And SIEMENS MARTIN

**Open Hearth Steel**



# BANANA OIL

## OR BRONZING LIQUID

Is something often asked for but seldom to be obtained in a hardware store.

It is not necessary to be out of this article. Your customer will go some other place to buy it if you cannot supply him, and buy something else with it—so much business you have lost. As with all our other specialties, we thought of the hardware-man's convenience in this line also.

We put it up in

**2-oz. Bottles**  
**6-oz. Bottles**

AND IN CANS 1 PINT TO 1 GALLON.  
ALSO GOLD BRONZE.

Write for Sample Order.

THE ...

**Imperial Varnish & Color Co.**

LIMITED

**TORONTO, ONTARIO, CANADA.**

$\frac{3}{4}$ , \$3.85; 1, \$5.50;  $1\frac{1}{4}$ , \$7.50;  $1\frac{1}{2}$ , \$9.10, and 2-in., \$12.25.

**TINPLATES**—Demand is backward, but prices show no material change, and we quote coke \$4.50 and charcoal \$4.75.

**CANADA PLATE**—Trade quiet and prices steady. We quote: 52's, \$3.25; 60's, \$3.35; 75's, \$3.45; full polished, \$3.50, and galvanized, \$4.85.

**TERNE PLATE**—There has been some shading on these, for we hear of sales this week at \$8.50, which is a decline of 25c.

**SWEDISH IRON**—Unchanged at \$4.25.

**COIL CHAIN**—American makers are making an active bid for the Eastern Canadian market this year, as specially noted elsewhere. We quote as follows: No. 6, 12½c.; No. 5, 11c.; No. 4, 10½c.; No. 3, 10c.;  $\frac{1}{4}$ -inch, 8½c.; 5-16, \$6.00;  $\frac{3}{8}$ , \$5.40; 7-16, \$5.15;  $\frac{1}{2}$ , \$5.00; 9-16, \$4.85;  $\frac{5}{8}$ , \$4.80;  $\frac{3}{4}$ , \$4.75;  $\frac{7}{8}$ , \$4.75, and 1 inch, \$4.75.

**SHEET ZINC**—Unchanged at 7 to 7¼c.

**ANTIMONY**—As last noted at 10½c.

### PAINTS AND OILS.

In this department, the leading feature has been the strength shown by linseed oil, which has advanced 4c. Turpentine, also, owing to the continued strength in the South, has stiffened to 75c. The price of white lead is still unchanged, but no forward booking at present prices is being

done owing to expectation of an advance abroad. Red lead, also, manifests a firm disposition. We quote:

**WHITE LEAD**—Best brands, Government standard, \$6.75; No. 1, \$6.37½; No. 2, \$6; No. 3, \$5.62½, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

**DRY WHITE LEAD**—\$5.75 in casks; kegs, \$6.

**RED LEAD**—Firm; casks, \$5.10; in kegs, \$5.35.

**WHITE ZINC PAINT**—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

**PUTTY**—We quote: Bulk, \$1.95; bladders, in bbls., \$2.10; bladders, in cases, \$2.25; in tins, \$2.35 to \$2.60.

**LINSEED OIL**—Raw, 84c.; boiled, 87c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

**TURPENTINE**—Single barrels, 75c.; two to four barrels, 76c.; five barrels and over, open terms, the same terms as linseed oil.

**MIXED PAINTS**—Firm; \$1.20 to \$1.40 per gallon.

**CASTOR OIL**—Firm; 8¼ to 8¾c. in whole-sale lots, and ½c. additional for small lots.

**SEAL OIL**—46 to 48c.

**COD OIL**—32½ to 35c.

WE HAVE A LARGE AND FULLY ASSORTED  
STOCK OF

# HARVEST TOOLS

**Forks,  
Rakes,  
Hoes,  
Scythes,**

**Snaths,  
Spades,  
Shovels,  
Etc.,**

and will guarantee prompt shipment from  
warehouse for immediate orders.

**JOHN BOWMAN**  
**HARDWARE & COAL CO.,**

**....London, Ont.**

**PARIS GREEN**—Demand fair at firm prices; 1-lb. packets, 19½c., and drums, 18½c.

**NAVAL STORES**—A more active business has been done in naval stores and prices generally rule steady. Resins, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

### GLASS.

There is a fair trade noted. We quote as follows: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

### PETROLEUM.

Unchanged. We quote as follows: "Acme," 18½c.; "Perfection" and "Silver Star," 17½c.; Canadian refined, 17½c., and Pratt's Astral, 21c.

Mistele Bros., general merchants, Rodney, Ont., are erecting a new business block.

The Nut Oil Refining Co., Limited, with head office at Toronto, has been incorporated, with a share capital of \$40,000. The provisional directors are: F. L. Fowke and F. A. Guy, of Oshawa, and R. Moore, E. S. Reade and E. J. Guy, of Toronto.



## ONTARIO MARKETS.

TORONTO, May 25, 1900.

## HARDWARE.

IT may be, perhaps, owing to the holiday, but the volume of business does not appear to be as brisk as it was a week ago. The weakness in pig iron is, naturally, weakening the confidence of all buyers of hardware, although there has been no material change in any of the lines they handle. There are quite a number of orders going out in all seasonable lines of hardware, such as screen doors and windows, harvest tools, spades and shovels, poultry netting, rope, spring hinges, enameled ware, tinware, etc., but all these orders are of a decidedly small character individually, showing that, while the retail trade finds it necessary to assort stocks, they are indisposed to buy beyond their immediate requirements. In ice cream freezers and refrigerators a large business has been done, while in gas and oil stoves the demand is active. The letter-order business is keeping up well.

**BARBED WIRE, ETC**—A fair sorting-up business is being done in this line, and, owing to the promptness with which some of the buyers want their goods, quite a few orders have been filled from stock, although they naturally buy from Cleveland when they can afford to wait long enough for supplies. The price is unchanged at \$3.35 from stock, Toronto, and f.o.b. Cleveland, \$3.15 for less than carloads, and \$3.05 for carlots.

**GALVANIZED WIRE**—Much the same remarks apply to this as to barbed wire in regard to shipment from stock and from Cleveland. In a sorting-up way business is fair with prices unchanged. We quote from Toronto: No. 5, \$4 62½; Nos. 6, 7 and 8 gauge, \$3.95; No. 9, \$3.20; No. 10, \$4.10; No. 11, \$4.15; No. 12, \$3.35; No. 13, \$3.45; No. 14, \$4.50; No. 15, \$5.20; No. 16, \$5.25. The f.o.b. price Cleveland for No. 69 base is \$2.90 in less than carloads, and \$2.80 for carloads. Terms are 60 days or 2 per cent. 10 days.

**SMOOTH STEEL WIRE**—There is not a great deal to note in regard to oiled annealed wire the orders naturally at this time not being large. There is very little being done in hay-baling wire. The base price is \$3.20 per 100 lb.

**WIRE NAILS**—Business in this line is quiet and the few orders that are coming in are only for small lots. The base price is unchanged at \$3.10 for carlots and \$3.20 for smaller lots.

**CUT NAILS**—These, too, are only going out in very small quantities. The base price is \$2.85 per keg Toronto, Hamilton, London and Belleville.

**HORSESHOES**—Only a small trade is

## Safety From Fire

At the recent terrible Ottawa Fire one large mill of Booth's, covered with our Fireproof Roofing, was the only building saved in its locality.

Isn't that an important, convincing illustration of the value of our splendid fireproof building materials?

Even in the face of that mighty conflagration, when almost superhuman efforts were of no avail with ordinary structures, our fireproof covering stood the test and saved the building.

We make any and every kind of reliable fire and lightning-proof building materials—fully illustrated and explained in our catalogues.

And they're in demand.

Better be prepared to handle the business. Write us.

**METALLIC ROOFING CO., Limited** KING and DUFFERIN STREETS, **Toronto.**  
Wholesale Manufacturers.

being done and prices remain as before. We quote f.o.b. Toronto, Hamilton, London and Guelph: No. 2 and larger, light, medium and heavy iron shoes, \$4.05; snow shoes, \$4.30; light steel shoes, \$4.35; featherweight shoes, all sizes, \$5.60. No. 1 and smaller, light, medium and heavy iron shoes, \$4.30 per keg; iron snow shoes, \$4.55; light steel shoes, \$4.60; featherweight steel shoes, all sizes, \$5.60.

**HORSE NAILS**—Business is quiet and featureless. Discount 50 per cent. on standard oval head, and 50 and 10 per cent. on Acadia.

**SCREWS**—Business keeps up well in this line, although no new features have developed during the week. We quote: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

**BOLTS AND NUTS**—Trade is good in stove, tire and carriage bolts. We quote as follows: Norway bolts, full, square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 62½ per cent.; nuts, square, 3½c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

**RIVETS AND BURRS**—A fair and steady trade is still to be noted for rivets and burrs. We quote as follows: Carriage section, wagon box, rivets, etc. 45 per cent.; black M rivets, 45 per cent.; iron burrs, 40 per cent.; copper rivets, 35

per cent.; bifurcated, with box, 5-lb. carton boxes, 30c. per lb.

**GAS AND OIL STOVES**—There has been quite a good demand for oil stoves during the past week for shipment to country points. In gas stoves there are still a number going out although the movement is not as large as it was.

**ICE CREAM FREEZERS AND REFRIGERATORS**—Business in both these lines during the past week has been somewhat boomed, some of the orders being for good large lots. The report in regard to ice cream freezers is that the trade this season is larger than any previous year.

**ENAMELED AND TIN WARE**—A large business has been doing in the past week in enameled ware of a sorting-up character, and in tinware the demand is moderate.

**ROPE**—A fair business of a sorting-up character is being done in rope, and prices are unchanged at the recent decline. The base price for sisal is 11½c. per lb., and for manila, 15½c. per lb.

**BINDER TWINE**—There is not a great deal doing, and, although the feeling is, perhaps, a little easy at the moment, a firmer market is anticipated later on. We quote: Mixed, 11½c.; 13¼c. for 600 feet manila, and 13¾c. for pure manila.

**EAVE TROUGH**—Business is keeping up well, and the base price is unchanged and firm at \$3 75 per 100 lb.

**COTTON TWINE AND COTTON ROPE**—The market for cotton twine and cotton rope is firm, for, while the price of cotton has advanced 4¾c., cotton twine and rope have only appreciated one-half that amount. There has been a good trade done this spring in this line.

**SPADES AND SHOVELS**—There are a good



many of these going out all the time, and the discount is unchanged at 40 and 5 per cent.

**HARVEST TOOLS**—There is a good business being done in such lines as scythes, snaths and cradles. The discount is unchanged at 50 and 10 to 50, 10 and 5 per cent.

**CUTLERY**—Only a moderate business is to be noted.

**SPORTING GOODS**—Now that the demand is over for the holiday, there is but very little doing in sporting goods.

**BUILDING PAPER**—The feature of the building paper trade is still the scarcity in straw cord, the demand exceeding the supply. In carpet felt, however, there is not a great deal being done.

**GREEN WIRE CLOTH**—The scarcity in green wire cloth has been overcome and the Canadian factory is now able to keep up with the demand. How long it will be able to do so remains to be seen. The price to the retail trade is still \$2 per 100 square feet.

**POULTRY NETTING**—There are quite a few orders going, but they are only in small sorting-up lots. The discount is unchanged at 45 per cent. for McMullen's.

**SCREEN DOORS AND WINDOWS**—Business in this line is not as large as the trade would like to see. Although there are quite a number of orders coming in, they are, as a rule, for small sorting-up lots. Quarter-dozen of screen doors are common orders.

**CEMENT**—The demand continues brisk. Prices are steady. We quote in barrel lots as follows: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

#### METALS.

The feature in the metal market is the weakness in pig iron, there having been further declines during the past week in both the United States and Great Britain, and business is decidedly quiet. Pig tin, on the other hand, has, during the past couple of days, taken a firm turn, there having been two or three advances in the outside markets within the past few days. Copper is a little unsettled. Galvanized sheets continue firm.

**PIG TIN**—Although nothing is being done in large lots, a little sorting up is to be reported. The ruling quotation is 35c. per lb. Although a little better than that might have been done a few days ago, it is doubtful whether any jobbers would be inclined to accept less at the moment, in view of a stronger market outside.

**PIG IRON**—The market for pig iron has been decidedly weak since our last issue, there having been a gradual downward

tendency in prices all the week both in the United States and Great Britain. There have been some purchases made by local foundrymen within the last few days of United States iron, but the prices are even below what is quoted in the general way by the furnace people on the other side of the line, and buyers are less disposed to place orders now than they were a week ago, and some tempting quotations which have been submitted have not induced business.

**BAR IRON**—The demand keeps brisk, but prices are lower, in sympathy with the decline in pig iron. The ruling quotation to the retail trade is \$2.35 base per 100 lb.

**HOOP STEEL**—The demand for this line keeps up good at the base price of \$3.25 per 100 lb.

**TINPLATES**—Trade has been rather quiet during the past week. What little demand there is is for the better grades.

**TINNED SHEETS**—The demand is a little more active for tinned sheets, though the lots wanted are small.

**CANADA PLATES**—Trade is dull, although there is a little more inquiry than there was a week ago. We quote all dull, \$3.50, half polished, \$3.60, and all bright, \$4.

**BLACK SHEETS**—Trade is fair in this line and the base price unchanged at \$3.60.

**GALVANIZED SHEETS**—A larger business is being done in galvanized sheets than in any other line of metals. This may, perhaps, be due to the fact that present quotations are not based on the figures it now costs to import. We quote English \$5.10, and American at \$4.75.

**COPPER**—Trade is quiet in ingot copper but a fair business is being done in sheet copper. The outside markets are a little unsettled, but local quotations are unchanged at 19½ to 20c. per lb. for ingot copper and 23 to 23½c. per lb. for sheet copper.

**BRASS**—A moderate trade is being done and the discount for sheet brass is unchanged at 10 per cent.

**SPELTER**—There is a little more activity in this line although the volume of business is not large. We still quote 7 to 7¼c. per lb.

**SHEET ZINC**—A fair trade is to be noted in this line at 7¼c. for casks and 7¾c. per lb. for smaller quantity.

**LEAD**—Business has been good during the past week, and, although the outside market still remains unsettled, local quotations are unchanged at 5 to 5¼c. per lb.

**SOLDER**—Trade keeps up well in this line, as is to be expected when business is active in galvanized sheets. We quote: Half-and-half, 21 to 22c. per lb.; refined, 20 to 21c., and wiping, 20 to 20½c.

**IRON PIPE**—Business is only moderate,

## OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery.  
6d. and 1s. Canisters.

## 'WELLINGTON' KNIFE POLISH

### JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and  
Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street  
MONTREAL



### COVERT MFG. CO.

West Troy, N.Y.

### DERBY SNAP.

With Plated Rust Proof  
and Guarded Spring

"THE LATEST AND BEST."

For Sale by  
all Jobbers at Manufacturers' Prices.



### PRIEST'S CLIPPERS

Largest Variety,  
Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and  
Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., U.S.A.

The Best Door Closer is

### NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. MADE ONLY BY

W. NEWMAN & SONS,

Hospital St., BIRMINGHAM.

### BURMAN & SONS', LIMITED HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many qualities.

Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts.

Power Sheep Shearing Machines.

BURMAN & SONS, Limited, Birmingham.

## LUBRICATING OIL

27 to 28 Gravity. Delivered in  
barrels F.O.B. Cars here at 20c.  
per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont



### Pullman Sash Balance Co.

Makers of the

### "Pullman" Hardware Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.



and there is still a great deal of cutting going on in the jobbing trade. We quote: Black pipe,  $\frac{1}{4}$  to  $\frac{3}{4}$  inch, \$3.60;  $\frac{1}{2}$  inch, \$3.70;  $\frac{3}{4}$  inch, \$4.20; 1 inch, \$5.90; 1  $\frac{1}{4}$  inch, \$7.85; 1  $\frac{1}{2}$  inch, \$9.75; 2 inch, \$13; 2  $\frac{1}{2}$  inch, discount off to 6 in the list 45 per cent. Galvanized pipe is quoted as follows:  $\frac{1}{4}$  inch, \$5.30;  $\frac{3}{4}$  inch, \$6.35; 1 inch, \$9; 1  $\frac{1}{4}$  inch, \$12.45; 1  $\frac{1}{2}$  inch, \$13.75; 2 inch, \$19.90.

**LEAD PIPE**—There is only a moderate business being done. We quote 7c. per lb., with discount 15 per cent., f.o.b. Toronto.

**RANGE BOILERS**—Business is fair, and we quote as before: Standard, 30 gals., \$7.25; 35 gal., \$8.15; 40 gal., \$9.25. Standard, extra heavy, 30 gal., \$9; 35 gal., \$9.95; 40 gal., \$11.35.

**ANTIMONY**—Business in this line is much more than it was, but prices are unchanged at 11 to 11  $\frac{1}{2}$  c. per lb. for Cookson's.

#### PAINTS AND OILS.

There is a brisk general business doing. While all materials, even paris green, are moving better than they have been, an especially good demand for liquid paints is noted, as the advance in materials has been greater than that in the prepared article, which fact has a decided tendency to cause many housekeepers to use the prepared paints. Prices are firm all along the line. Linseed oil is again higher, the advance this week being 2c. There is no other change. We quote:

**WHITE LEAD**—Ex Toronto, pure white lead, \$6.87  $\frac{1}{2}$ ; No. 1, \$6.50; No. 2, \$6.12  $\frac{1}{2}$ ; No. 3, \$5.75; No. 4, \$5; dry white lead is casks, \$5.75.

**RED LEAD**—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

**LITHARGE AND ORANGE MINERAL**—Litharge, 6 to 6  $\frac{1}{2}$  c.; orange mineral, 8 to 8  $\frac{1}{2}$  c.

**WHITE ZINC**—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

**PARIS WHITE**—90c.

**WHITING**—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

**GUM SHELLAC**—In cases, 22  $\frac{1}{2}$  c.; in less than cases, 25c.

**PUTTY**—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.15; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

**PLASTER PARIS**—New Brunswick, \$1.90 per barrel.

**PARIS GREEN**—Petroleum, bbls., 18c.; arsenic, kegs, 18  $\frac{1}{4}$  c.; drums, 50 and 100 lb. 18  $\frac{3}{4}$  c.; drums, 25 lb., 19  $\frac{1}{4}$  c.; tins, 1 lb., 20  $\frac{3}{4}$  c.; tins,  $\frac{1}{2}$  lb. 22  $\frac{3}{4}$  c.; packages, 1 lb., 19  $\frac{3}{4}$  c.; packages,  $\frac{1}{2}$  lb., 21  $\frac{3}{4}$  c.

**PUMICE STONE**—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quan-

84,000 Daily Production.  
5 Factories. 5 Brands.

## NICHOLSON FILES

For sale all  
over the World.



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.  
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

## BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass. Also of a durable, highly-polished material called "MARBLETT," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. Benders, Embossers, Brilliant Cutters, etc., etc. Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 38 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No 68 St. Helens.

tity; lump, 10c. in small lots, and 8c. in barrels.

**LIQUID PAINTS**—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

**SEAL OIL**—54c. per gallon, and yellow seal at 45c.

**CASTOR OIL**—East India, in cases, 9  $\frac{1}{2}$  to 10c. per lb. and 10 to 10  $\frac{1}{2}$  c. for single tins.

**LINSEED OIL**—Raw, 1 to 4 barrels, 86c.; boiled, 89c.; 5 to 9 barrels, raw, 85c.; boiled, 88c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

**TURPENTINE**—Single barrels, 77c.; two to four barrels, 76c., delivered to outside points. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged. Toronto, Hamilton, London and Guelph, 2c. less.

#### GLASS.

The movement is very good for May, window glass as well as plate and ornamental moving briskly. Prices are firm and are not likely to be changed. We quote first break locally: Star, in 50-foot boxes, \$2.20, and 100-foot boxes, \$4.20; double diamond under 25 united inches, \$6.25, Toronto, Hamilton and London; terms 4 months or 3 per cent., 30 days.

#### OLD MATERIAL

There is a good movement, the deliveries from gatherers being large and the demand from foundries brisk. We quote jobbers' prices as follows: Agricultural scrap, 70c. per cwt.; machinery cast, 70c. per cwt.; stove cast scrap, 40c.; No. 1 wrought scrap, 60c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 10  $\frac{1}{2}$  c.; heavy copper, 12c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, 11c.; scrap lead, 3c.; zinc, 3c.; scrap rubber, 5c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

#### HIDES, SKINS AND WOOL.

**HIDES**—There is little doing, and prices keep weak. We quote: Cowhides, No. 1, 8  $\frac{1}{4}$  c.; No. 2, 7  $\frac{1}{4}$  c.; No. 3, 6  $\frac{1}{4}$  c. Steer hides are worth  $\frac{1}{2}$  c. more. Cured hides are quoted at 9c.

**SKINS**—A good demand is noted. Deliveries are liberal. Prices keep steady. We quote as follows: No. 1 veal, 8-lb. and up, 10c. per lb.; No. 2, 9c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep are selling at \$1.25 to \$1.40; spring and lambskins, 15 to 20c. each.

**WOOL**—The market keeps listless. We quote combing fleece 15 to 16c. per lb., and unwashed at 10c.

#### SEEDS.

The demand for millet, Hungarian and fodder corn has kept up well owing to the lack of rain which is drying up the meadows. There is no change in prices. We quote: \$5 to \$5.75 for red clover, and \$4.80 to \$7.50 for alsike. Timothy is firm at \$1.50 to \$2 per bushel of 48 lb. Common millet and Hungarian keep steady at 75 to 90c., while German or golden millet is firm at \$1.15 to \$1.25 per bushel of 48 lb.

#### PETROLEUM.

Prices keep firm, though there is but little doing. We quote: Pratt's Astral, 20c. in bulk (barrels, \$1 extra); American water white, 20c. in barrels; Photogene, 19c.; Sarnia water white, 18  $\frac{1}{2}$  c. in barrels; Sarnia prime white, 17c. in barrels.

#### COAL.

There is not much doing. Prices are steady. We quote anthracite on cars at Buffalo and bridges for May delivery as follows: Nut, egg and stove, \$4.25 per gross ton, or \$3.79 per net ton; grate, \$4 per gross ton, or \$3.57 per net ton.

#### MARKET NOTES.

Linseed oil has advanced 2c. per gal.

The three new rolling machines for horse nails in the Maritime Nail Works at St. John, N.B., are again in operation.

M. P. Shier, general merchant and postmaster, Vesta, Ont., intends moving to Arran, Ont., where he will open up in a more extensive business.

White & Wilson, general traders, Lakeville, N.S., have dissolved partnership. Mr. White leaves the firm, and Mr. Wilson continues the business.







*Standard Paint & Varnish Works  
Limited  
Makers of High Grade  
Varnishes, Lacquers,  
Paints, Colors & Enamels  
Windsor, Ont.*

**.. FULL STOCK ..**

**Salt Glazed Vitrified**



**Double Strength Culvert Pipe  
a Specialty.**

**THE CANADIAN SEWER PIPE CO.**  
TORONTO, ONT. HAMILTON, ONT.  
ST. JOHNS, QUE.

## A Blessing To Housekeepers.

You've tried to rub those spots from the walls and ceilings of your rooms and the wall paper or the Kalsomine came off with the spots—you can rub Church's Alabastine as hard as you like but you can't rub it off, and there is nothing to peel off either. It is permanent and becomes as hard as the wall itself.

Church's Alabastine is a blessing to cleanly housekeepers. It is easily applied with cold water and a brush. For decorative purposes it is unequalled. Sixteen beautiful tints (and white)—ask your paint dealer to show you the tint card. (Alabastine is never sold in bulk.)

### Alabastine.

Free to anyone that will mention this paper a forty-five page book (The Decorator's Aid). It gives valuable information about wall and ceiling decoration.

The Alabastine Co., Limited, Paris, Ont.

Trade in the Northwest supplied by

G. F. Stephens & Co., - Winnipeg, Man.  
Vancouver Hardware Co., Vancouver, B.C.



# DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA

## "MAXWELL FAVORITE CHURN"

**PATENTED FEATURES:** Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive.

## LAWN MOWERS.

High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

## WHEELBARROWS.

In Four different sizes

If your Wholesale House does not offer you these articles

**SEND DIRECT TO US.**



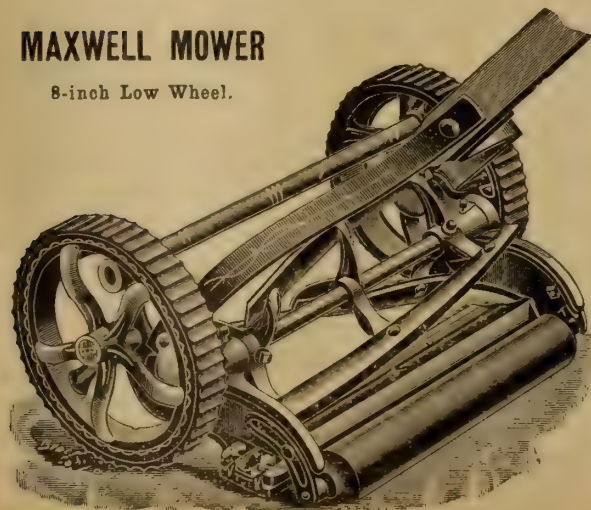
Steel Frame Churn.



Wood Frame Churn.

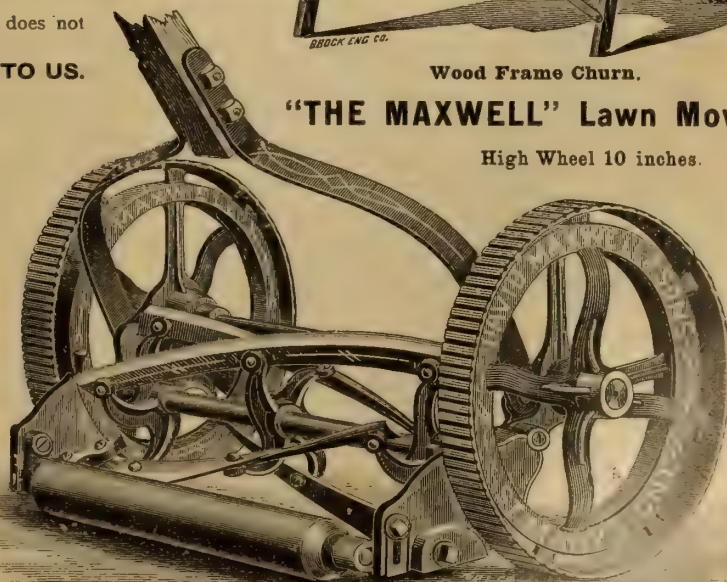
## MAXWELL MOWER

8-inch Low Wheel.



## "THE MAXWELL" Lawn Mower

High Wheel 10 inches.





# HEATING AND PLUMBING

## SOME BUILDING NOTES.

**I**MPROVEMENTS to the extent of \$14,000 will be made to St. John's Roman Catholic church in Perth, Ont. The work has just been started. Mathew Ryan, contractor, Smith's Falls, has the contract for a new business block for M. Drennan in Perth. James Lee is building a residence and grocery store in the same town.

G. G. Byers is erecting a residence in Delhi, Ont.

James Vassar is putting up a residence in Grand Falls, N.B.

Rev. Mr. Atkinson is building a residence in Red Deer, Alberta.

Wm. Turner has started to build a brick house in Saintsbury, Ont.

Five residences are being erected or have been built in Okotoks, N.W.T.

W. A. Hodgins is adding a large wing to his residence in Shawville, Que.

Geo. Snider will erect for Victoria a new fire hall building in the west end to cost \$4,117.

F. W. Mellish, architect, Galt, Ont., is calling for tenders for a double residence on Park avenue, Galt.

Tenders are asked for the erection of a separate school building in the Regina separate school district.

Frank H. Pokorny is putting up a hand some residence on St. Paul street, near First avenue, Rossland, B.C.

The Presbyterians of Grand Forks, B.C., intend erecting a church shortly. Their building fund now exceeds \$1,000.

T. Grayson is building a school and A. McGregor, Alex. Follis and Alex. Fraser are erecting residences in Fleming, Man.

Tenders are asked by P. A. Forsyth, Fredericton, N.B., for a new schoolhouse at Blackville, N.B., which is to cost about \$2,000.

Tenders are called by J. H. G. Russell, architect, from the various trades for alterations to residences at 480 482½ Main street, Winnipeg.

J. H. G. Russell, architect, Winnipeg, is asking tenders for a brick and stone residence for W. J. Christie, on Assiniboine avenue, Winnipeg.

Alex. Miller, local manager of the Merchants Bank, of Halifax, has been authorized by the directors to proceed with the erection of a \$20,000 bank building in

Grand Forks, B.C. The location is at the corner of Bridge and First streets. The building will be of brick and three storeys high.

Contractor Geo. E. Mills, Hamilton, has taken out a permit for a brick addition to the boiler shop of The Sawyer-Massey Co., of that city, to cost \$7,000.

Among the building operations soon to begin is a residence for Mr. R. Williams, Rossport, Ont., another for J. McKenzie and a wing to R. Smith's dwelling.

Contractor Thomas Catterall has in hand extensive improvements and alterations to the residence of Jas. Dunsmuir on the Craighflower road, Victoria, to cost about \$5,000.

Jas. McDonald, Edmonton, N.W.T., has been awarded the contract for the erection of W. B. MacMahon's cottage and also for the erection of D. W. Macdonald's new store in that place.

Contractor George Bishop, Victoria, is engaged in the construction of a residence on St. Charles street, for S. E. Moody, which will cost in the neighborhood of \$4,000. Mr. Bishop has also in hand the extensive alterations of the Vernon block, on the corner of Douglas and View streets, Victoria.

## PLUMBING AND HEATING NOTES.

Donovan & Brennan have started as master plumbers in Halifax.

The foundation stone for the new Y.M. C.A. block in Winnipeg was laid last week.

The Shawenegan Electric Light Co., Shawenegan Falls, Ont., have applied for incorporation.

P. J. Moore, plumber and tinsmith, Barrie, Ont., has removed from Dunlop street to 73 Collier street.

## BUILDING PERMITS.

Building permits have been issued in Toronto to W. G. Gooderham, for a two-storey and attic residence on the west side Bedford road, to cost \$12,000; to Alexander Norris, for a two-storey and attic brick and stone residence opposite Denison square on Augusta avenue, to cost \$6,000; to the New York Painless Dentists, for alterations to their offices at the corner of Yonge and Adelaide streets, to cost \$2,000; to Mrs. Kerr, for a one-storey addition to 322 Queen street west, to cost \$1,000; to the T. Eaton Co., Limited, for a five-storey brick warehouse on James street, to cost \$40,000.

## PLUMBING AND HEATING CONTRACTS.

J. E. Roas, Vernon, has secured the contract for alterations to the plumbing of the Vernon hospital.

The Toronto Furnace Co. have the contract for heating Andrew Nelson's house on Huron street, Toronto.

T. Campbell, St. John, N.B., has the contract for plumbing in Jas. B. Gillespie's new house on Princess street, St. John.

Fiddes & Hogarth, Toronto, have the contract for alterations to the plumbing and heating of the Y.W.C.A. building on Anne street, Toronto.

Purdy, Mansell & Co., Toronto, have contracts for plumbing, heating, and gas-fitting a residence in South Parkdale for Sam Hunter; for plumbing, heating, and gas-fitting in a residence on Brunswick avenue for M. Plewes; for plumbing and gas-fitting a pair of houses on Huron street, Toronto, for Andrew Nelson, and for steam-heating and plumbing in large reduction works in Shawenegan Falls, Que.

The Bennett & Wright Co., Limited, Toronto, have contracts for plumbing, heating, and gas-fitting for W. H. Pearson on Sherbourne street; for plumbing, heating, gas-fitting, and wiring a residence for Mrs. Herbert on Dunbar road; for plumbing, gas-fitting, and heating a dwelling on Park road; for alterations to a house for John Stark, Park road, Rosedale; for plumbing and heating a summer hotel at Penetanguishene, Ont.; for alterations to the plumbing and heating of the Bank of Commerce building in London, Ont.; for plumbing, gas-fitting, and heating a house for Mr. Knowlton on Wellesley crescent, Toronto.

## THE SHERLOCK TRIAL POSTPONED.

The trial of James M. Sherlock, Toronto, who is accused of trying to secure \$3,000 from Joseph Wright by intimidation, has been postponed to the September criminal sessions, as, owing to illness, he was unable to stand trial on Thursday last when the case was to have been heard.

Townsend & Co. are opening a general store in Woodstock, N.B.

A company has started at Peter's Island, at the mouth of Westport Harbor, N.B., a factory for the manufacture of fertilizers from the waste stuff from the fish curing establishments in the district.



### CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

#### FOR SALE.

**H**ARDWARE BUSINESS FOR SALE. FOR particulars address P. O. Box 3, Carman, Manitoba. (22)

### R. C. LEVESCONTE

Barrister, Solicitor, Notary, Etc.

THE MCKINNON BUILDING  
Cor. Jordan and Melinda Streets

... TORONTO

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Cable "LeVesconte" Toronto.

**S**END for specimen copy of Phillips' Monthly Machinery Register, containing over 5,000 entries of new and second-hand machinery of every description. The oldest established and most successful medium in the world. Established 25 years for the purpose of introducing those who have machinery for sale, to those who wish to buy, has a circulation of about 50,000 copies per annum, all over the world, and is used for continual reference by a large number of firms. It is consequently a most valuable advertising medium for all engineers and manufacturers. Subscription, 6s. per annum, price per copy, 6d. Sole Proprietor, CHAS. D. PHILLIPS, M.I.M.E., Newport, Mon., England. Telegraphic address "Machinery, Newport, Mon."



Ontario Nut Works, Paris

**BROWN & CO.**

Manufacturers of

All sizes of Hot Pressed  
Nuts, Square and Hexagon



**VALVES**

The Standard  
for Excellence.  
All dealers  
handle them.

THE  
**JAS. MORRISON  
BRASS MFG. CO.  
LIMITED,**  
Toronto.

## BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

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AS GOOD AS THE  
BEST, AND BETTER  
THAN MOST.

Send for Catalogue  
and . . . .  
Price List.

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**Cutlery Co.**

BRANTFORD, CAN.

TRADE



MARK

**Nobles & Hoare.**

CORNWALL ROAD STAMFORD STREET.

**LONDON, ENG.**

Manufacturers of

**HIGH-CLASS VARNISHES ONLY**

Which can be obtained direct from the works  
or from the principal Color Dealers in Canada.

### DIAMOND VISE AND DRILLING ATTACHMENT

U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95.

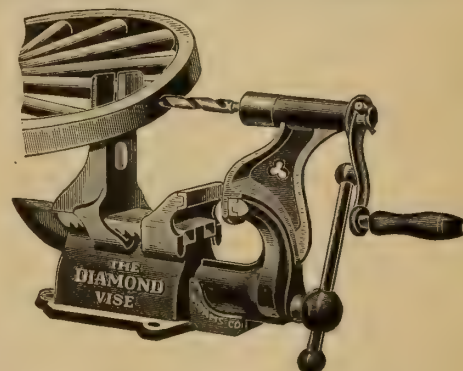


JAWS are faced with steel  $\frac{3}{8}$  inch wide, 4 inches long,  
firmly fastened to jaw, checked and hardened.  
VISE weighs 38 pounds. DRILL weighs 13 pounds.  
For Sale by Jobbers of Hardware.

Made by—

The Adams Company, Dubuque, Iowa, U.S.A.

Made by A. R. Woodyatt & Co., Guelph, Ont.

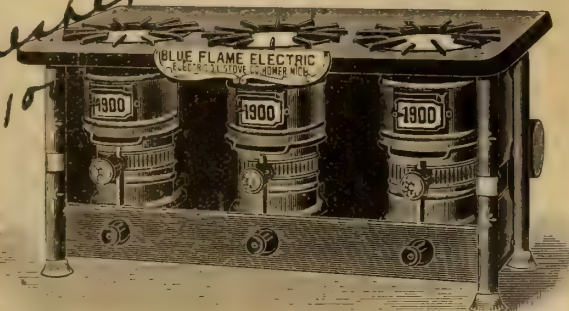
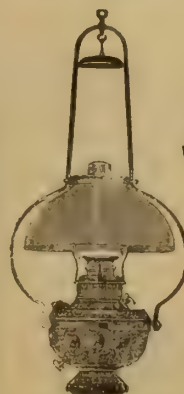


## BLUE FLAME ELECTRIC OIL COOKING STOVES

For Hot Weather are a thing of  
beauty and a joy forever.

We have them in stock in One, Two and Three Burners. Every stove  
guaranteed to be perfect and do perfect work. Use common coal oil and are  
cheaper than gas.

We also carry a full line of the celebrated **ROCHESTER LAMPS**,  
suitable for all uses.



**The Rochester Lamp Co. of Canada**

24 Front Street West, TORONTO.

**P**ERSONS addressing advertisers  
will kindly mention having  
seen their advertisement in  
Canadian Hardware and Metal  
Merchant.

The Preston, Ont., Retail Merchants'  
Association have petitioned their council for  
an early-closing by-law. No definite action  
was taken at the meeting of the council  
on Tuesday.



### THE USES OF GLUE.

"Glue greets you in your cradle, and bids you adieu in your coffin," remarked T. J. Halpin, of St. Louis, says The New Orleans Times-Democrat. "I don't suppose a tenth of the people stop to think how variously glue serves them. It's in their hats and shoes, their carpets and furniture, their pencils, paper, pastry, confectionery and medicine, on their walls, in the stiffening of their apparel, and practically in or on some dozen or more articles with which they have daily dealings. Sixty million pounds of it are used a year, the cheapest at 9c., and the dearest, which is used in pharmacy and the confectionery trade, about 90c. Glue stock is very hard to get now, owing to a change in the practice of tanners since leather went up. Formerly they trimmed off the best hides about square, giving the glue manufacturers the entire coverings of legs, tail and head, but now they sacrifice only small pieces about the eyes and a little of the head. The result has been an advance, since 1893, from \$7.50 to \$35 per ton for the wet glue stock, which caused an advance of about 50 per cent. in the manufactured article. The centre for manufacture of low-grade glue is Chicago, and for high-grade, Peabody, Mass. In the industries, it is used almost universally. Alcohol, turpentine and coal oil barrels have to be sized with it, and wooden boxes for merchandise, made of small pieces, are joined with it, while, of course, it is used throughout the furniture trade. Only newspaper printing paper is made without some glue, and any paper that is to be written on with ink or present a smooth finish has to be treated with it at some stage in the manufacture."

### COPPER OUTPUT FOR APRIL.

The regular monthly meeting of the Copper Producers' Association was held in New York on Wednesday, at which the figures of production and exports for April were submitted by Secretary John Stanton. These showed a total output by domestic mines of a little over 24,000 tons, and by foreign mines of over 7,300 tons. The following are the figures in detail:

|                                          |                 |
|------------------------------------------|-----------------|
| Produced by U. S. reporting mines.....   | Tons.<br>20,667 |
| " by outside sources (estimated)....     | 3,400           |
| " by foreign reporting mines .....       | 7,352           |
| Exports.....                             | 12,764          |
| All in tons of 2,240 lb. of fine copper. |                 |

The production by domestic mines is slightly larger than in March, when the output was about 23,300 tons. Exports are considerably less than in March, however, when 20,148 tons were shipped. The exports in March, however, were abnormal, and the shipments in April are considered very gratifying.

## KNOX HENRY

Heavy Hardware and Metal Broker  
Room 220½ Board of Trade, MONTREAL.

**SPECIALTIES** — C Brand Horse Nails — Canada Horse Nail Co.

**BOLTS** — Tire and Stove Rivets of all kinds — Chalcraft Screw Co.

**BRASS GOODS** — Gunn Castor Co., Limited, Birmingham, Eng.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY. MONTREAL.

**WHY** sharpen your bar of steel?

**USE** only "Aylmer Drills."

**OLD** fashioned drills waste time and money.

**WAYS** change as inventions multiply.

Send for circular and prices to

**WM. J. CRAWFORD,**

Room 39, Canada Life Building, MONTREAL.

## HARRINGTON & RICHARDSON ARMS CO.

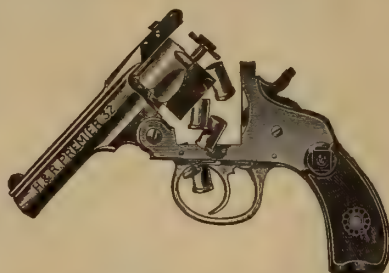
WORCESTER, MASS., U. S. A.

Makers of

High Grade **REVOLVERS**

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and Hardware Stores almost everywhere.



**E. B. SALYERDS**

Manufacturer of

**Hockey Sticks**

PRESTON,

Ontario, - Canada.

The Best Stick.

Made of Rock Elm.

Wholesale Trade Only Supplied.

Ask your Wholesale House for the Preston make of Stick.

Write for Prices.

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Babbitt Metals . . .  
Tinnings and Plumbers' Solder  
Ingot Brass, etc.

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Pig Tin, Pig Lead  
Ingot Copper . . .  
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**SYRACUSE SMELTING WORKS.** Factories: MONTREAL, and SYRACUSE, N.Y.

## The "DAISY" Barrel Churn

SPECIAL FEATURES FOR SEASON OF 1900.



Angle Steel Stand, with extra patented centre brace.

Patented Double Levers or Bow.

Wheels on the feet.

Hardened and Polished Steel Ball-Bearings.

Patent cover and drip tube.

**SIZES**—Nos. 0, 1, 2, 3, 4 and 5.

The Barrels are made of the best imported White Oak Staves, and will last many years.

Manufactured only by

**The WORTMAN & WARD MFG. CO., Limited**

Head Office:  
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Eastern Branch:  
60 McGill St.,  
MONTREAL





# A GOOD SELLER



# Straw Hat Enamel

To make Faded Straw Hats look like New.

Retails

at

10 cents



Retails

at

10 cents

## MADE IN ALL THE FASHIONABLE SHADES

Black, Navy Blue, Cardinal, Russet, Dark Green, Khaki, etc., etc.

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SEND YOUR ORDERS TO

## Henderson & Potts

PAINT AND VARNISH  
MANUFACTURERS

Halifax and Montreal.





## NEW STEAMERS FOR CANADA.

THE four new steamers recently launched in Great Britain for Elder, Dempster & Co., two of which are for the Liverpool - Canadian route, are described with some detail by the British papers to hand.

The Montreal is for the Canadian trade. Her principal dimensions are: Length, 470 feet; beam, 56 feet; depth, 42 feet 9 inches (to shelter deck), and she is built to Lloyd's highest three-deck class, besides being specially strengthened on the upper works. She is constructed with a complete shelter deck, extending right fore and aft, which will give a high side and afford a large surplus buoyancy, which, with special features in the design of the model, will insure dryness and steadiness at sea. The officers and engineers are accommodated in large deck-houses. The 'tween decks are unusually high, and fitted for carrying about 750 head of cattle, with large cattle ports and other means of ventilation. Special provision has been made for ballasting the vessel by water, by the adoption of a cellular double bottom, running fore and aft, and two large, deep tanks, also available for cargo, besides the fore and after peaks, all of which are fitted with powerful pumping appliances. The vessel is rigged as a four-masted schooner, and every facility has been provided for rapidly receiving and discharging cargoes, there being 12 powerful steam winches, besides derrick posts and 21 derricks. The engines are of the twin-screw triple expansion type, being built and fitted by The Wallsend Slipway and Engineering Co., Limited, Wallsend. The cylinders are 22, 37 and 61 inches in diameter, respectively, with a piston stroke of 48 inches, and of sufficient power to drive the vessel at a speed of 12 knots at sea. She will carry, when loaded, about 10,000 tons dead weight, and has capacity in her holds and other cargo spaces for about 18,000 tons of measurement cargo. This is the fourth ship of the above dimensions built for these owners.

The Delta is a steel screw steamer, built to the order of the British and African Steam Navigation Co., Limited. The vessel is of the following dimensions: Length b.p., 195 feet; breadth, 28 feet; depth moulded, 12 feet 6 inches. She has a single deck, with poop, forecastle, and house amidships, light sun deck in forward well and at sides of casings, poop, and on bridge. Every facility is provided for rapidly working a special cargo by steam crane and winches, and she is handsomely fitted out with accommodation for officers and a few passengers in poop aft. The Delta will be supplied with propelling machinery, by a Tyne firm,

of sufficient power to drive her at a speed of ten knots an hour.

The third vessel is a steel screw steamer named the Sangara, which will be run in connection with any branch of the great shipowning company's business which she may be considered most suitable for. She is of the following dimensions, viz.: Length, 325 feet; breadth, 45 feet; depth, 22 feet (moulded); and she is to class 100 A 1 at Lloyd's. This vessel has water ballast fitted fore and aft on the cellular system, with capacity for about 750 tons, and she is also fitted with all modern improvements for the rapid loading and discharging of cargo. These appliances include six double cylindered steam deck winches, direct-acting steam windlass, large donkey boiler, steam steering gear, etc. The engines are of the triple expansion type, having cylinders 23 inches, 37 inches, and 61 inches diameter respectively, with 42-inch piston stroke, and working at a pressure of 160 lb. per square inch.

The fourth steamer is intended for the Canadian cattle and general freight trade. She is built to Lloyd's highest class, three deck rule, with continued shelter deck, specially arranged for the conveyance of cattle or horses. Her principal dimensions are: Length, 390 feet; beam, 48 feet; depth (to shelter deck), 36 feet 5 inches, and her deadweight carrying capacity is about 6,500 tons on a light draft of water. Above the continuous shelter deck are the bridge houses. The whole of the decks are of steel. The vessel is fitted throughout with electric light, has seven watertight bulkheads, and, in addition to the usual water ballast, has also a deep hold tank available for either water ballast or cargo. Her discharging gear, with derrick posts, etc., is specially complete, and she is in every way fitted as a first-class Atlantic cargo steamer. She will be fitted with triple expansion engines, having cylinders 25, 41, and 69 inches diameter respectively, with a 48-inch piston stroke. Steam is supplied by three large boilers, working at 180 lb. pressure.

The merchants of Vernon, B.C., have agreed to close their stores at 6 o'clock every evening except Saturday.

The merchants of Hartland, N.B., have agreed to close their stores every evening, except Saturday, at 8.30 o'clock, and to keep their stores closed all day on May 24 and July 1.

Blight & Prince, Truro, N.S., have bought The Brantford Carriage Co.'s business in Nova Scotia. This firm will have agents in all sections of Nova Scotia and Cape Breton.

# SOME HORSE NAIL ARITHMETIC.

Does it pay to use the "C" horse nail in preference to any other, and especially any low-priced competing nail sold in Canada? This question may be answered by asking another, viz.: Does it pay to use the best? The reply to this is that "the best is the cheapest."

Now test this statement by a little horse nail arithmetic, and see the result: A box of No. 8 Oval head "C" brand will contain about 2,500 nails. A full set of four shoes for a horse requires 32 nails. Divide the quantity required for one horse into the quantity contained in one box, and you will find that 78 is the answer. A box of No. 8 horse nails will therefore shoe 78 horses.

The average price charged by a farrier for shoeing a full set is \$1.25. For 78 horses the total cost will therefore be  $78 \times \$1.25 = \$97.50$ . For this work he uses one box of, say, No. 8 nails; he can either buy the best nail made, the "C" brand, which is the standard nail in Canada, and for this reason has always commanded the highest price; or he can buy another brand which has always commanded the cheapest price. What would be the difference to him? Possibly at the most 50c. a box, which, in the total value of the work done by him, viz.: \$97.50, represents practically a percentage of one-half of one per cent. only! or to put the matter another way: in one set of shoes the difference in the cost of the "C" brand and the cheapest nails sold in Canada is only 64/100 of one cent. Don't you think you had better have the best for the sake of two-thirds of one cent? Then always order the "C" brand, made only by us. In buying the "C" brand you are getting the product of our 35 years' experience in the manufacture of this one article, every nail is warranted perfect, and made from the best selected Swedish Charcoal Steel Nail Rods, by the "hot hammer forged" process.

When you order the "C" brand, do not accept substitutes. We shall fill your orders if others will not.

**Canada Horse Nail  
Company,  
MONTREAL.**



## CANADA IRON FURNACE CO.,

Manufacturer of Limited

## CHARCOAL Pig IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que.  
Lac a lac Tortue.Three Rivers.  
Grand Piles.

**We Manufacture**  
**AXES, PICKS**  
**MATTOCKS, MASONS'**  
**and SMITH HAMMERS**  
**and MECHANICS' EDGE**  
**TOOLS.**

All our goods are guaranteed.

Geo. E. Drummond,

Managing-Director and Treasurer

James Warnock &amp; Co.,

- Galt, Ont.

## CURRENT MARKET QUOTATIONS

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

## METALS.

## Tin.

|                               |      |
|-------------------------------|------|
| Lamb and Flag—                |      |
| 56 and 28 lb. ingots, per lb. | 0 35 |
| traits                        | 0 35 |

## Tinplates.

|                           |         |
|---------------------------|---------|
| Charcoal Plates—Bright    |         |
| M.L.S., equal to Bradley. | Per box |
| I.C., usual sizes         | \$7 00  |
| I.X.                      | 8 50    |
| I.X.X.                    | 10 00   |
| Famous—                   |         |
| I.C.                      | 7 50    |
| I.X.                      | 8 50    |
| I.X.X.                    | 9 50    |
| Raven & Vulture Grades—   |         |
| I.C., usual sizes         | 5 25    |
| I.X.                      | 6 25    |
| I.X.X.                    | 7 25    |
| I.X.X.X.                  | 8 25    |
| D.C., 12x17               | 4 75    |
| D.X.                      | 5 50    |
| D.X.X.                    | 7 50    |

## Coke Plates—Bright

|                             |       |
|-----------------------------|-------|
| Bessemer Steel—             |       |
| I.C., usual sizes           | 4 60  |
| I.C., special sizes, base   | 4 85  |
| 20x28                       | 9 50  |
| Charcoal Plates—Terne       |       |
| Dean or J. G. Grade—        |       |
| I.C., 20x28, 112 sheets     | 9 50  |
| I.X., Terne Tin             | 11 50 |
| Charcoal Tin Boiler Plates. |       |

|                           |          |
|---------------------------|----------|
| Cookley Grade—            |          |
| X.X., 14x56, 50 sheet bxs | 0 07     |
| " 14x60                   | 0 07 1/2 |
| " 14x65                   | 0 07 1/2 |
| Tinned Sheets.            |          |
| 72x30 up to 24 gauge      | 0 08     |
| " 26                      | 0 08 1/2 |
| " 28                      | 0 09     |

## Iron and Steel.

|                                  |          |      |
|----------------------------------|----------|------|
| Common Bar per 100 lbs           | 2 45     | 2 55 |
| Refined                          | 2 85     | 2 95 |
| Horse Shoe Iron                  | 2 70     | 2 80 |
| Hoop steel, 1 1/2 to 3 in. base, |          |      |
| extras for smaller sizes         | 3 25     |      |
| Swedish                          | 4 00     |      |
| Sleigh Shoe Steel " base         | 4 25     |      |
| Tire Steel                       | 2 85     |      |
| Machinery                        | 3 25     |      |
| Cast Steel, per lb               | 0 10     | 0 14 |
| Toe Calk Steel                   | 3 50     |      |
| Thos. Firth & Sons' Cast Steel   | 0 12     | 0 14 |
| Russian Sheet, per lb            | 0 10 1/2 | 0 11 |
| Tank Plates, 1-5 and thicker     | 3 00     | 3 25 |
| Boiler Rivets                    | 4 50     | 5 0  |

## Boiler Tubes.

|            |      |      |
|------------|------|------|
| 1 1/2-inch | 0 13 | 0 14 |
| 2 "        | 0 15 | 0 16 |
| 2 1/2 "    | 0 18 | 0 19 |
| 3 "        | 0 19 | 0 20 |

## Steel Boiler Plate.

|                      |      |
|----------------------|------|
| 1/4 inch             | 3 25 |
| 3/16 inch            | 3 40 |
| 1/2 inch and thicker | 3 25 |

## Black Sheets.

|          |      |
|----------|------|
| 18 gauge | 3 20 |
|----------|------|

|          |      |
|----------|------|
| 20 gauge | 3 20 |
| 22 to 24 | 3 30 |
| 26       | 3 40 |
| 28       | 3 60 |

## Canada Plates.

|                     |      |
|---------------------|------|
| All dull, 52 sheets | 3 50 |
| Half polished       | 3 60 |
| All bright          | 4 00 |

## Iron Pipe.

|                                                                                                                                                        |  |
|--------------------------------------------------------------------------------------------------------------------------------------------------------|--|
| Wrought pipe, per 100 feet, 1/4 to 3/4 inch                                                                                                            |  |
| \$3 60; 1/2 inch, \$3.60; 3/4 inch, \$4.20; 1 inch, \$5.90; 1 1/2 inch, \$7.85; 2 inch, \$9.75; 2 1/2 inch, \$13.00. 2 1/2 to 6 inch, discount 45 p.c. |  |
| Galvanized, 1/2 inch, \$5.30; 3/4 inch, \$6.35; 1 inch, \$9.00; 1 1/4 inch, \$12.45; 1 1/2 inch, \$13.75; 2 inch, \$19.90.                             |  |

## Galvanized Sheets.

|                                                   |      |         |
|---------------------------------------------------|------|---------|
| G.C. Comet.                                       | Amer | Queen's |
| 16 gauge                                          | 4 50 | 4 35    |
| 18 to 24 gauge                                    | 4 60 | 4 60    |
| 26                                                | 4 85 | 4 50    |
| 28                                                | 5 10 | 4 75    |
| Less than case lots, 15c. per 100 lb. additional. |      |         |
| 28 gauge American equals 26 gauge English.        |      |         |

## Chain.

|                                   |      |
|-----------------------------------|------|
| Proof Coil, 3-16 in., per 100 lb. | 8 50 |
| " 5-16 "                          | 6 00 |
| " 3/8 "                           | 5 45 |
| " 7-16 "                          | 5 15 |
| " 1/2 "                           | 5 00 |
| " 5/8 "                           | 4 81 |
| " 3/4 "                           | 4 75 |

|                                                        |               |
|--------------------------------------------------------|---------------|
| Halter, kennel and post chains, 40 and 50 p.c.         |               |
| Cow ties                                               | 40 p.c.       |
| Stall fixtures                                         | 35 p.c.       |
| Trace chain                                            | 25 and 5 p.c. |
| Jack chain, iron, single and double, discount 35 p.c.  |               |
| Jack chain, brass, single and double, discount 40 p.c. |               |

## Copper.

|                             |          |          |
|-----------------------------|----------|----------|
| English B. S., ton lots     | 0 19 1/2 | 0 20 1/2 |
| Lake Superior               | 0 24 1/2 | 0 25     |
| Bolt or Bar.                |          |          |
| Cut lengths, 1/2 to 3/4 in. | 0 23 1/2 | 0 25     |
| round and square            |          |          |
| 1 to 2 inches               | 0 23 1/2 | 0 25     |

|                                                      |      |          |
|------------------------------------------------------|------|----------|
| Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60 | 0 23 | 0 23 1/2 |
| Untinned, 14 oz., and light, 16 oz., irregular sizes | 0 23 | 0 23 1/2 |

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

|                                    |          |
|------------------------------------|----------|
| Tinned copper sheets               | 0 26     |
| Planished                          | 0 32     |
| Braziers. (In sheets.)             |          |
| 4x6 ft. 25 to 30 lbs. ea., per lb. | 0 25 1/2 |
| " 35 to 45 "                       | 0 24 1/2 |
| " 50-lb. and above, "              | 0 23 1/2 |
| Boiler and T. K. Pitts.            |          |
| Plain Tinned, per lb               | 0 28     |
| Spun, per lb.                      | 0 32     |

## Brass.

|                                              |      |      |
|----------------------------------------------|------|------|
| Roll and Sheet, 14 to 30 gauge, 10 per cent. |      |      |
| Sheets, hard-rolled, 2x4                     | 0 24 | 0 25 |
| Tubing, base, per lb.                        | 0 24 | 0 25 |

## Zinc Spelter

|                  |      |          |
|------------------|------|----------|
| Foreign, per lb. | 0 07 | 0 07 1/2 |
| Domestic "       |      |          |

## Zinc Sheet.

|              |          |
|--------------|----------|
| 5 cwt. casks | 0 07 1/2 |
| Part casks   | 0 07 1/2 |

## Lead.

|                                      |          |          |
|--------------------------------------|----------|----------|
| Imported Pig, per lb                 | 0 05     | 0 05 1/2 |
| Bar, 1 lb.                           | 0 05 1/2 | 0 06 1/2 |
| Sheets, 2 1/2 lbs. sq. ft., by roll. | 0 05 1/2 | 0 06 1/2 |
| Sheets, 3 to 6 lbs.                  | 0 05 1/2 | 0 06 1/2 |

NOTE.—Cut sheets 1/2 cent per lb. extra Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.  
 NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 7 1/2 cents.

## Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; tuck, seal and bal, \$7.50. Discount, 1/2 p.c. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms 3 per cent. cash, freights equalized on Montreal.

## Soil Pipe and Fittings.

Discount, 50 per cent. on medium and extra heavy, and 45 per cent. on light.

## Solder. Per lb. Per lb.

|                   |          |          |
|-------------------|----------|----------|
| Bar half-and-half | 0 21     | 0 21     |
| Refined           | 0 20 1/2 | 0 21     |
| Wiping            | 0 20     | 0 20 1/2 |

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

## Antimony.

|                    |      |          |
|--------------------|------|----------|
| Cookson's, per lb. | 0 11 | 0 11 1/2 |
|--------------------|------|----------|

## White Lead.

|                                       |          |
|---------------------------------------|----------|
| Pure, Assoc. guarantee, ground in oil |          |
| 25 lb. irons                          | 6 87 1/2 |
| No. 1 do                              | 6 50     |
| No. 2 do                              | 6 12 1/2 |
| No. 3 do                              | 5 75     |
| No. 4 do                              | 5 37 1/2 |
| Munro's Select Flake White            | 7 12 1/2 |
| Elephant and Decorators' Pure         | 6 87 1/2 |

## Red Lead.

|                                  |        |
|----------------------------------|--------|
| Genuine, 560 lb. casks, per cwt. | \$5 50 |
| Genuine, 100 lb. casks, per cwt. | 5 75   |
| No. 1, 560 lb. casks, per cwt.   | 5 25   |
| No. 1, 100 lb. casks, per cwt.   | 5 00   |

## White Zinc Paint.

|                     |      |          |
|---------------------|------|----------|
| Elephant Snow White | 0 08 | 0 09     |
| Pure White Zinc     | 0 08 | 0 09     |
| No. 1               | 0 06 | 0 07 1/2 |
| No. 2               | 0 05 | 0 06 1/2 |

## Dry White Lead.

|              |      |
|--------------|------|
| Pure, casks  | 5 75 |
| Pure, kegs   | 6 25 |
| No. 1, casks | 5 10 |
| No. 1, kegs  | 6 00 |

## Prepared Paints.

|                                |      |
|--------------------------------|------|
| Pure, per gallon               | 1 20 |
| Second qualities, per gallon   | 1 00 |
| Barn (in bbls.)                | 0 75 |
| The Sherwin-Williams Paints    | 1 35 |
| Canada Paint Co's Pure         | 1 20 |
| Sanderson Peary's Pure         | 1 20 |
| Stewart & Wood's Champion Pure | 1 10 |

## Colors in Oil.

|                                |      |
|--------------------------------|------|
| 25 lb. tins, Standard Quality. |      |
| Venetian Red, per lb           | 0 05 |
| Chrome Yellow                  | 0 11 |
| Golden Ochre                   | 0 08 |
| French                         | 0 05 |
| Marine Black                   | 0 09 |
| " Green                        | 0 09 |
| Chrome                         | 0 08 |
| French Imperial Green          | 0 19 |

## Colors, Dry.

|                               |          |          |
|-------------------------------|----------|----------|
| Yellow Ochre (J.C.) bbls      | 1 35     | 1 40     |
| Yellow Ochre (J.F.L.S.) bbls  | 2 75     |          |
| Yellow Ochre (Royal)          | 1 10     | 1 15     |
| Brussels Ochre                | 2 00     |          |
| Venetian Red (best), per cwt. | 1 80     | 1 90     |
| English Oxides, per cwt.      | 3 00     | 3 25     |
| American Oxides, per cwt.     | 1 75     | 2 00     |
| Canadian Oxides, per cwt.     | 1 75     | 2 00     |
| Super Magnetic Oxide, 33 p.c. | 2 00     | 2 25     |
| Burnt Sienna, pure, per lb.   | 0 10     | 0 10     |
| " do Raw                      | 0 09     | 0 09     |
| Drop Black, pure              | 0 09     | 0 09     |
| Chrome Yellows, pure          | 0 18     | 0 18     |
| Chrome Greens, pure, per lb.  | 0 12     | 0 12     |
| Golden Ochre                  | 0 03 1/2 | 0 03 1/2 |

|                                          |      |      |
|------------------------------------------|------|------|
| Ultramarine Blue in 28-lb boxes, per lb. | 0 08 | 0 24 |
| Fire Proof Mineral, per 100 lb.          |      | 1 00 |
| Genuine Eng. Litharge, per lb            |      | 0 07 |
| Mortar Color, per 100 lb.                |      | 1 25 |
| English Vermilion                        |      | 0 80 |
| Pure Indian Red, No. 45, lb.             |      | 0 08 |
| Whiting, per 100 lb.                     |      | 0 55 |

## Blue Stone.

|                              |      |
|------------------------------|------|
| Casks, for spraying, per lb. | 0 07 |
| 100-lb. lots, do, per lb.    | 0 08 |

## Putty.

|                                        |      |
|----------------------------------------|------|
| Bladders in 100 or 200 lb. kegs or bxs | 2 10 |
| Bulk in bbls., per 100                 | 2 25 |
| Bulk in less quantities                | 1 95 |
| 25-lb. tins, 4 in case                 | 2 10 |
| 12 1/2-lb. tins, 8 in case             | 2 35 |

## Varnishes.

|                       |          |
|-----------------------|----------|
| (In 5-gal. lots.)     | Per gal. |
| Carriage, No. 1       | 1 45     |
| " body                | 4 00     |
| " rubbing             | 2 00     |
| Gold Size, Japan      | 1 50     |
| Brown Japan           | 1 20     |
| Elastic Oak           | 1 45     |
| Furniture, extra      | 1 20     |
| No. 1                 | 0 80     |
| Hard Oil Finish       | 1 35     |
| Light Oil Finish      | 1 60     |
| Demar.                | 1 65     |
| Shellac, white        | 2 20     |
| " orange              | 2 00     |
| Furniture Brown Japan | 0 80     |
| Black Japan           | 1 20     |
| No. 1                 | 0 80     |



The Imperial Varnish & Color Co's., Limited  
 Elastolite Varnish,  
 1 gal. can, each.  
 \$3.01.

Granatite Floor Finish, per gal.  
 \$2.75.  
 Maple Leaf Coach Enamels;  
 Size 1, \$1.10;  
 Size 2, 60c.; Size 3, 40c. each.

## Linseed Oil.

|                                                                                     |        |        |
|-------------------------------------------------------------------------------------|--------|--------|
| 1 to 4 bbls delivered                                                               | \$0 86 | \$0 89 |
| 5 to 9 bbls                                                                         |        | 85     |
| Montreal, Toronto, Hamilton, Quebec, London, Ottawa, Kingston and Guelph, 2c. less. |        |        |

## Turpentine.

|                                         |      |
|-----------------------------------------|------|
| Single barrel .....                     | 0 77 |
| 2 to 4 barrels .....                    | 0 76 |
| Freight allowed. Toronto, Hamilton Lon- |      |
| don, Guelph, 2c. less.                  |      |

## Castor Oil.

|                               |          |          |
|-------------------------------|----------|----------|
| East India, in cases, per lb. | 0 08 1/2 | 0 10     |
| " small lots                  | 0 10     | 0 10 1/2 |

## Cod Oil, Etc.

|                   |      |      |
|-------------------|------|------|
| Cod Oil, per gal. | 0 50 | 0 55 |
| Pure Olive        |      | 1 20 |
| " Neatsfoot       |      | 90   |

## Glue.

|                |          |          |
|----------------|----------|----------|
| Common         | 0 08 1/2 | 0 09     |
| French Medal   | 0 14     | 0 14 1/2 |
| Cabinet, sheet | 0 12     | 0 13     |
| White, extra   | 0 18     | 0 20     |
| Gelatin        | 0 22     | 0 30     |
| Strip          | 0 18     | 0 20     |
| Coopers        | 0 19     | 0 20     |
| Hutner         |          | 0 18     |



# JOSEPH RODGERS & SONS

SHEFFIELD, ENGLAND.

Limited

Each blade of our Goods bears the exact mark here represented.

## JAMES HUTTON & CO., MONTREAL

SOLE AGENTS  
IN CANADA.

### HARDWARE. Ammunition.

B. B. Caps, Dom., 50 and 5 percent.  
Rim Fire Pistol, dis. 45 p. c., Amer.  
Rim Fire Cartridges, Dom., 50 and 5 p. c.  
Rim Fire, Military, net list, Amer.  
Central Fire Pistol and Rifle, 18 p. c. Amer.  
Central Fire Cartridges, pistol sizes, Dom.  
30 percent.  
Central Fire Cartridges, Sporting and Military,  
Dom., 15 and 5 percent.  
Central Fire, Military and Sporting, Amer.  
net list. B. B. Caps, discount 45 percent.  
Amer.  
Loaded and empty Shells, "Trap" and  
"Dominion" grades, 25 percent. Rival  
and Nitro, 10 p. c.  
Brass Shot Shells, 55 and 10 percent.  
Primers, Dom., 30 percent.

Wads, per lb.  
Best thick white felt wadding, in 3/4-lb.  
bags..... 1 00  
Best thick brown or grey felt wads, in  
1/2-lb. bags..... 0 70  
Best thick white card wads, in boxes  
of 500 each, 12 and smaller gauges..... 0 99  
Best thick white card wads, in boxes  
of 500 each, 10 gauge..... 0 35  
Best thick white card wads, in boxes  
of 500 each, 8 gauge..... 0 55  
Thin card wads, in boxes of 1,000  
each, 12 and smaller gauges..... 0 20  
Thin card wads, in boxes of 1,000  
each, 10 gauge..... 0 25  
Thin card wads in boxes of 1,000  
each, 8 gauge..... 0 10  
Chemically prepared black edge grey  
cloth wads, in boxes of 250 each—  
11 and smaller gauge..... 0 60  
9 and 10 gauges..... 0 70  
7 and 8 gauges..... 0 90  
5 and 6 gauges..... 1 10  
Superior chemically prepared pink  
edge, best white cloth wads, in  
boxes of 250 each—  
11 and smaller gauge..... 1 15  
9 and 10 gauges..... 1 40  
7 and 8 gauges..... 1 65  
5 and 6 gauges..... 1 90

Discount, 20 percent.  
Anvils.  
Per lb..... 10 0 12 1/2  
Anvil and Vice combined..... 4 5  
Wilkinson & Co.'s Anvils, lb. 0 09  
Wilkinson & Co.'s Vices, lb. 0 09 1/2

Augers.  
Gilmour's, discount 50 and 10 p. c. off list.  
Axes.  
Chopping Axes—  
Single bit, per doz..... 5 51 10 00  
Double bit,..... 12 00 13 00  
Beach Axes, 40 and 15 p. c.  
Broad Axes, 33 1/2 percent.  
Hunters' Axes..... 5 50 6 00  
Boy's Axes..... 5 75 6 75  
Splitting Axes..... 6 50 12 00  
Handled Axes..... 7 00 10 00

Axle Grease.  
Per gross..... 5 50 6 00  
Bath Tubs.  
Zinc..... 3 90 4 00  
Copper, discount 40 and 10 p. c. off revised list.

Baths.  
Standard Enameled.  
5 1/2-inch rolled rim, 1st quality..... 30 00  
" 2nd..... 22 00  
Anti-Friction Metal.  
Tandem " A..... per lb. 0 27  
" B..... " 0 21  
" C..... " 0 11 1/2  
Magnolia Anti-Friction Metal, per lb. 0 25

Bells.  
Hand.  
Brass, 60 percent.  
Nickel, 55 percent.  
Cow.  
American make, discount 66 2/3 percent.  
Canadian, discount 45 and 50 percent.  
Door.  
Gongs, Sargent's..... 5 50 8 00  
" Peterboro', discount 37 1/2 percent.

Farm.  
American, each..... 1 25 3 00  
House..... 0 35 0 40  
American, per lb.  
Belows.  
Hand, per doz..... 3 35 4 75  
Moulders', per doz..... 7 50 10 00  
Blacksmiths', discount 40 percent.

Belting.  
Extra, 50 and 10 percent.  
Standard, 60 percent.  
No. 1 Agricultural, 60 and 10 p. c.  
Bits.  
Auger.  
Gilmour's, discount 50 and 10 percent.  
Rockford, 50 and 10 percent.  
Jennings' Gen., net list.  
Car.  
Gilmour's, 47 1/2 to 50 percent.  
Expansive.  
Clark's, 40 percent.

Gimlet.  
Diamond, Shell, per doz..... 0 65 0 90  
1 00 1 50  
Nail and Spike, per gross..... 2 25 5 20  
Blind and Bed Staples.  
All sizes, per lb..... 0 07 1/2 0 12

Bolts and Nuts. Per cent.  
Norway Bolts, full square..... 65  
Common Carriage Bolts, all sizes..... 50  
" full square..... 65  
Machine Bolts, all sizes..... 52 1/2  
Coach Screws..... 65  
Sleigh Shoe Bolts..... 70  
Blank Bolts..... 52 1/2  
Rivet Ends..... 62 1/2  
Nuts, square..... 3 1/2 off  
Nuts, hexagon..... 3 1/2 off  
Tapping Nuts..... 40 off  
Tie Bolts..... 60  
Stove Bolts..... 60 and 10  
Stove rods, per lb..... 5 1/2 to 6 c.  
Plough Bolts..... 50

Boot Calks.  
Small and medium, ball, per M..... 4 25  
Small heel, per M..... 4 50  
Bright Wire Goods.  
Discount..... 55 percent.

Broilers.  
Light, dis. 65 to 67 1/2 percent.  
Reversible, dis. 65 to 67 1/2 percent.  
Vegetable, per doz., dis. 37 1/2 percent.  
Henis, No. 8..... 6 00  
Henis, No. 9..... 7 00  
Queen City..... 7 50 0 00

Butchers' Cleavers.  
German, per doz..... 6 00 11 00  
American, per doz..... 12 00 20 00

Building Paper, Etc.  
Plain building, per roll..... 0 30  
Tarrad lining, per roll..... 0 40  
Tarrad roofing, per 100 lb..... 1 60  
Coal Tar, per barrel..... 3 50  
Pitch, per 100-lb..... 0 80  
Carpet felt, per ton..... 45 10

Bull Rings.  
Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.  
Butts.  
Wrought Brass, net revised list  
Cast Iron.  
Loose Pin, dis. 60 percent.

Wrought Steel.  
Fast Joint, dis. 60 and 10 percent.  
Loose Pin, dis. 60 and 10 percent.  
Berlin Bronzed, dis. 70, 70 and 5 percent.  
Gen. Bronzed, per pair..... 0 40 0 65

Carpet Stretchers.  
American, per doz..... 1 00 1 50  
Bullard's, per doz..... 6 50

Castors.  
Bed, new list, dis. 55 to 57 1/2 percent.  
Plate, dis. 52 1/2 to 57 1/2 percent.

Cattle Leaders.  
Nos. 31 and 32, per gross..... 50 9 50

Cement.  
Canadian Portland..... 2 80 3 00  
English..... 3 00  
Belgian..... 2 75 3 00  
Canadian hydraulic..... 1 00 1 10

Chalk.  
Carpenters, Colored, per gross..... 0 45 0 75  
White lump, per cwt..... 0 80 0 65  
Red..... 0 05 0 06  
Crayon, per gross..... 0 14 0 18

Chisels.  
Socket, Framing and Firmer.  
Broad's, dis. 60 and 5 percent.  
Warnock's, dis. 60 percent.

Churns.  
Revolving Churns, metal frames—No. 0, \$8—  
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—  
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,  
wood frames—20c. each less than above.  
Discounts: Delivered from factories, 18  
p. c.; from stock in Montreal, 55 p. c.  
Terms, 4 months or 3 p. c. cash in 30 days.

Clips.  
Axle dis. 65 percent.  
Closets.  
Plain Ontario Syphon Jet..... \$8 00  
Emb. Ontario Syphon Jet..... 8 50  
Fittings..... 1 00  
Plain Teutonic Syphon Washout..... 4 75  
Emb. Teutonic Syphon Washout..... 5 25  
Fittings..... 1 00  
Plain Richelieu..... 4 75  
Emb. Richelieu..... 5 00  
Fittings..... 1 25  
Closet connection..... 1 25  
Basins, round, 14 in..... 0 65  
" oval, 17 x 14 in..... 1 55  
" 19 x 15 in..... 2 30

Compasses, Dividers, Etc.  
American, dis. 25 to 33 1/2 percent.

Cradles, Grain.  
Canadian, dis. 25 to 33 1/2 percent.

Crosscut Saw Handles.  
S. & D., No. 3, per pair..... 17 1/2  
" 5..... 22 1/2  
" 6..... 30  
Boynton pattern..... 30

Door Springs.  
Torrey's Rod, per doz..... (15 p. c.) 2 00  
Coil, per doz..... 0 88 1 60  
English, per doz..... 2 00 4 00

Draw Knives.  
Broad's, dis. 60 to 60 and 7 1/2 percent.  
Warnock's, dis. 60 to 60 and 7 1/2 percent.

Drills.  
Hand and Breast.  
Miller's Falls, per doz. net list.

DRILL BITS.  
Morse, dis. 37 1/2 to 40 percent.  
Standard, dis. 50 and 5 to 55 percent.

ELBOWS. (Stovepipe.)  
No. 1, per doz..... 1 80  
No. 2, per doz..... 1 60  
Bright, 20c. per doz. extra.

ESCUTCHEONS.  
Discount, 27 1/2 percent.

ESCUTCHEON PINS.  
Iron, discount 40 percent.

FACTORY MILK CANS.  
Discount off revised list, 40 percent.  
FILES.  
Black Diamond, 50 and 10 to 60 percent.  
Kearney & Footie, 60 and 10 percent. to 60,  
10, 10.  
Nicholson File Co., 50 and 10 to 60 percent.  
Jowitt's, English list, 25 to 27 1/2 percent.

FORKS.  
Hay, manure, etc., dis. 50 and 10 percent  
revised list.

FRUIT PRESSES.  
Henis', per doz..... 3 25 3 50  
Shepard's Queen City, dis. 15 percent.

GLASS—Window—Box Price.  
Star  
D. Diamond  
Size Per Per Per Per  
United 50 ft. 100 ft. 50 ft. 100 ft  
Inches.  
Under 26..... 2 20 4 20 ..... 6 25  
26 to 40..... 2 40 4 60 ..... 7 00  
41 to 50..... 5 00 ..... 7 50  
51 to 60..... 5 25 ..... 8 25  
61 to 70..... 5 50 ..... 9 50  
71 to 80..... 6 00 ..... 10 50  
81 to 85..... 6 85 ..... 11 50  
86 to 90..... 7 65 ..... 13 50  
91 to 95..... 15 00  
96 to 100..... 18 00  
101 to 105..... 20 00  
106 to 110..... 23 00  
111 to 115..... 27 00  
16 x 16 10 percent. off.

GAUGES.  
Marking, Mortise, Etc.  
Stanley's dis. 50 to 55 percent.  
Wire Gauges.  
Winn's, Nos. 26 to 33, each..... 1 65 2 40

HALTERS.  
Rope, 3/8 per gross..... 9 00  
" 1/2..... 14 00  
" 3/4..... 3 87 1/2 4 00  
Leather, 1 in., per doz..... 5 15 5 20  
Web, — per doz..... 1 87 2 45

HAMMERS.  
Nail  
Maydole's, dis. 5 to 10 percent. Can. dis.  
25 to 27 1/2 percent.

Tack.  
Magnetic, per doz..... 1 10 1 20  
Canadian, per lb..... 0 07 1/2 0 08 1/2

Ball Peen.  
English and Can., per lb..... 0 22 0 25  
HANDLES.  
Axe, per doz., net..... 1 50 2 00  
Store door, per doz..... 1 00 1 50

Fork.  
C. & B., dis. 40 percent. rev. list.  
Ho.

C. & B., dis. 40 percent. rev. list.  
Saw.  
American, per doz..... 1 00 1 25  
Plane.

American, per gross..... 3 15 3 75  
Hammer and Hatchet.  
Canadian, 40 percent.  
Cross-Cut Saws.  
Canadian, per pair..... 0 13 1/4

HANGERS. doz. pairs  
Steel barn door..... 5 85 6 00  
Searns, 4 inch..... 6 00  
" 5 inch..... 6 50  
Lane's covered—  
No. 11, 5-ft. run..... 3 40  
No. 11 1/2, 10-ft. run..... 10 80  
No. 12, 10-ft. run..... 12 60  
No. 14, 15-ft. run..... 21 00  
Lane's O.N.T. track, per foot..... 4 1/2

HARVEST TOOLS.  
Discount, 50 and 10 percent.  
HATCHETS.  
Canadian, dis. 40 to 42 1/2 percent.

HINGES.  
Blind, Parker's, dis. 50 and 10 to 60 percent  
Heavy T and strap, 4-in., per lb..... 0 06 1/2  
" 5-in., "..... 0 06 1/2  
" 6-in., "..... 0 06  
" 8-in., "..... 0 05 1/2  
" 10-in., "..... 0 05 1/2

Light T and strap, dis. 60 and 5 percent.  
Screw hook and hinge—  
6 to 12 in., per 100 lbs..... 4 50  
14 in. up, per 100 lbs..... 3 50  
Per gro. pair..... 12 00

HOES.  
Garden, Mortar, etc., dis. 50 and 10 p. c.  
Planter, per doz..... 4 00 4 50

HOLLOW WARE  
Discount..... 45 and 5 percent

HOOKS.  
Cast Iron.  
Bird Cage, per doz..... 0 50 1 10  
Clothes Line, per doz..... 0 27 0 63  
Harness, per doz..... 0 72 0 88  
Hat and Coat, per gross..... 1 00 3 00  
Chandelier, per doz..... 0 50 1 00

Wrought Iron.  
Wrought Hooks and Staples, Can., is.  
47 1/2 percent.

Wire.  
Hat and Coat, discount 45 percent.  
Belt, per 1,000..... 0 80  
Screw, bright, dis. 55 percent.

HORSE NAILS.  
"O" brand 50 p. c. dis.  
"M" brand 50 p. c. } Oval head.

Canadian, countersunk head and oval  
top 50 and 10 percent.



# THOS. FIRTH & SONS, Limited, SHEFFIELD

## Tool Steel and Rock Drill Steel

The Standard for past 50 years  
in Canada and United States.

ALWAYS CARRIED IN STOCK.



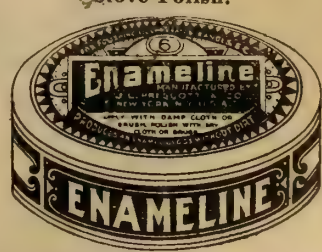
### H. W. DeCOURTENAY & Co.

Sole Agents for Canada.

476 St. Paul St., MONTREAL.

Always Specify this BRAND When Ordering.



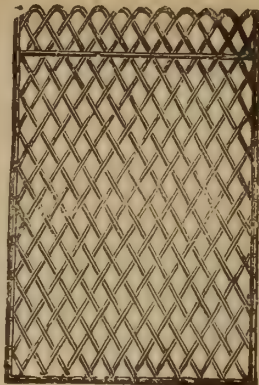
|                                                    |  |                                                   |  |                                              |  |                                                                                       |  |
|----------------------------------------------------|--|---------------------------------------------------|--|----------------------------------------------|--|---------------------------------------------------------------------------------------|--|
| <b>HORSESHOES.</b>                                 |  | <b>NAIL SETS</b>                                  |  | <b>RASPS AND HORSE RASPS.</b>                |  | <b>SCYTHE SNATHS</b>                                                                  |  |
| F.O.B. Toronto                                     |  | Square, round, and octagon,                       |  | New Nicholson horse rasp, discount 60 p.c.   |  | Canadian, dis. 45 p.c.                                                                |  |
| Iron Shoes.                                        |  | per gross                                         |  | Globe File Co.'s rasps, 60 and 10 to 70 p.c. |  | <b>SHEARS</b>                                                                         |  |
| Light, medium, and heavy.                          |  | Diamond                                           |  | Heller's Horse rasps, 50 to 50 and 5 p.c.    |  | Seymour's, dis. 50 and 10 p.c.                                                        |  |
| Snow shoes.                                        |  | Poultry, 45 per cent. for McMullen's.             |  | <b>RAZORS.</b>                               |  | Heinisch, dis. 50 and 10 p.c.                                                         |  |
| Steel Shoes.                                       |  | <b>NETTING.</b>                                   |  | Geo. Butler & Co.'s, per doz.                |  | Seymour or Heinisch tailor shears. 15 p.c.                                            |  |
| Light                                              |  | <b>OAKUM.</b>                                     |  | Boker's                                      |  | <b>SHOVELS AND SPADES.</b>                                                            |  |
| Featherweight (all sizes).                         |  | Canada refined (Toronto)                          |  | Wade & Butcher's                             |  | Canadian, dis. 40 and 5 per cent.                                                     |  |
| Toe weight steel shoes                             |  | Sarnia Astral                                     |  | Theile & Quack's                             |  | <b>SINKS.</b>                                                                         |  |
| Discount, 45 and 5 per cent. off list, June, 1899. |  | American w. w.                                    |  | Eliot's                                      |  | Steel and galvanized, discount 45 per cent.                                           |  |
| <b>ICE PICKS.</b>                                  |  | <b>OILERS.</b>                                    |  | <b>REAPING HOOKS.</b>                        |  | <b>SNAPS.</b>                                                                         |  |
| Star, per doz.                                     |  | McClary's Model galvan. oil                       |  | Discount, 50 and 10 per cent.                |  | Harness, German, dis. 25 p.c.                                                         |  |
| <b>KETTLES.</b>                                    |  | can, with pump, 5 gal.,                           |  | <b>REGISTERS.</b>                            |  | Lock, Andrews' 4 50 11 50                                                             |  |
| Brass spun, 7½ p.c. dis. off new list.             |  | per doz.                                          |  | <b>RIVETS AND BURRS.</b>                     |  | <b>SOLDERING IRONS.</b>                                                               |  |
| Copper, per lb.                                    |  | Zinc and tin, dis. 50, 50 and 10.                 |  | Carriage, Section, Wagon Box Rivets, etc.,   |  | 1, 1½ lb., per lb.                                                                    |  |
| American, 60 and 10 to 65 and 5 p.c.               |  | Copper, per doz.                                  |  | 45 p.c.                                      |  | 2 lb. or over, per lb.                                                                |  |
| <b>KEYS.</b>                                       |  | Brass,                                            |  | Black M. Rivets, 45 p.c.                     |  | <b>SQUARES.</b>                                                                       |  |
| Lock, Can., dis., 27½ p.c.                         |  | Malleable, dis. 25 per cent.                      |  | Black and Tinned Rivets, 45 p.c.             |  | Iron, No 493, per doz                                                                 |  |
| Cabinet, trunk, and padlock,                       |  | <b>PAILS.</b>                                     |  | Extras on Iron Rivets in 1-lb. cartons, ½c   |  | Mo. 494,                                                                              |  |
| 1m. per gross                                      |  | Galvanized pails, discount 45 per cent.           |  | per lb.                                      |  | Steel, dis. 50 and 5 to 50 and 10 p.c., rev. list.                                    |  |
| <b>KNOBS.</b>                                      |  | Galvanized flaring pails, discount 45 per cent.   |  | Copper Rivets & Burrs, 35 p.c. dis., and     |  | Try and bevel, dis. 50 to 52½ p.c.                                                    |  |
| Door japanned and N.P., per                        |  | Galvanized washtubs, discount 45 per cent.        |  | cartons, 1c. per lb. extra, net.             |  | <b>STAMPED WARE.</b>                                                                  |  |
| doz                                                |  | <b>PIECED WARE.</b>                               |  | Extras on Tinned or Coppered Rivets in       |  | Plain, dis. 75 and 12½ p.c. off revised list.                                         |  |
| Bronze, Berlin, per doz.                           |  | Discount 40 per cent. off list, June, 1899.       |  | ½-lb. cartons, 1c. per lb.                   |  | Retinned, dis., 75 p.c. off revised list.                                             |  |
| Bronze Genuine, per doz.                           |  | <b>PICKS.</b>                                     |  | Burrs, iron or steel, 40 per cent.           |  | <b>STAPLES.</b>                                                                       |  |
| Shutter, porcelain, F. & L.                        |  | P. r doz                                          |  | Terms, 4 mos. or 3 per cent. cash 30 days.   |  | Galvanized                                                                            |  |
| screw, per gross.                                  |  | <b>PICTURE NAILS.</b>                             |  | <b>RIVET SETS.</b>                           |  | Plain                                                                                 |  |
| White door knobs—per doz.                          |  | Porcelain head, per gross.                        |  | Canadian, dis. 35 37½ per cent.              |  | <b>STOCKS AND DIES.</b>                                                               |  |
| Discount, 50 and 10 per cent.                      |  | Brass head,                                       |  | <b>ROPE, ETC.</b>                            |  | American dis. 25 p.c.                                                                 |  |
| <b>LAMP WICKS.</b>                                 |  | <b>PLANES.</b>                                    |  | Sisal.                                       |  | <b>STONE.</b>                                                                         |  |
| Discount, 60 per cent.                             |  | Wood, bench, Canadian dis. 55 per cent.           |  | Manila.                                      |  | Per lb.                                                                               |  |
| <b>LANTERNS.</b>                                   |  | American dis. 55.                                 |  | 15½                                          |  | Washita                                                                               |  |
| Cold Blast, per doz.                               |  | Wood, fancy Canadian or American, 37½             |  | 12                                           |  | Hindustan                                                                             |  |
| No. 1 "Wright's"                                   |  | Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c. |  | 16½                                          |  | slip                                                                                  |  |
| Ordinary with O burner                             |  | Miscellaneous, dis. 25 to 27½ per cent.           |  | 15                                           |  | Labrador                                                                              |  |
| Dashboard, cold blast                              |  | Bailey's Victor, 25 per cent.                     |  | 15½                                          |  | Axe                                                                                   |  |
| No. 0.                                             |  | <b>PLANE IRONS.</b>                               |  | 8                                            |  | Turkey                                                                                |  |
| Japanning, 50c. per doz. extra.                    |  | English, per doz.                                 |  | 9½                                           |  | Arkansas                                                                              |  |
| <b>LEMON SQUEEZERS.</b>                            |  | Button's Genuine, per doz pairs, dis. 37½         |  | 10½                                          |  | Water-of-Ayr                                                                          |  |
| Porcelain lined, per doz.                          |  | 40 p.c.                                           |  | <b>RULES.</b>                                |  | Scythe, per gross                                                                     |  |
| Galvanized                                         |  | Button's Imitation, per doz.                      |  | Boxwood, dis. 75 and 10 p.c.                 |  | Grind, per ton                                                                        |  |
| King, wood.                                        |  | German, per doz.                                  |  | Ivory, dis. 37½ to 40 p.c.                   |  | 15 00 18 00                                                                           |  |
| King, glass.                                       |  | <b>PLUMBERS' BRASS GOODS.</b>                     |  | <b>SAD IRONS.</b>                            |  | <b>STOVE PIPES.</b>                                                                   |  |
| All glass.                                         |  | Impression work, discount, 60 per cent.           |  | Mrs. Potts, plain, polished                  |  | Nestable in crates of 25 lengths.                                                     |  |
| <b>LINES.</b>                                      |  | Fuller's work, discount 65 per cent.              |  | nickle-plated                                |  | 6 inch Per 100 lengths.                                                               |  |
| Fish, per gross.                                   |  | Rough stops and stop and waste cocks, dis-        |  | SAND AND EMERY PAPER.                        |  | 7 inch                                                                                |  |
| Chalk                                              |  | count, 60 per cent.                               |  | Dominion Flint Paper, 47½ per cent.          |  | <b>Stove Polish.</b>                                                                  |  |
| <b>LOCKS</b>                                       |  | Jenkins' disk globe and angle valves, dis-        |  | B & A. sand, 40 and 2½ per cent.             |  |  |  |
| Canadian, dis. 33½ p.c.                            |  | count, 55 per cent.                               |  | Emery, 40 per cent.                          |  | No. 4—3 dozen in case, net cash                                                       |  |
| Russell & Erwin, per doz.                          |  | Standard valves, discount, 60 per per cent.       |  | <b>SAP SPOUTS.</b>                           |  | No. 6—3 dozen in case,                                                                |  |
| Eagle, dis. 30 p.c.                                |  | Jenkins' radiator valves discount 55 per cent.    |  | Bronzed iron with hooks, per doz.            |  | <b>TACKS BRADS, ETC.</b>                                                              |  |
| Padlock.                                           |  | standard, dis., 60 p.c.                           |  | Hand, Disston's, dis. 12½ p.c.               |  | Percent.                                                                              |  |
| English and Am., per doz.                          |  | Quick opening valves, discount, 60 p.c.           |  | S. & D., 40 per cent.                        |  | Strawberry box tacks, bulk                                                            |  |
| Scandinavian,                                      |  | No. 1 compression bath cock                       |  | Crosscut, Disston's, per ft.                 |  | Cheese-box tacks, blued                                                               |  |
| Eagle, dis. 15 to 17½ p.c.                         |  | No. 4                                             |  | S. & D., dis. 35 p.c. on Nos. 2 and 3.       |  | Trunk tacks, black and tinned                                                         |  |
| <b>MACHINE SCREWS.</b>                             |  | No. 7, Fuller's                                   |  | Hack, complete, each.                        |  | Carpet tacks, blued and tinned                                                        |  |
| Flat head, discount 25 p.c.                        |  | No. 4½                                            |  | " frame only.                                |  | (in kegs)                                                                             |  |
| Round Head, discount 20 p.c.                       |  | <b>PRESSED SPIKES.</b>                            |  | <b>SASH WEIGHTS.</b>                         |  | Cut tacks, blued, in dozens only                                                      |  |
| <b>MALLETS.</b>                                    |  | Discount, 20 per cent.                            |  | Sectional, per 100 lbs.                      |  | ¾ weights                                                                             |  |
| Tinmiths', per doz.                                |  | <b>PULLEYS.</b>                                   |  | Solid,                                       |  | Swedes, cut tacks, blued and tinned—                                                  |  |
| Carpenters', hickory, per doz.                     |  | Hothouse, per doz.                                |  | SASH CORD.                                   |  | In bulk                                                                               |  |
| Lignum Vitae, per doz.                             |  | Axle                                              |  | Per lb.                                      |  | In dozens                                                                             |  |
| Caulking, each.                                    |  | Screw                                             |  | " Lincoln," per doz.                         |  | Swedes, upholsterers', bulk                                                           |  |
| <b>MATTOCKS</b>                                    |  | Awning                                            |  | <b>SAW SETS.</b>                             |  | brush, blued & tinned, bulk                                                           |  |
| Canadian, per doz.                                 |  | <b>PUMPS.</b>                                     |  | Gurney Scales, 45 p.c.                       |  | gimp, blued tinned and                                                                |  |
| <b>MEAT CUTTERS.</b>                               |  | Canadian cistern                                  |  | B. S. & M. Scales, 45 p.c.                   |  | japanned                                                                              |  |
| American, dis. 25 to 30 p.c.                       |  | Canadian pitcher spout.                           |  | Champion, 65 per cent.                       |  | Zinc tacks                                                                            |  |
| German, 15 per cent.                               |  | <b>PUNCHES.</b>                                   |  | Fairbanks Standard, 35 p.c.                  |  | Leather carpet tacks                                                                  |  |
| <b>MILK CAN TRIMMINGS</b>                          |  | Saddlers', per doz                                |  | Dominion, 55 p.c.                            |  | Copper tacks                                                                          |  |
| Discount, 25 per cent.                             |  | Conductors', "                                    |  | Chatillon Spring Balances, 10 p.c.           |  | Copper nails                                                                          |  |
| <b>NAILS.</b>                                      |  | Tinners' solid, per set.                          |  | <b>SCREW DRIVERS.</b>                        |  |                                                                                       |  |
| Quotations are:                                    |  | hollow, per inch.                                 |  | Sargent's, per doz.                          |  |                                                                                       |  |
| 2d. and 3d.                                        |  | <b>RANGE BOILERS</b>                              |  | Wood, F. H., iron, and steel, 80 p.c.        |  |                                                                                       |  |
| 3d.                                                |  | Galvanized, 30 gallons                            |  | Wood R. H., dis. 75 p.c.                     |  |                                                                                       |  |
| 4 and 5 1                                          |  | " 35 "                                            |  | F. H., brass, dis. 75 p.c.                   |  |                                                                                       |  |
| 6 and 7d.                                          |  | " 40 "                                            |  | Wood, R. H., dis. 67½ p.c.                   |  |                                                                                       |  |
| 8 and 9d.                                          |  | Copper, 50 "                                      |  | F. H., bronze, dis. 67½ p.c.                 |  |                                                                                       |  |
| 10 and 12d.                                        |  | " 40 "                                            |  | " R. H., 62½ p.c.                            |  |                                                                                       |  |
| 16 and 20d.                                        |  | Discount off Copper Boilers 10 per cent.          |  | <b>SCYTHES.</b>                              |  |                                                                                       |  |
| 30, 40, 50 and 60d. (base).                        |  | <b>RAKES.</b>                                     |  | Drive Screws, 80 per cent.                   |  |                                                                                       |  |
| Steel Cut Nails 10c. extra.                        |  | Cast steel and malleable Canadian list dis.       |  | Bench, wood, per doz.                        |  |                                                                                       |  |
| Miscellaneous wire nails, dis. 7 per cent.         |  | 50 and 10 p.c. revised list.                      |  | " iron,                                      |  |                                                                                       |  |
| <b>NAIL FULLERS.</b>                               |  | Wood, 55 per cent.                                |  |                                              |  |                                                                                       |  |
| German and American.                               |  |                                                   |  |                                              |  |                                                                                       |  |



**PORTLAND CEMENTS  
FIREBRICKS  
FIRECLAY  
LIVERPOOL SALT  
LAND PLASTER  
PLASTER OF PARIS  
WHITING**

Straight or mixed cars.

**J. WATTERSON & CO.**  
MONTREAL.



# Wire Guards

FOR

**Store Fronts  
Factory and Mill Windows  
Basement Windows**

**THE B. GREENING WIRE CO., LIMITED**  
HAMILTON, ONT., AND MONTREAL, QUE.

|                                          |          |  |
|------------------------------------------|----------|--|
| Trunk nails, black .....                 | 65       |  |
| Trunk nails, tinned .....                | 65 and 5 |  |
| Clout nails, blued and tinned.....       | 35       |  |
| Chair nails .....                        | 35       |  |
| Cigar box nails .....                    | 40       |  |
| Patent brads .....                       | 40       |  |
| Fine finishing .....                     | 10       |  |
| Picture frame points .....               | 10       |  |
| Lining tacks, in papers .....            | 10       |  |
| " " in bulk .....                        | 15       |  |
| " " solid heads, in bulk.....            | 75       |  |
| Saddle nails in papers .....             | 10       |  |
| " " in bulk .....                        | 15       |  |
| Tufting buttons, 22 line, in dozens only | 60       |  |
| Tin capped trunk nails.....              | 15       |  |
| Zinc glazier's points.....               | 5        |  |
| Double pointed tacks, dozens.....        | 85       |  |
| " " bulk .....                           | 35       |  |

|                                |      |      |
|--------------------------------|------|------|
| <b>TAPE LINES.</b>             |      |      |
| English, ass skin, per doz.... | 2 75 | 5 00 |
| English, Patent Leather....    | 5 50 | 9 75 |
| Chesterman's each.....         | 0 90 | 2 85 |
| " " steel, each .....          | 0 80 | 8 00 |

**THERMOMETERS**  
Tin case and dairy, dis. 75 to 75 and 10 p.c.

**TRANSOM LIFTERS.**  
Payson's per doz..... 2 60

**TRAPS. (Steel.)**  
Game, Newhouse, dis. 2 1/2 p.c.  
Game, H. & N., P. S. & W., 65 p.c.  
Game, steel, 72 1/2, 75 p.c.

**TROWELS.**  
Dieston's, discount 10 per cent.  
German, per doz..... 4 75 6 00  
S. & D., discount 35 per cent.

**TWINES.**  
Bag, Russian, per lb..... 0 21  
Wrapping, mottled, per pack. 0 50 0 60  
Wrapping, cotton, per lb .... 0 17 0 18  
Mattress, per lb..... 0 33 0 45  
Staging, " ..... 0 27 | 0 35 || Broom, " ..... | 0 30 | 0 55 |

**VICES.**  
Hand, per doz..... 4 00 6 00  
Bench, parallel, each ..... 2 00 | 4 50 || Coach, each..... | 6 00 | 7 00 |
| Peter Wright's, per lb..... | 0 12 | 0 13 |
| Pipe, each..... | 5 50 | 9 00 |
| Saw, per doz ..... | 6 50 | 13 00 |

**ENAMELLED WARE.**  
White, Princess, Turquoise, Blue and White,  
discount 50 per cent.  
Diamond, Famous, Premier, 50 and 10 p.c.  
Granite or Pearl, Imperial, Crescent, 50, 10  
and 10 per cent.

**WIRE.**  
Brass wire, 50 to 50 and 2 1/2 per cent. off the  
list.  
Copper wire, 45 and 10 per cent. net cash 30  
days, f.o.b. factory.  
Smooth Steel Wire, base, \$3.20 per 100  
lb. List of extras: Nos. 2 to 5, ad.

vance 7c. per 100 lb.—Nos. 6 to 9, base—  
No. 10, advance 7c.—No. 11, 14c.—No. 12,  
20c.—No. 13, 25c.—No. 14, 47c.—No. 15,  
60c.—No. 16, 75c. Extras net per 100 lb.:  
Coppered wire, 60c.—tinned wire, \$2—  
oiling, 10c.—special hay-baling wire, 30c.—  
spring wire, \$1—best steel wire, 75c.—  
bright soft drawn, 15c.—in 50 and 100-lb.  
bundles net, 10c.—in 25-lb. bundles net,  
15c.—packed in casks or cases, 15c.—  
bagging or papering, 10c.

**Fine Steel Wire, dis. 12 1/2 per cent.**  
List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20,  
\$6.65—No. 21, \$7—No. 22, \$7.30—No. 23,  
\$7.65—No. 24, \$8—No. 25, \$9—No. 26,  
\$9.50—No. 27, \$10—No. 28, \$11—No. 29,  
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15  
No. 33, \$16—No. 34, \$17. Extras net—  
tinned wire, Nos. 17-25, \$2—Nos. 26-31,  
\$4—Nos. 32-34, \$6. Coppered, 5c.—oil-  
ing, 10c.—in 25-lb. bundles, 15c.—in 5 and  
10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—  
in 1/4-lb. hanks, 75c.—in 1/2-lb. hanks, \$1—  
packed in casks or cases, 15c.—bagging or  
papering, 10c.

**Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.95**  
No. 9, \$3.20—No. 10, \$4.10—No. 11, \$4.15  
No. 12, \$3.35—No. 13, \$3.45—No. 14,  
\$4.50—No. 15, \$5.00—No. 16, \$5.25.

**Clothes Line Wire, 19 gauge,**  
per 1,000 feet..... 3 30

**WIRE FENCING F.O.B.**  
Galvanized, 4 barb, 2 1/4 and 5  
inches apart..... 3 35  
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inches apart..... 3 35  
Galvanized, plain twist..... 3 35  
Galvanized barb, f.o.b. Cleveland, \$3.15 in  
less than car lot, and \$3.65 in car lots.  
Terms, 60 days or 2 per cent. in 10 days.  
Ross braid truss cable ..... 4 50 |

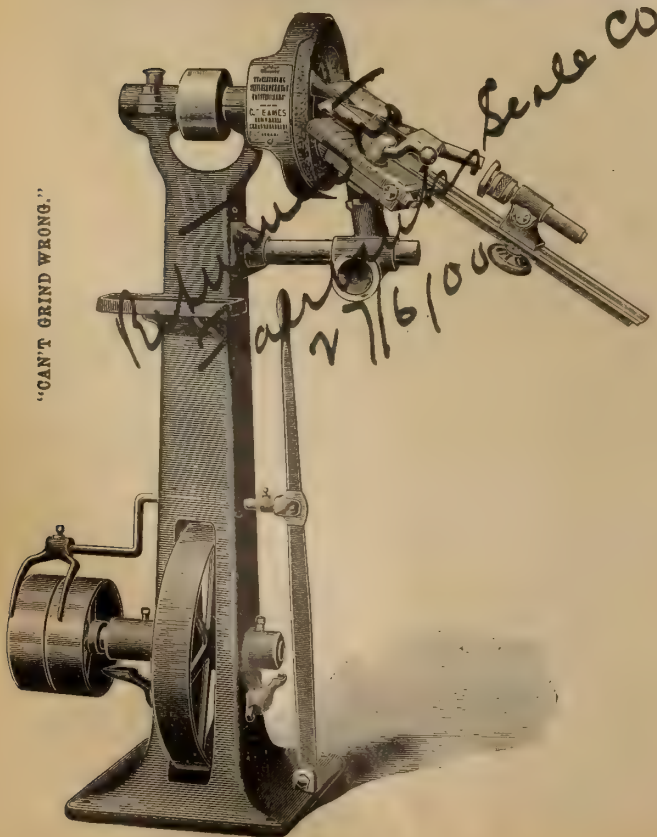
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" S., per doz ..... 5 80 | 6 00 || G. & K's Pipe, per doz..... | 3 40 |  |
| Burrell's Pipe, each..... | 3 00 |  |
| Pocket, per doz..... | 0 25 | 2 90 |

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and keep them in perfect  
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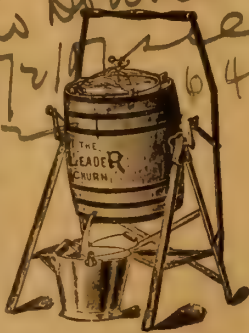
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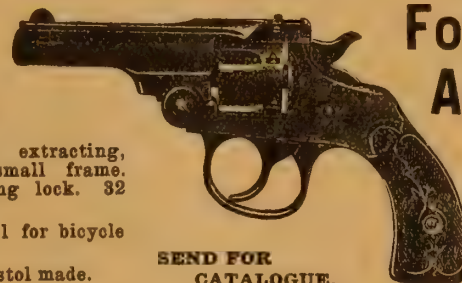
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The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO JUNE 2, 1900.

NO. 22

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The Most Economical.  
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For Heaviest Pressure and Medium Speed  
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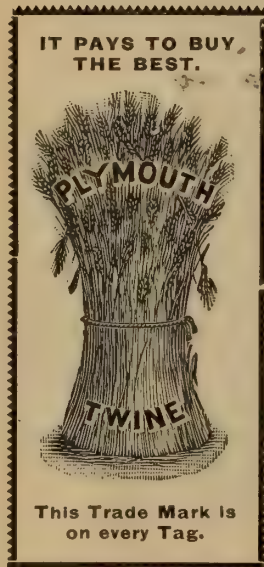
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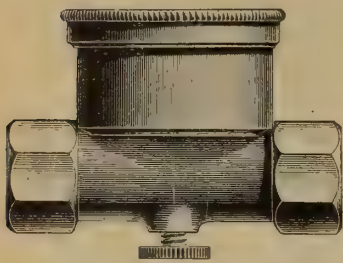
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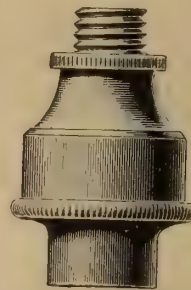
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Peebles' Automatic Gas Governors



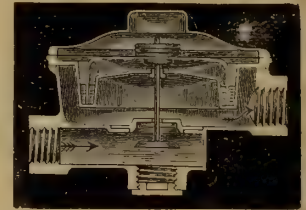
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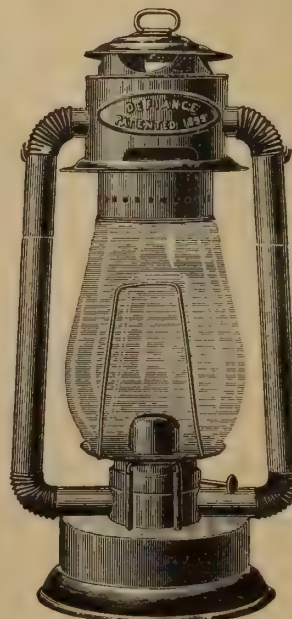
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**Cold  
Blast  
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With **Patent Fluted Plate**, by which the air is admitted so as to come in contact with the Globe, so tending to keep it cool.

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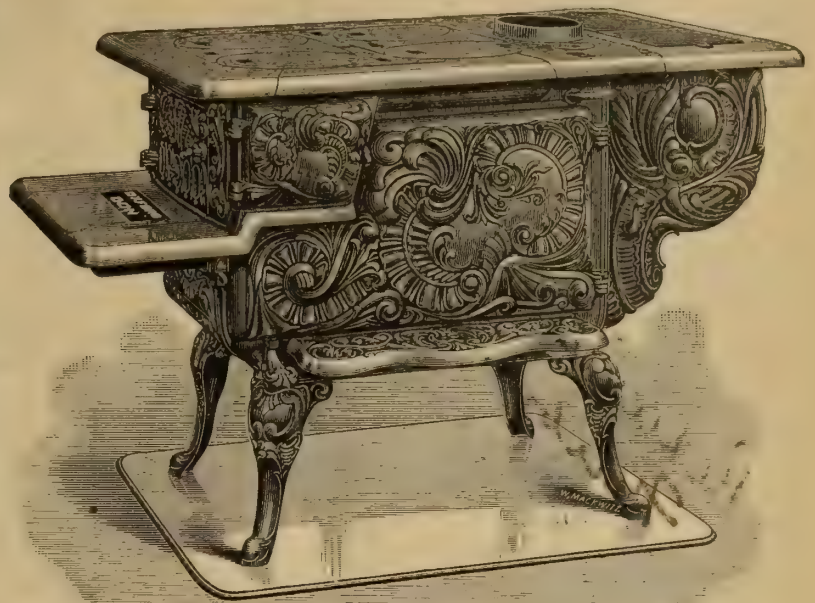
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Best Charcoal

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TO ARRIVE OR TO IMPORT.  
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—AND—

### QUICK-BAKER OVEN.

The Stove and Oven that always give perfect satisfaction. No Dust. No Dirt. No Ashes. No Waste. No Discomfort. Baking and Ironing in summer a pleasure.

10 pounds bread baked for one cent.  
8 dozen biscuits baked for one cent.

The QUICK-BAKER is ready for use in 7 minutes

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F. T. HARRISON, Phar. D., Analytical Chemist.

Manufactured by

The ... **Cannom Stove & Oven Co.**

Limited

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Agents wanted in all parts of the Dominion.

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### Ideal Cooker and Economy Stove

A dinner for from ten to fifteen people cooked at a total cost of one-half to three cents.

NO STEAM IN THE HOUSE.

NO OFFENSIVE ODORS.

IT WHISTLES BEFORE IT BOILS DRY.



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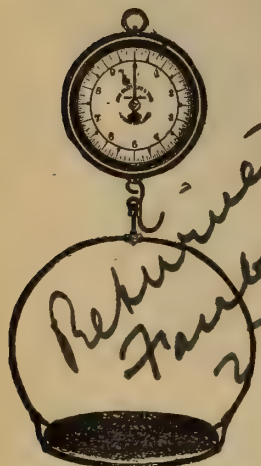
is adapted for Gas Stoves, Gasoline or Oil Stoves.

We also sell the best Oil Stoves made. Write for circular and terms. We are introducing the stoves through agents.



# Butchers' Balances

SAVE TIME AND MONEY.



Large Dial and Glass Sash.  
Nickel Edges and Bows.  
Porcelain Enamel Pans.  
Capacity, 30 lbs. to 1 oz.

**PRICE \$10.50**

WITH GOVERNMENT INSPECTOR'S CERTIFICATE.

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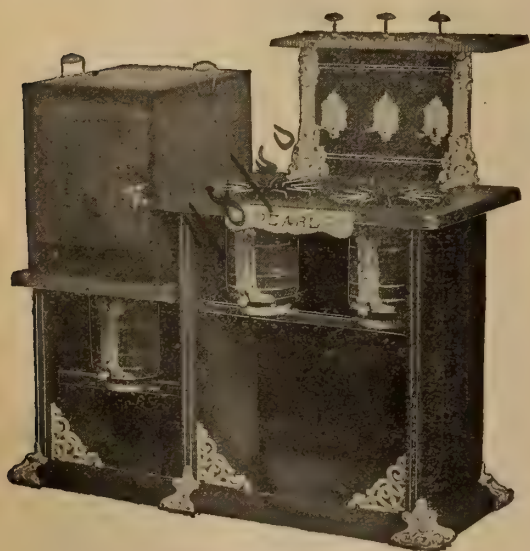
Best German, Belgian and English Brands.

Fire Bricks, Fire Clay, Flue Linings,  
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Scotch and Canadian Tiles,  
Calcined Plaster,  
Granite Hard Wall Plaster,  
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Ornamental Chimney Tops,  
Mortar Stains.

A full stock of Builders' and Contractors' Supplies.  
Write for Quotations.

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# Kemp's Wickless Blue Flame Oil Stoves



The Latest Improved and most reliable Stove made,

Handsomely finished in Cabinet Form.

Convenient—Every part easily accessible.

Absolutely Safe.

No Smoke. No Smell. No Dirt.

Powerful Burners, giving intense Heat.

Lights instantaneously.

Sight Feed.

Economical in fuel.

Simple in construction and easily taken apart.

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THEIR ADVERTISEMENT IN THIS PAPER**

#### UNEQUAL RATES OF DUTY.

**M**ONTREAL hardware importers are again agitating in regard to inequality in the valuations imposed by the Customs Department at the different ports of entry in Canada.

This is an old grievance with the Montreal trade, for, despite repeated representations to the Department at Ottawa, it is notorious that the rates collected from the Montreal firms are relatively higher than those at the smaller ports of entry.

Recently, travelers for Montreal firms found that competitors in the West were underselling them on standard lines of

goods, and at first were at a loss to find out how it was done, as they considered their figures pretty close.

Discreet inquiry elicited the fact that the goods in question were imported via either Hamilton, London or St. Catharines, and further investigation made it clear that the rate of duty collected at the three ports named on the lines in question were markedly discriminatory against Montreal dealers.

Accordingly, The Montreal Metal and Hardware Association, at a meeting held last week, decided to make another effort to have the injustice remedied. A strong committee was named to tabulate the evidence and make the necessary representations to Ottawa.

The remedy is believed to rest in an equalization of all rates imposed on those which are collected in Montreal, where the appraisers are thoroughly in touch with the market and follow its fluctuations.

#### SWEDISH IRON HIGHER.

Canadian importers who are being solicited for orders for Swedish iron for fall delivery generally refuse to contract, because they believe that prices are going to react.

Recent advices from abroad do not bear out this assumption, all speaking of the makers being rushed with orders, and the impossibility of guaranteeing delivery within a specified time.

At present, Swedish iron is quoted at 14s. 10d. at primary points, against 9s. 10d. for the same period last year, an increase in cost of 5s., and none of the advices point to any material reaction from the figure named.

#### COMMON GLASS LAMPS HIGHER.

**T**HE price of such goods as common stand glass lamps and glass founts for the fall trade will rule in the neighborhood of 50 per cent. above the figures of last fall. And it is contended that if the manufacturers in Canada and the United States are compelled to submit to the demands of their employes there will be a still further appreciation in values.

It is claimed on behalf of the makers that there is no class of mechanics paid better rates of wages than the glassblowers, and the employers state they cannot further increase them.

On account of the difficulty of working during the hot weather, the factories usually close down in July and August, so that the crisis in the situation may not come until operations begin in the fall.

#### ANOTHER DROP IN SAD IRONS.

A few weeks ago, we announced a decline in the price of Mrs. Potts sad irons of 5c. per set. This week, a similar decline is to be noted.

The price of No. 55 polished is now 85c. per set, and that of No. 50 nickel-plated 90c. per set, with the usual rebate on 12 to 50-case lots.

The decline is due to increased competition in the home market.

#### ADVANCE IN WOOD FAUCETS.

Quite an advance in the price of wood taps or faucets is announced. Common cork-lined are now quoted at 35 per cent. discount., an advance of about 50 per cent., compared with the prices ruling last year.



## CANADA'S UNSATISFACTORY POSITION.

**A**MONG the English-speaking nations of the world Canada stands third; among the English-speaking nations having laws regarding bankruptcy Canada stands nowhere.

Each of the Provinces composing the Dominion has some kind of law regarding assignments, but they are far from uniform, far from being efficient, and the constitutionality of some of them is in grave doubt.

No better proof is wanted of the inadequacy of the present state of affairs under the Provincial Acts than the demand that has, from time to time, come through the boards of trade all over the country for a uniform insolvency law, which the Dominion Parliament is alone constitutionally able to give.

The strongest opposition to the insolvency bills which have been brought before the House of recent years has come from the banking interests. But their opposition was not based on the principle of the bills; it was because those promoting them refused to accord the banking classes certain special privileges, chief among which was the right to rank on the estate of an insolvent for double liability.

Then, in addition to the representations of the business men in Canada, there are those of the manufacturing and merchant classes in Great Britain who do business with this country. They have, time and again, pointed out the necessity of a Dominion insolvency law, and have at least once sent an influential deputation to impress the matter upon a member of the Canadian Government.

Business, neither interprovincial nor international, is likely to die because of the absence of a Dominion insolvency law, but nothing is more certain: The development of both the international and the interprovincial trade is made more difficult through the absence of such law.

When merchants in one Province are doing business with those in another Province, or when merchants in one country are doing business with those in another country, it is only right that their rights should be as safeguarded as if their headquarters were in the distant Province or country. Under the

conditions existing in Canada to-day they are not as safeguarded. And that is why interprovincial and international trade is not as free to develop as it would were the disabilities removed.

The present Government at Ottawa, as well as that which preceded it, has practically recognized the necessity of it. The Government organ in Toronto (*The Globe*) for some time steadily championed the cause of Dominion insolvency legislation. And three years ago, *La Patrie*, of Montreal, the organ of the Minister of Public Works, stated that the Premier and his colleagues were aware that there was an "urgent necessity of securing the confidence of the great foreign merchants and of protecting interprovincial trade," and that an insolvency law would probably be introduced by the Government during the following session.

We have, therefore, the recognition of the Government, as well as of the business men on both sides of the Atlantic, that there is urgent necessity, both in the interest of interprovincial and of international trade, for an uniform insolvency law for the Dominion. But, for some reason or other, the desideratum has not been forthcoming.

Lately, the champions of Dominion insolvency legislation, both outside and inside the House of Commons, appear to have become disheartened. At any rate, very little is now heard from them. Battles for reforms of any kind were never won in that way. And the business men of the country should take steps to show Parliament that they are by no means asleep in regard to the matter.

### THE BEST THING FOR YOUNG MEN.

**I**NSUFFICIENT salary is not always the explanation of the failure of some men to live within their income. Neither is dissipation. On the contrary, not a little of it is due to the absurd desire to occupy a higher place in society than circumstances permit.

Man needs society—good society. But society should be given first place in no man's affections.

No one was probably a greater lover of society than Lord Chesterfield. But, in one of his letters to his son, he advised: "Your

first morning hours, I would have you devote to your graver studies \* \* \*; the middle part of the day, I would have employed in seeing things, and, in the evenings, in seeing people."

The most important things in life, as far, at least, as temporal affairs are concerned, are getting knowledge and getting bread. These are the things, therefore, to which he should first attend.

"Seeing people," in the sense of associating with them, is to be commended, when it is not given the first place of importance. Reading good books, and, among others, those which will impart information regarding the particular vocation in which the young man may be engaged, begets wisdom, and the more wisdom he possesses the better is he qualified for success in life.

### UNIFORM PRICE ON CHISELS AND DRAW KNIVES.

The lack of uniformity in the prices of chisels and draw knives of Canadian manufacture has for some time been a mild sort of grievance with the wholesale firms. And, as a result of representations made by the latter, the manufacturers have agreed upon a uniform fixed price on the two lines named.

On chisels the discount on the different makes is now 70 per cent. off the list, while on coach and wagon draw knives the discount is 50 and 10 per cent., and on carpenters' draw knives it is 70 per cent.

### THE IRON PIPE SITUATION.

Much the same condition of affairs obtains in the United States as in Canada in regard to wrought iron pipe.

The jobbers over there, as in Canada, have heavy stocks of pipe on hand, with the result that they, like those in this country, have lately been cutting prices, with a view to increasing trade. According to the reports published by our exchanges, the market is decidedly weak and unsettled.

Jobbers in Canada and the United States bought unusually heavy quantities of pipe before the advance in prices took place, but, although the prices at which they are now selling are unwarranted by the figures at which they would have to pay if they had to replace stocks, they are not losing money, relatively low and all as are the prices at which they are selling.

It is understood that The National Tube Co. have decided to make no change in prices until jobbers have had an opportunity of unloading present stocks.



## HOW TO GET AT NEW MARKETS.

**M**ISUNDERSTANDINGS and unsatisfactory results frequently accompany international trade. Now it is the importer; to-morrow it is the exporter. Neither have a monopoly of grievances, real or imaginary. And the greater the distance between the countries engaged in international trade the greater is the danger of misunderstandings and of unsatisfactory results.

Because countries dealing with each other are in some instances divided by broad oceans, it by no means follows that there should of necessity be friction between buyers and sellers.

Friction is not caused by distances. It is caused by failure to conform to the business methods which the particular trade demands. And this includes more than one type of business sin.

One cause of unsatisfactory results in an export trade is the appointment of incapable or unreliable representatives.

No reputable firm in Great Britain, for instance, would think of employing a man in any responsible capacity unless it had confidence in his ability to fill the position to which he was appointed.

The course that is followed in regard to appointing men to the home trade should also be followed in regard to the foreign. But it is not. We have, time and again, had practical experiences of this in Canada.

There have been men appointed to represent in Canada foreign and British houses, who were, in not a few instances, worse than useless. Discouraged because a trade was not built up for them, some British houses have retired from the Canadian market. Others, again, have learned the cause of the trouble, removed it, and better results have followed.

It is not enough that the goods should be right; it is just as necessary that the representatives should be right.

But when a good representative or agent is secured, it is a mistake to unduly limit him in the exercise of his judgment. If the representative knows his business, he is nine times out of ten more qualified to know what is best to do in certain eventualities than the principals who may be thousands of miles away,

If he is not a man who can be given necessary latitude on such occasions he is not the man for the position.

Business is not always carried on in Canada exactly in the same way as it is in Great Britain. And vice versa. But this fact is often overlooked. And the effect is not infrequently a curtailment instead of an expansion of trade.

In building up an export trade a great deal depends, as Bishop Wilberforce said of religion, in starting right. And the best way to start right as a rule is for one of the principals of the firm to pay a personal visit to the country with which he desires to do business. A good many do that, but a good many, again, do not. Not a few prefer to address letters and send catalogues of goods which are in many instances entirely unsuited for the country whose trade they desire to court. During the last year or two importers in certain lines in Canada have been flooded with such literature, principally sent by firms in Great Britain.

More can be learned in one month of the requirements of a foreign country from a personal visit than can be gathered in a decade by any other method.

Just as it is necessary, in order to obtain good results in the exportation of goods, that agents with integrity and ability should be appointed, so is it necessary in importing goods that none but reputable firms should be dealt with.

Manufacturers and business men in Canada are just as reputable as those in any other country, but that does not mean there are none of the opposite character.

There are, undoubtedly, men in this country whose only thought is of the business of to-day. All they care is to sell the goods they have in stock, whether they be good or bad. They do not seem to conceive to that reputation is a factor in business-building. If they displease and lose a customer to-day, they live in the hope they will find to-morrow another to take his place. Satisfactory results cannot be obtained from dealing with such people.

Possibly there are importers in Great Britain and other countries who, in purchasing Canadian products, have been dissatisfied with the results, either in regard to

quality or the questionable business methods of those with whom they had the transactions. And it is also possible they may feel disinclined to have further dealings with Canadians. Our advice to them before they come to any such conclusion is to try the effect of dealing with reputable firms, plenty of whom are to be found in Canada.

Ordinary business precautions will prevent one falling into many pitfalls in regard to either the export or the import trade.

It is a poor kind of man that cannot stand up for his rights; but he is a still worse specimen of manhood who denies to others similar rights.

## THE IRON TRADE SITUATION.

**T**HE iron market is still in an unstable condition. According to The Iron Trade Review of May 31, the belief abounds in the United States that the speediest cure for the present condition of affairs is an adjustment of production to demand, by the putting out of mills and furnaces. This, it appears, is already going on, for the June blast furnace statement will show a reduction in active stacks, and this is expected to be more pronounced by July 1.

Pig iron has further depreciated in price in the United States, on Northern foundry there having been a decline of 50c. to \$1 per ton during the past 10 days. Steel billets have declined 50c. in Pittsburg, and steel bars 10c., while slightly lower figures are to be noted in skelp. According to The Iron Age, of Thursday, quite a range is shown in the price of wire rods, the mills in the Central West quoting all the way from \$38 to \$47.50 per ton.

In Canada, no important change in values has taken place. There is a good consumption of pig iron, but buyers are not placing orders nearly as freely as they were. A large quantity of pig iron has, however, been shipped during the past month, but it was chiefly on old contracts. Hamilton pig iron is now quoted as follows f.o.b. the furnace: No. 1, \$23 per gross ton; No. 2, \$22.50 per gross ton.

Wire and wire products in Canada are without change in price, but the business is purely of a sorting-up nature.



## WASTING PRINTERS' INK.

By A. Nexpert, in Iron Age.

I HAVE recently had an opportunity of inspecting a large number of hardware advertisements as they appeared in country newspapers, and have been struck with the great waste of printers' ink in advertising goods out of season, also from other causes.

### HAMMOCKS IN OCTOBER.

One concern, who are regarded in their town and vicinity as live merchants, were inviting the public to buy hammocks as late as October 20 of last year. How much longer they continued this advertisement, and whether the goods were offered under the head of Christmas presents, I do not know.

### LAWN MOWERS, ETC.

Another hardware merchant advertised lawn mowers, garden seeds, poultry and mosquito netting, fertilizers and lawn dressing in a paper that was published on October 24. Earlier issues showed that he had probably run the same advertisement since July, and, presumably, since the opening of spring. This man, strange to say, is a believer in hardware associations, and is quite up-to-date in some of his other business methods.

### GARDEN SEEDS.

In another advertisement in a paper issued October 24 is a cut showing a man planting seeds, with a lady, probably his wife, looking admiringly on. The advertisement is entitled "At Early Dawn and 'Dewey' Eve," and goes on to say, "About this time lettuce plant cabbage, and when the seed turnips expect to get beet," etc. The puns are good, and probably the advertisement sold seeds at seeding time, but how dismal it must have appeared to men who had already put on winter flannels.

### ONE MORE.

Another concern continue their advertisement of hardware, cutlery, lawn mowers, garden hose and builders' supplies until nearly the first of November. This was a "local," not occupying a very prominent place in the paper, so it was not quite so hard on the inhabitants of the town.

### AN UNSUPPORTED ASSERTION.

Another firm persistently head their advertisement

"THE LEADING HARDWARE STORE."

This may be true, but there is nothing in the make up of the advertisement that would indicate that they were unusually aggressive or up-to date in their methods. This statement occupies over seven square inches of space, which would certainly bring better returns if devoted to an enumeration

of special lines with prices of the goods in which they are leaders. With the idea firmly imbedded in their minds that they are the leading hardware store, some quiet fellow who uses less space in blowing his own horn may be quietly forging ahead, and may perhaps beat out the "leaders."

### AN OVERDOSE.

A space  $7\frac{1}{4}$  inches long and a column wide contains the names of 45 different hardware articles, with prices to most of them, besides the picture of a painter holding up to view a can of mixed paint. As far as investigation goes, this advertisement appeared every day for two months without a single change. We neglected to mention that this space also accommodated the firm's name and the statement that they were dealers in hardware. It would be interesting to know whether this method of advertising brought as good results as if one-quarter of the number of goods had been enumerated and the arrangement of the matter changed frequently. It might have been well, too, to have given the cut of the painter a little vacation from time to time, even if this was the only cut the merchant had for illustrating (?) his advertisements.

### NAME OF TOWN.

It seems strange that so many merchants neglect to include the name of the town in which they are doing business in their advertisement. This need not be prominent, but it identifies the merchant with the town, and if the paper falls into strangers' hands they know where to buy the goods advertised.

### ILLUSTRATIONS.

Using pictures of the right kind is one of the most certain means of attracting attention to an advertisement, and they usually pay their cost many times over.

The Wasteful Kind.—Two that waste printers' ink, however, by occupying valuable space may be noticed. One is the picture of a negro boy with an abnormally large head, monstrous wide-open mouth and staring eyes, standing in an attitude of fright. He is dressed in a trouserloon garment, abbreviated at arms and legs. A space more than  $4 \times 4$  inches is occupied by this monstrosity. No reference is made in the advertisement to the picture of the boy, and what favorable impression he can be expected to make on prospective customers is hard to determine.

Not so Bad.—The other picture is not so objectionable, but the space could have been used to much better advantage. A lady costumed in the style of dress of some 20 years ago, or more, is standing with

hands clasped over one shoulder of her husband, and is represented as saying: "Now, John, I will not cook you another meal until you get me one of those handsome XXXX ranges which I saw to day at the XXXX Stove Co." The man has on the high-water, barn-door variety of breeches, with his hands in his pockets and arms akimbo. His hair stands on end and on his countenance is a troubled look. The foregoing, with the address of the firm and a picture of the range, constitute the advertisement. Nothing is said of the advantages of the range except that it is handsome, nothing to indicate to the housewife that it is a good baker, easily regulated, light fuel consumer, etc.

### UNSUITABLE.

The picture of an old-fashioned take-out font-to-light kind of lantern is not suited to illustrate a side lift tubular lantern. But such a one is found three times among a firm's advertisements of tubular lanterns, the advertisements covering a period of three months, most of the advertisements, we might add, being exceptionally good. The cut shows the old-fashioned lantern held at arm length by a farm hand, apparently in a hay mow. The man has a proud look upon his face, which ill becomes one who is trying to mislead the public.

### STRIKING?

"SEE OUR PRICES ON COOKING STOVES. XXX HARDWARE CO."

is printed in white letters on a black circular background. But what does it strike? No prices are given for the reader to see, nor any intimation of the line of cook stoves handled. This is one of nine advertisements of a firm who are liberal in the use of space and cuts. It is the only advertisement in which cook stoves are mentioned during the month. The amount of space paid for to get this advertisement before the public was  $3\frac{3}{4} \times 2\frac{1}{2}$  inches. Wasn't it a mistaken idea?

### IN A NUTSHELL.

Examples could be multiplied, but sufficient have been given to indicate that waste of advertising space is quite prevalent among hardware merchants. Too few

# WIRE NAILS TACKS WIRE

Prompt Shipments

**The ONTARIO TACK CO.**  
Limited  
HAMILTON, ONT.



merchants give this important subject the consideration and time it deserves, and to this lack of proper attention the failure to make advertising pay is in many cases due. Some advertisers think that any old thing in the way of a cut will answer the purpose. Possibly they do not know where cuts of the right kind can be obtained?

That advertising will give good returns when properly done is no longer a disputed question, and when merchants find that their cards in newspapers are not trade bringers they would do well to consider the reasons why and determine whether some improvements can be made in their methods of using advertising space so as to secure the attention of the public.

#### DEPENDING ON OLD GOODS.

**A** GREAT many dealers never seem to realize the necessity of keeping up with the times. Their stock is made up entirely of goods that have grown old in service, and they do not attempt to take on new lines simply because they have never handled them, and are influenced by the idea that they may not pay. Some goods never have paid the trade and never will, but these are made up entirely of the experimental class, in which the elements of success were lacking from the first. It does not follow that new ideas of the right kind and tested value will not compensate the dealer for handling them.

When bicycles were first introduced the average hardwareman was inclined to regard them as a fad which would quickly wear itself out. He learned after a time that it paid to handle bicycles, and also that he had missed a money-making opportunity by not taking them in stock at an earlier date. To-day there are probably hundreds of hardwaremen who never think of ordering golf goods and who may not even know exactly what they are. There may be no present demand for such lines in their territory, but there will be in time and the hardwareman can aid in creating it by first obtaining and then circulating the necessary information.

Many stove dealers object to carrying more than a very moderate stock. This stock is generally of a kind that has been used in the neighborhood almost ever since the time when stoves were first made, and the dealer will not enlarge his lines because he thinks there will be no demand. He can create such a demand. The reason why higher grades or new designs are not salable with many dealers is that they do not keep them in stock. Users may not know of their existence, and there is no way of their obtaining such knowledge unless it be through the dealer himself. He allows his business to drag and never seems

## Are You Satisfied

to let the other fellow build a reputation for high quality in paint while you sell the low-grade goods?

### IF THE SHERWIN-WILLIAMS PAINT

is not represented in your locality now it will be some day, and the man who takes hold will be the one to make his reputation.

S.-W. P. quality and S.-W. P. business principles are appreciated by the paint-buying public. No article you could sell would do better advertising for your store.

Quality maintained always at the highest level, conscientious paint-making and paint-marketing beget confidence in which you can share if you make S.-W. P. a leader.

Write for our booklet, "The Sherwin-Williams Paints: What they are and how they're sold." It will pay you.



**THE SHERWIN-WILLIAMS CO.**

**PAINT AND VARNISH MAKERS.**

Canadian Division:  
Montreal.  
21 St. Antoine St.,

CLEVELAND. BOSTON.  
CHICAGO. TORONTO.  
NEW YORK. SAN FRANCISCO.  
MONTREAL. KANSAS CITY.

to realize that conditions change with years, and that new goods are either in active request or can be made salable by the mere act of introducing them.

#### TWO MORE SMELTERS FOR ONTARIO.

**T**HE indications are that in a short time two more smelters will be added to the list of those in Ontario. The Cramp Ontario Steel Co., Limited, who were granted a bonus of \$115,000 and a free site of 50 acres on the harbor by the town of Collingwood, have been incorporated with \$5,000,000 capital. The principal stockholders are Charles D. Cramp and Wm. M. Cramp, of The Wm. Cramp & Sons Shipbuilding Co., Philadelphia. This company have, it is understood, secured the capital they need in the United States. They will erect a plant of the latest modern type, which will consist of a blast furnace of 250 tons daily capacity, casting machines, three 30 ton open-hearth furnaces to be operated on the basic system, a blooming mill, a large rolling mill to produce steel rails, structural steel, etc. The company will also produce nickel-steel ingots and castings, thus taking advantage of the market offered for this class of goods by the British Admiralty and fostered by recent legislation of the Ontario Parliament. It is estimated that the new shipyards at Colling-

wood will take one-third of the product of the plant. A promise of Ontario iron ore sufficient for five years has been secured by the company.

For some time there has been a strong agitation for the establishment of a smelter in Kingston. It is now announced that The Cataraqui Smelting Syndicate has been formed with strong backing, and that they have secured options on several iron mines in Frontenac and Hastings counties. The municipality of Kingston will be asked for a bonus.

#### TO MAKE TIMBER OLD.

The ageing of timber, which formerly required long storage, is now completed by electricity in a few hours. As described by an electrical journal, in the Nodon Bretonneau process the timber is piled on a lead frame in a large wooden vat, is nearly immersed in a chemical preparation, and is covered over by shallow vessels of water having porous bottoms of felt and linen. The positive pole of a dynamo is connected to the lead frame and the negative pole to the water vessels. On the passage of the current the sap is driven to one side of the wood and expelled, and the chemical liquid enters the pores and takes its place. After drying, the wood is ready for use. The constituent parts of the chemicals are not mentioned, probably being a trade secret.



## THE WINDOW AS AN ADVERTISEMENT.

**A**N attractive window display is the best and cheapest advertisement a retail merchant can have. It is also one of the subjects least understood, even by the most enterprising merchants. Men are judged by the clothes they wear and the appearance they make. A store is judged by the condition of its show windows. People who pick up the newspapers read your advertisement. Those who pass your show window must see your displays. Proper window trimming is a vital matter to every retail merchant. More attention to window display would make the difference between success and failure for some merchants. It will help every merchant to make more money. Good window display is not expensive. It does not mean the expending of a large amount for fixtures, etc. It is as profitable in proportion to the smallest store in a country village as it is to a large store in the city.

There are certain rules of window display that will not cost more than \$2 or \$3 to carry out, and which will improve the average store window 50 per cent. Who is responsible for the appearance of your windows to day? Are you getting all the help you can from them? Are they doing you any good? Are you certain that they are not doing you any harm? We simply ask you to try the effect of a few of the simpler suggestions offered in this journal. If they are followed out intelligently and for a reasonable length of time, they will make more money for you than any other investment would. Perhaps you are not on a prominent corner, and think, therefore, window display would be no use to you. This is a mistake. Many merchants become discouraged and allow their windows to get dirty and flyspecked simply because their location is not more prominent. Well-dressed show windows in a poor locality will sell more goods than poorly dressed windows in a good locality. The question is not: "Where are you located?" but, "What are you doing?" Do the best you can with your present show window, systematize your business in every way, and it will pay you a direct return in dollars and cents.

### THE LATE JAMES WALKER.

Montreal has just lost a well-known citizen in Mr. James Walker, hardware merchant. The deceased gentleman, who was born in Perth, Scotland, was 81 years of age. He came to this country in 1845, when still a young man, and entered the employ of Messrs. Ferrier & Co., wholesale hardware merchants. In 1857, he went into business for himself, on St. Paul street,

where he opened a retail store. In 1861, he moved his business to St. James street, and for many years had a store there. In 1883, Mr. Walker retired from active commercial life, his business being continued by his sons. Mr. Walker was for many years an elder of what is now known as Erskine Church, in the time of Dr. Taylor and Dr. Gibson.

### A BUSINESS HABIT THAT NEEDS REVIVING.

**"THRIFT"** is a good old word, standing for a good old habit of life and business, but both the word and the habit are rapidly going out of fashion.

People do not talk in these days about "thrifty men." It is all "men of energy," "men of force," and "men of push" now. To call a man thrifty is to argue him out of date and behind the times, as though thrift were incompatible with the requirements of enterprise.

Thrift is too passive a trait to suit the tastes of this active age; it hasn't enough of the rush and the whirl about it; it savors too much of the "early to bed and early to rise" mode of life.

But, notwithstanding all the real value in the modern way of doing things, it would seem that all our high pressure, steam-driven methods are simply a more exhausting means of attaining the same end that our forefathers reached through thrift. A careful study of present-day tendencies in business and social life shows we are going too

swift a pace. We are crowding out of our life the very things our ambition and ceaseless energy are striving for.

Many of us see and deplore this state of affairs, but it seems almost impossible for any single man to slacken his pace. He cannot stem the tide, and the great crowd behind will rush over and ahead of him as soon as he slows down. But perhaps there is a chance for the man so minded to put the good old quality of thrift to such use that some day, before he's all worn out with rushing, he can step out of the crowd with his full measure of success and a sound body.

Thrift is nothing more than patient, earnest industry combined with a wise economy. It is working and saving. It means, to be sure, the sacrificing of some of the things that our standards in the modern fashion of living seem to make essential. But they're not essential, and it ought to be an easy matter to sacrifice them when we're young, in order that our to-morrows may be free from strain and anxiety, and full of the health, peace and enjoyment of true living—a combination that is fast becoming as obsolete as thrift itself.

Thrift is a practical business principle. It doesn't mean less striving for the money and success that most of us are in business for; but it does mean more saving, greater caution in spending.

It does not mean less enterprise, but a more intelligent use of it.

A return of such thrift as that seems to be the only loop-hole of escape from the tyranny of the twentieth century pace, which dictates that we work and spend, work and spend, work and spend, and work, to the end of our days.—The Chameleon.

## \$35.00 IVER JOHNSON High-Grade BICYCLES.

**\$15.00 Under the Market in Price.**

The purchaser of any article naturally wants to secure the greatest possible value for his money. The 1900 Models of Iver Johnson Bicycles are sold at prices below those of other makes, and are not surpassed for high-class make-up. The dealer who offers the best bicycle at the lowest price will naturally secure the business. This is why our agents prosper and continue handling Iver Johnson Wheels, year after year.

We Want More Good Agents. Send for Agency Terms.

### Iver Johnson's Arms & Cycle Works

Branches—  
New York  
Boston  
Worcester

FITCHBURG, MASS.



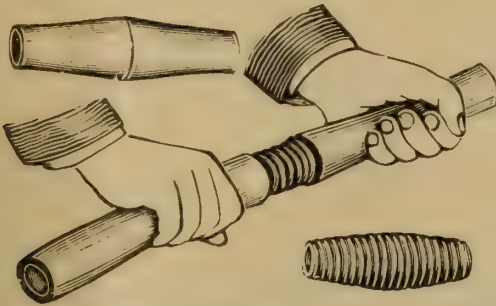
# H. S. HOWLAND, SONS & CO.

WHOLESALE  
ONLY.

37-39 Front Street West, **Toronto.**

ONLY  
WHOLESALE.

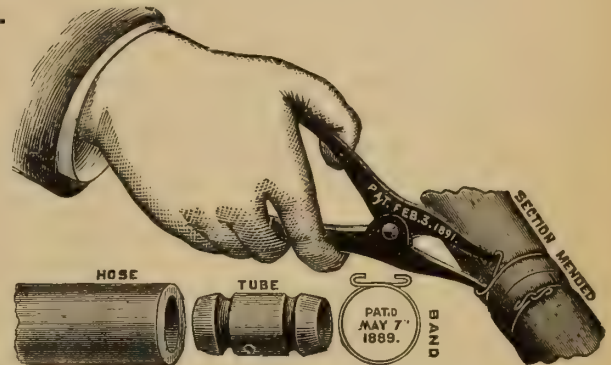
## GARDEN HOSE SUNDRIES.



HOSE MENDERS— $\frac{1}{2}$ - $\frac{3}{4}$  in.



HOSE COUPLINGS— $\frac{1}{2}$ - $\frac{3}{4}$  in.



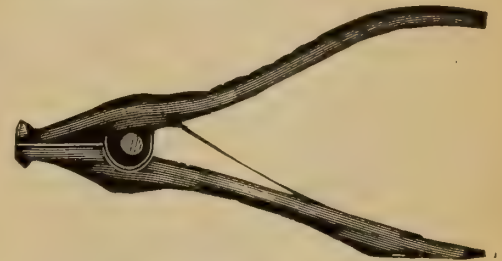
HUDSON HOSE TIES— $\frac{1}{2}$ - $\frac{3}{4}$  in.  
HUDSON PLYERS.



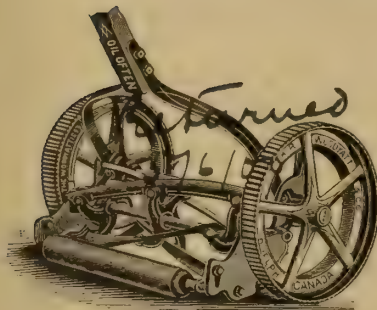
CARDWELL HOSE TIES.  
 $\frac{1}{2}$ - $\frac{3}{4}$  in.



CLANCY'S HOSE CLAMPS.  
 $\frac{1}{2}$ ,  $\frac{3}{4}$  and 1 in.



CARDWELL PLYERS.

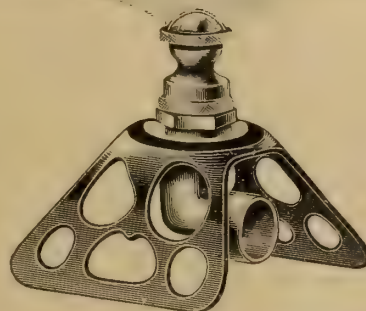


### LAWN MOWERS.

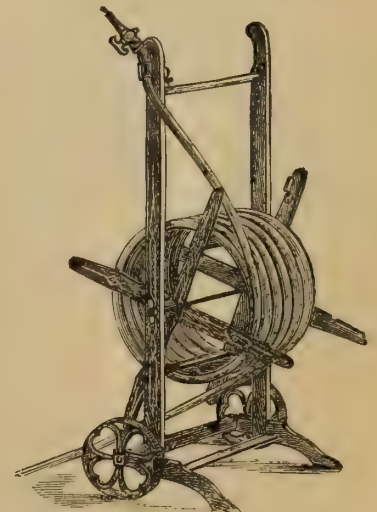
"Star"—3 Knives, 9-in wheel.  
12, 14, 16 in.

"Woodyatt"—4 Knives, 10 $\frac{1}{2}$ -in. Wheel.  
12, 14, 16, 18, 20 in.

JAPANNED TIN GRASS CATCHERS.  
12, 14, 16, 18, 20 in. For Woodyatt  
Lawn Mowers only.

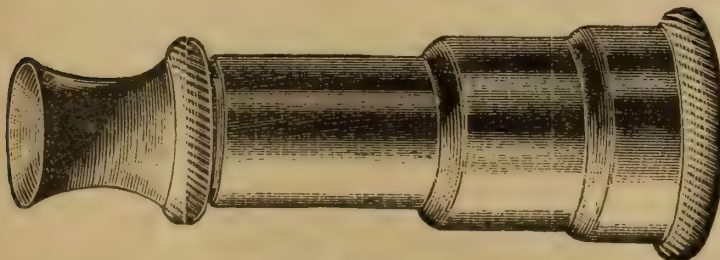


BALL FOUNTAIN LAWN SPRINKLERS.

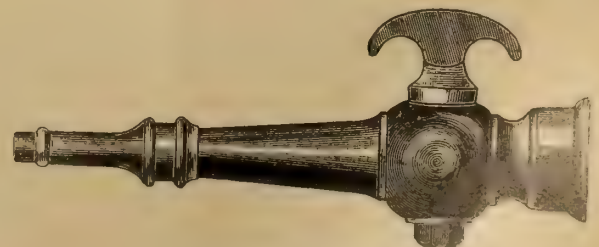


JIM DANDY HOSE REELS.

" " " " with Drums.



"GEM" NOZZLES.



"MAGIC" NOZZLES.

**H. S. HOWLAND, SONS & CO., Toronto.**

WE SHIP  
PROMPTLY

Graham Wire and Cut Nails are the Best.

OUR PRICES  
ARE RIGHT.



## CHARLES WATT.

THE "beacon light" of a traveler's life is, that some day he will quit his weary wanderings and settle down to a well earned inside job, or, finding a good opening in his travels, bids adieu to his friends and acquaintances on the road and turn his energies and experience into such channels as will bring him gain and a taste of home life. Such is the intention of Mr. Charles Watt, who, for the past seven years, has successfully represented The Thos. Davidson Manufacturing Co., of Montreal, in Eastern Ontario.

Mr. Watt was born in Edinburgh, Scotland, came to Canada in 1888, and shortly after entered the hardware store of Mr. M. Philbin, St. Catherine street, Montreal, where he spent five profitable years in gaining experience, which stood him in good



MR. CHARLES WATT.

stead "on the road," and will be of great benefit to him in his present sphere, as partner in the new hardware firm of Blythe & Watt, Bank street, Ottawa, who have bought out the well-established business of Robert McAllen, and will continue the business at the old stand.

As a representative of The Thos. Davidson Manufacturing Co., Mr. Watt became well and favorably known to the trade, and through his untiring efforts the well-established business of the firm became considerably augmented. Socially he was much appreciated, and his rich melodious baritone voice tended greatly to the pleasure of the annual gathering of the firm's employes, as well as delighting his customers and fellow travelers who had the opportunity of hearing him.

In resigning his present position, he does so amidst the general regret of the firm and

employes, but carries with him their best wishes for a successful career in his new undertaking, and in which all readers of **HARDWARE AND METAL** will heartily join.

Mr. Jno. N. Young, who, for the past three years, has represented Gilmour & Co., of Montreal, will cover Mr. Watt's ground in the future, and having previously been in the employ of Mr. R. H. Smart and A. G. Dobbie & Co., both of Brockville, Ont., he combines a good retail experience with a knowledge of the "road" that enables a traveler to express an intelligent opinion on all matters pertaining to business.

S. McK.

## CANADIAN PRODUCTS WANTED.

THE following were among the recent inquiries relating to Canadian trade received at the Canadian Government Office in London :

1. A prominent merchant in Cork, Ireland, desires to secure the agency of a first-class Canadian miller not already represented in that city.
2. A firm of colonial merchants in London desire to get into communication with a good firm of merchants with a connection in metal and hardware trades, to whom they could ship
3. An egg merchant in South Wales desires to have addresses of Canadian exporters of eggs.
4. Inquiry comes from a Coblenz, Germany, firm for addresses of large steel, nickel and other firms in Canada who would likely be interested in magnesite and magnesite bricks for the lining of open-hearth furnaces and similar purposes.
5. A firm of exporters of hatters' furs, desiring to extend their connection with the Dominion, ask to be placed in communication with felt hat manufacturers in Canada.
6. A Scotch house desires to have the names of Canadian firms manufacturing wood dowels for export.
7. The representative of a Canadian house manufacturing churns, washing machines, spade and disc harrows, pulpers, cutting machines, etc. desires to hear from likely importers.

The names of the firms making the above inquiries can be supplied on application to the editor of **HARDWARE AND METAL**.

Mr. Harrison Watson, curator of the Canadian section of the Imperial Institute, has recently received the following inquiries regarding Canadian products :

1. A Glasgow firm seeks supplies of wood dowels, and asks to be placed in communication with Canadian makers who can fill orders.
2. A Welsh house requires supplies of fir pit-wood with the bark adhering, as used in collieries. Dimensions : 6½ ft. lengths, ¾-in. diameter at the small end ; 9 ft. lengths, 4-10-in. diameter at the small end ; 13 ft. lengths, 8-12 in. diameter at the small end.
3. A west of England house would like to hear from Canadian manufacturers of biscuits.
4. A Scotch firm is prepared to appoint a responsible resident Canadian agent for the sale of a new patent metal.
5. A Glasgow house representing distilleries and dealing largely in certain lines of groceries and oilmen's supplies, asks to be placed in touch with Canadian importers.

## ANTIQUITY OF THE GAELIC LANGUAGE.

THE following has gone the round of the press in the Old Country seeking an author. Perhaps some reader of this paper can supply the name :

Before Apollo had a flute,  
More than a hundred year,  
Macgregor played his ain bagpipes,  
His Heelant clans to cheer.  
He had a boat, too, of his nain,  
Made oot o' Heelant wud,  
Which saved the Macgregor's freens  
Frae droonin' at the flood.

For you must know the Gaelic tongue  
Was spoken in Glen Eden,  
And Adam wrote his Heelant sangs  
The time his sheep were feedin',  
And Mrs. Adam's name was Grant,  
She came from Abergeldy ;  
She was a poetess, and wrote  
" The Brisks o' Aberfeldy."

Moreover, too, old Tubal Cain—  
His name was Dougal Dhu,  
But was misprinted in the book  
When the printer had got fou—  
He was a blacksmith till his trade,  
And made the first claymore ;  
He also made the coat o' mail  
That Noah's father wore.

And furthermore, 'tis gospel truth,  
He did invent the bell,  
Because, you see, he sold a dram,  
And needed it himsel'.  
Young Donald Vulcan served his time  
With this same Dougal Dhu—  
Five years he shoed Macgregor's horse,  
And Dougal's bellows blew.

Now, " Noah " is a Grecian word  
In Gaelic it's " Macpherson " ;  
He instituted Heelant games  
Just for his nain diversion,  
MacCallum Mohr, his son-in-law,  
Was Lord, Duke of Argyll ;  
His mother's name was Janet Gunn,  
A sister of King Coil.

And Samson, too—that's more of Greek—  
His name was Gilderoy ;  
He felled a bullock with his neive  
When he was just a boy  
They took him off to Stirling gaol,  
They little kent his might,  
He walked off with the gates and all  
At the dead hour of night.

And furthermore, our Heelant chiefs  
Have all got pagan names,  
Such as Achilles—bless my soul—  
The more's the burning shame.  
Fingal was Ajax, or the like,  
Ossian they made a Spartan ;  
Macgregor was—who can tell what—  
'Twas something about tartan.

There's no use talking about Greek,  
It's just a kind of gabble,  
A portion of the Gaelic tongue  
Spoiled at the Toor o' Babel.  
The Greeks, yo! see, were not a clan,  
Although of the same bone ;  
But just a sort of laboring men  
That carried bricks and stone.

For instance there's the " Illad " noo,  
It's ruined altogether ;  
'Twas first wrote in the Gaelic tongue  
By Homer in Balquhner,  
The Greeks they got it at the last,  
And spoiled it as you see,  
Then swore that Homer was a Greek—  
A most tremendous lee.

And no doubt you would like to know  
Where fair Glen Eden stood ;  
Och hone, it was the bonnie place  
Before the awful flood.  
Awell, 'twas just in Inverness,  
Some say 'twas in Argyll ;  
There's no use feichin' 'boot a word—  
'Twas the Heelands all the while.



# TO THE TRADE

## 1900

Bicycles free from all Trusts.

# WELLINGTON and COLUMBUS WHEELS

A. B. C.'S HIGHEST GRADES.

## LADIES - \$32.00 - GENTS.

FLUSH JOINTS. STANDARD EQUIPMENT. DUNLOP TIRES.

— ALSO —

### LAMPS

Search Light  
\$1.80,

M. & W.  
\$1.40,

Queen  
70c.,

Leader  
70c. each

### BELLS

D7  
\$2.10,

D9½  
\$2.10,

322  
\$2.70,

E9½  
\$2.80,

E7½  
\$3.55,

413  
\$6.10 doz.

### CYCLOMETERS

VEEDER  
\$7.20,

STANDARD, No. 1  
\$3.00

No. 2  
\$3.50,

SPALDING  
\$3.00 doz.

Toe Clips—Lamp Brackets—Coasters—Saddles—Cements—Oils—Graphites—Pumps  
BELOW FACTORY PRICES.

# CAVERHILL, LEARMONT & CO., MONTREAL



**BUSINESS FOR SALE.**

**HARDWARE BUSINESS FOR SALE.** FOR particulars address P. O. Box 3, Carman, Manitoba. (22)

**FOR SALE.**

**TWENTY-NINE** years well-established Hardware Business for sale, in the best wheat-growing and stock-raising country. Present stock, \$3,500. Reason for selling, ill-health. For particulars, apply to **JOHN LORENTZ,** Baden, Ont. (24)

## THE OAKVILLE BASKET CO.,



Manufacturers of

1, 2, 3 Bushel

**Grain**

AND

**Root****BASKETS**

THE OAKVILLE  
BASKET CO.

**BRITISH BUSINESS CHANCES.**

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

**FREE INSERTION**

in "Commercial Intelligence," to the Editor

**"SELL'S COMMERCIAL INTELLIGENCE,"**  
168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

**PERSONS** addressing advertisers will kindly mention having seen their advertisement in **Canadian Hardware and Metal Merchant.**

**R. C. LEVESCONTE**

Barrister, Solicitor, Notary, Etc

THE MCKINNON BUILDING  
Cor. Jordan and Melinda Streets

... TORONTO

Telephone 689.  
Cable "LeVesconte" Toronto.

THE ...

## Waggoner Extension Ladder.

The strongest, lightest and most convenient ladder in the market. The only really satisfactory extension ladder made. Pulls up with a rope. Made in all lengths. Also extension and other step ladders, sawhorses, ironing boards, painters' trestles, etc. All first-class goods. Write for quotations to

The Waggoner Ladder Company, Limited, London, Ont.

# LINSEED OIL

A large consignment ex-S.S. "Manchester Corporation" just passed into stock. Please write us for prices.

Headquarters for ... **SPIRITS OF TURPENTINE  
AND PARIS GREEN.**

**KERRIGAN HARDWARE CO.,** London, Ont.

## EXPANDED METAL

For

Fences and Gates, plain or ornamental.  
Railings for Desks, Counters, Galleries, Stairs.  
Elevator Screens.  
Guards for Window and Skylight.  
Open Partitions for Tool Room, Stores' Room, etc.  
Lettered Signs.  
Summer Doors.  
Enclosures for Poultry Yard and Garden.  
Stall Guards, etc., etc.

Hot-House Guards.  
Tree Boxes.  
Flower-Bed Margins.  
Grass Borders.  
Grape Trellises and  
Lattice Work, any  
shape or form.

**BLUE PENCIL FACTS:**

Expanded Metal has remarkable strength and is of most attractive appearance. Made in large or small meshes by heavy, automatic machines at our factory in Toronto. Cannot unravel, because expanded from a high-grade, specially-annealed, Bessemer Sheet Steel. Obstructs minimum of light. The cheapest, neatest, strongest, and most durable material yet put on the market.

FOR PRICES, DISCOUNTS, ETC., WRITE

**THE EXPANDED METAL AND FIREPROOFING CO., Limited, 98-100 King St. W., Toronto.**





# A GOOD SELLER



TRADE MARK



# Straw Hat Enamel

To make Faded Straw Hats look like New.

Retails

at

10 cents



Retails

at

10 cents

## MADE IN ALL THE FASHIONABLE SHADES

Black, Navy Blue, Cardinal, Russet, Dark Green, Khaki, etc., etc.

♦ ♦

SEND YOUR ORDERS TO

## Henderson & Potts

PAINT AND VARNISH  
MANUFACTURERS

Halifax and Montreal.





# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

MONTREAL, June 1, 1900.

### HARDWARE.

**T**HE week's aggregate turnover shows a decrease as compared with last, and no single line displays any activity. Buyers, as a rule, are figuring on a reaction in values, basing their assumptions on recent developments in the United States. So far, there are no indications of the markets here following the decline, however, and no changes in value are to note. In summer goods, such as ice cream freezers, etc., a moderate movement is noted, and a sorting trade is also experienced in wire, wire nails, screws, bolts, and rivets. Heavy iron is dull, with buyers also holding off.

**BARBED WIRE**—There has been no change in this line, a fair sorting trade being in progress. We quote \$3.40 f.o.b., Montreal.

**SMOOTH WIRE**—Business is confined to small lots of oiled and annealed. The base price is unchanged at \$3.20 per 100 lb.

**GALVANIZED WIRE**—There is only a small trade in this also. We quote: Nos.

6, 7, and 8 guage, \$3.95; No. 9, \$3.20; No. 10, \$4.10; No. 11, \$4.15; No. 12, \$3.35; No. 13, \$3.45; No. 14, \$4.50; No. 15, \$5; and No. 16, \$5.25.

**FINE STEEL WIRE**—Unchanged with discounts 12½ per cent. off list.

**BRASS AND COPPER WIRE**—Very little movement to report. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

**FENCE STAPLES**—Demand is confined to small parcels of these and we quote bright \$3.60.

**WIRE NAILS**—Only a few lots are moving, while prices are unaltered at \$3.20 for jobbing and \$3.10 for carlots.

**CUT NAILS**—Little or nothing doing, while prices are steady at \$2.85 for small and \$2.75 for carlots.

**HORSE NAILS**—Business is quiet and featureless and discounts unchanged at 50 per cent. on Standard and 50 and 10 on Acadian.

**HORSESHOES**—Inactive. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.90; No. 1 and smaller,

\$4.15; snow shoes, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; X L steel shoes all sizes, 1 to 5, No. 2 and larger, \$4.20; No. 1 and smaller, \$4.45; feather-weight, all sizes, \$5.45; toe weight steel shoes, all sizes, \$6.55 f.o.b. Montreal.

**SCREWS**—Business is of smaller proportions though still fair. Discounts are: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

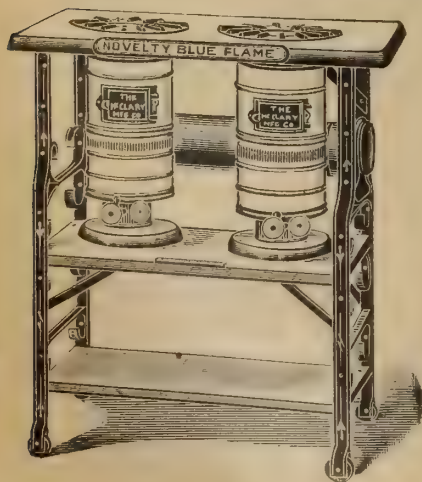
**BOLTS, ETC.**—The same remarks apply to these. Discounts are: Tire bolts, 60 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 52½ per cent.; nuts, square, 3½c. per lb. off; nuts, hexagon, 4c. off; stove bolts, 60 and 10; plough bolts, 50 per cent.

**RIVETS, ETC**—Trade is less active. Dis-

## THEY SELL QUICKLY.

### NOVELTY BLUE FLAME OIL COOKING STOVE

JUST WHAT PEOPLE WANT FOR HOT WEATHER.



An unexcelled cooker and an economical user of oil.

A Specially Constructed Brass Burner produces a Clear Blue Flame and a Heat of the Greatest Intensity.

Patent Wick Adjustment Insures Perfect Safety.

Oil Tank is situated away from burners, thus keeping oil cool and avoiding any odor.

**NO SMOKE  
NO SMELL  
ALWAYS READY**

Cheaper in use than Coal or Wood.

### JAPANNED ICE BOX

3 SIZES

Takes the Place of a Refrigerator.



Made of Heavy Galvanized Sheet Iron, with double walls.

Large Provision Chamber and Suitable Ice Compartments.

Nickel Plated Lever Tap, for drawing off water.

Sectional Shelves allow of larger articles being placed in Box.

Moderate in Price. Unequalled in Utility.

## THE McCLARY MFG. CO.

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER

Remember our Motto "We Ship Quick."



American Sheet Steel Company

Battery Park Building

New York

Manufacturers of all varieties of

Iron and Steel Sheets

Black and Galvanized

Representatives for Canada  
B. & S. H. Thompson & Company  
26 St. Sulpice Street  
Montreal

## Drain Pipes Portland Cements Fire Bricks

Contractors' and  
Founders' Supplies.

### F. HYDE & CO.

31 Wellington street, MONTREAL

## WESTERN

Incorporated 1851.

### ASSURANCE COMPANY

## Fire and Marine

Capital, subscribed \$2,000,000.00  
Capital - - - 1,000,000.00  
Assets, over - - 2,340,000.00  
Annual Income - 2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.  
C. C. Foster, Secretary.

## Deseronto Iron Co.

LIMITED  
DESERONTO, ONT.

Manufacturers of

## Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong High Silicon Iron, for Foundry Purposes.

counts are: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 45 per cent. off; swedes iron burrs, 40 per cent. off; copper rivets, 35 per cent.; coppered iron rivets and burrs, in 5-lb. carton boxes, 45 per cent. off.

ICE CREAM FREEZERS, ETC.—There has been a fair movement in these.

CORDAGE—A small sorting trade is noted and prices are as last quoted: 15¼ to 15½c. for manila, and 13 to 13¼c. for sisal, as to quantity.

SPADES AND SHOVELS—There are a good many of these moving while discounts are 40 and 5 per cent.

HARVEST TOOLS—These implements are moving to a fair extent.

CUTLERY—Very little business is reported.

SPORTING GOODS—Quiet with hardly any movement this week.

FIREBRICKS—Unchanged at \$17 to \$24 per 1,000 as to brand, ex wharf.

CEMENT—Strongly held but inactive. We quote: German, \$2.40 to \$2.60; English, \$2.30 to \$2.40; Belgian, \$1.80 to \$2.10.

### METALS.

There have been few developments in heavy iron and metals during the week and values show few changes. Buyers, as a rule, however, are holding off.

PIG IRON—This material has not undergone any change, but consumers are either well supplied or are holding off. We quote Scotch, ex wharf, \$25 to \$25.50, while round lots to arrive have sold at \$24.50.

BAR IRON—A moderate trade is noted in this, but buyers are only taking what they actually want, as they look for a reaction. Prices are steady, however, at \$2.35 to \$2.45, as to quantity.

BLACK SHEETS—Quiet and steady. We quote: 8 to 15, \$3.10; 18 to 20, \$2.90; 22 and 24, \$2.95; 26, \$3.10, and 28, \$3.15.

GALVANIZED IRON—Traders are holding off. We quote: No. 28 Queen's Head, \$4.75 to \$5.00, and No. 26, \$4.50 to \$4.75; Comet, No. 28, \$4.45 to \$4.70, and No. 26, \$4.15 to \$4.45.

INGOT COPPER—Unchanged at the decline: 17 to 17½c.

INGOT TIN—Continues firm at 34 to 35c.

LEAD—There has been little to report in this metal. We quote \$4.15.

LEAD PIPE—Unchanged. We quote: 7c. for ordinary and 7½c. for composition waste, with 15 per cent. off.

IRON PIPE—Rather duller. We quote: ¼, \$3.10; ⅜, \$3.10; ½, \$3.40; ¾, \$3.85; 1, \$5.50; 1¼, \$7.50; 1½, \$9.10, and 2-in., \$12.25.

TINPLATES—Buyers believe in lower prices and are holding off, but there is no change. We quote: Coke \$4.50 and charcoal \$4.75.

## PLATES and SHEETS

BOILER, FIREBOX, BRIDGE AND  
TANK PLATES, ORDINARY, DEAD  
FLAT AND POLISHED SHEETS.

Low Prices for Import to  
Wholesale Buyers.

## A. C. LESLIE & CO.

MONTREAL.

SANDERSON'S CAST STEEL IN STOCK.

IRON AND  
BRASS

## Pumps

Force, Lift and Cistern  
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.



THE R. McDUGALL CO., Limited

Manufacturers, Galt, Canada.

## ADAM HOPE & CO.

30 JOHN STREET N.

Hamilton, Ont.

Offer from Store,  
Montreal, Toronto and Hamilton:

PIG TIN, "Straits"  
INGOT COPPER  
PIG LEAD  
ZINC SPELTER  
ANTIMONY

WRITE FOR QUOTATIONS.

## NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

## Ferrona Pig Iron

And SIEMENS MARTIN

## Open Hearth Steel



# A Good Article Always Finds a Ready Market.

The demand for **GRANITINE FLOOR FINISH** is rapidly increasing.

Owing to its remarkable wearing qualities and fine finish, Architects are specifying it for natural wood floors in preference to wax.

Wears longer, looks better and is entirely free from slipperiness.

There is also a growing demand for it in pint and quart tins for Floor Oil Cloths, Linoleums, Cork Matting, etc., as it adds years to their wear and a newness to their finish.

This is a Floor Finish you can safely recommend.

MANUFACTURED ONLY BY

THE . . .

## Imperial Varnish & Color Co.

LIMITED

TORONTO, ONTARIO, CANADA.

WE HAVE A LARGE AND FULLY ASSORTED STOCK OF

# HARVEST TOOLS

Forks,  
Rakes,  
Hoes,  
Scythes,

Snaths,  
Spades,  
Shovels,  
Etc.,

and will guarantee prompt shipment from warehouse for immediate orders.

## JOHN BOWMAN HARDWARE & COAL CO.,

....London, Ont.

**CANADA PLATE**—The same disposition is shown in regard to these. We quote: 52's, \$3.25; 60's, \$3.35; 75's, \$3.45; full polished, \$3.50, and galvanized, \$4.85.

**TERNE PLATE**—No further change is noted, the base being \$8.50.

**SWEDISH IRON**—Firmly held at \$4.25.

**COIL CHAIN**—Jobbers are placing a few orders in this line, but trade is quiet. We quote: No. 6, 12½c.; No. 5, 11c.; No. 4, 10½c.; No. 3, 10c.; ¼-inch, 8½c.; 5-16, \$6.00; ¾, \$5.40; 7-16, \$5.15; ½, \$5.00; 9-16, \$4.85; ⅝, \$4.80; ¾, \$4.75; ⅞, \$4.75, and 1 inch, \$4.75.

**SHEET ZINC**—As last noted at 7 to 7¼c.

**ANTIMONY**—Unchanged at 10½c.

### PAINTS AND OILS.

The fine weather has caused a brisker trade in dry leads, mixed paints, varnishes and oils, and more activity is noted all around. Indications also point to continued steadiness in both lead and mixed paints, while the advances last noted in linseed oil and turpentine are firmly held. We quote:

**WHITE LEAD**—Best brands, Government standard, \$6.75; No. 1, \$6.37½; No. 2, \$6; No. 3, \$5.62½, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

**DRY WHITE LEAD**—\$5.75 in casks; kegs, \$6.

**RED LEAD**—Firm; casks, \$5.10; in kegs, \$5.35.

**WHITE ZINC PAINT**—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

**PUTTY**—We quote: Bulk, \$1.95; bladders, in bbls., \$2.10; bladders, in cases, \$2.25; in tins, \$2.35 to \$2.60.

**LINSEED OIL**—Raw, 84c.; boiled, 87c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

**TURPENTINE**—Single barrels, 75c.; two to four barrels, 76c.; five barrels and over, open terms, the same terms as linseed oil.

**MIXED PAINTS**—Firm; \$1.20 to \$1.40 per gallon.

**CASTOR OIL**—Firm; 8¼ to 8¾c. in wholesale lots, and ½c. additional for small lots.

**SEAL OIL**—46 to 48c.

**COD OIL**—32½ to 35c.

**PARIS GREEN**—Demand fair at firm prices; 1-lb. packets, 19½c., and drums, 18½c.

**NAVAL STORES**—A more active business, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

### GLASS.

Continues to move fairly well. We quote as follows: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80;

second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

### PETROLEUM.

As last quoted: "Acme," 18½c.; "Perfection" and "Silver Star," 17½c.; Canadian refined, 17½c., and Pratt's Astral, 21c.

### HIDES.

Calfskins have been marked down 1c., to 10c. for No. 1 and 8c. for No. 2.

### MONTREAL NOTES.

Round lots of Scotch pig have been sold forward at a decline of 50c. per ton.

The fine weather has led to an increased activity in paints, oils and varnishes.

Lewis Bros. & Co. have opened a large sample-room at 132 Queen street, Ottawa. It is in charge of Robt. McAllen, who is well known to the trade in the "Capital City."

Jacob Layton has purchased a store in Blackville, Man., and put in a large stock of general merchandise.

Loewan & Abrams, general merchants, Gretna, Man., are pulling down the front of their store. They will replace it by another which will give more light on the premises and add greatly to the appearance of the building.



## ONTARIO MARKETS.

TORONTO, June 1, 1900.

## HARDWARE.

THE week has not been a particularly eventful one in the wholesale hardware trade, although quite a few slight changes have been made in quotations. A fixed price has, for instance, been made on draw knives and chisels, the result of an agreement among the manufacturers. Mrs. Potts sad irons are 5c. per set lower. A change of some importance has been made in wood faucets, the discount having been fixed at 35 per cent. Business is fair in a sorting-up way, but not many large orders are coming to hand. Some shipments are being made to the Northwest and British Columbia, but they are not heavy. Letter orders are keeping up well.

**BARBED WIRE**—Quite a little wire is going out in small lots. We quote f.o.b. Cleveland as follows: Carlots to the retail trade, \$3.05; less than carlots, \$3.15. The price f.o.b. Toronto for small lots is \$3.35.

**GALVANIZED WIRE**—A little business is being done in this line at unchanged prices. We quote from Toronto: No. 5, \$4.62½; Nos. 6, 7 and 8 gauge, \$3.95; No. 9, \$3.20; No. 10, \$4.10; No. 11, \$4.15; No. 12, \$3.35; No. 13, \$3.45; No. 14, \$4.50; No. 15, \$5.20; No. 16, \$5.25. The f.o.b. price Cleveland for No. 69 base is \$2.90 in less than carloads, and \$2.80 for carloads. Terms are 60 days or 2 per cent. 10 days.

**SMOOTH STEEL WIRE**—There is quite a little oiled and annealed wire going out in small lots. Base price, \$3.20 per 100 lb.

**WIRE NAILS**—Trade is dull, orders only being for small sorting-up lots. Base price \$3.20 for small lots and \$3.10 for carlots.

**CUT NAILS**—There is a little doing, and nearly as much as in wire nails. The base price is \$2.85 per keg Toronto, Hamilton, London and Belleville.

**HORSESHOES**—Trade is quiet and featureless. We quote f.o.b. Toronto, Hamilton, London and Guelph: No. 2 and larger, light, medium and heavy iron shoes, \$4.05; snow shoes, \$4.30; light steel shoes, \$4.35; featherweight shoes, all sizes, \$5.60. No. 1 and smaller, light, medium and heavy iron shoes, \$4.30 per keg; iron snow shoes, \$4.55; light steel shoes, \$4.60; featherweight steel shoes, all sizes, \$5.60.

**HORSE NAILS**—Trade is still quiet and without important feature. Discount 50 per cent. on standard oval head, and 50 and 10 per cent. on Acadia.

**SCREWS**—Trade is still fairly quiet, and prices unchanged. We quote as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per

## A FIREPROOF ROOF

What everyone wants these days

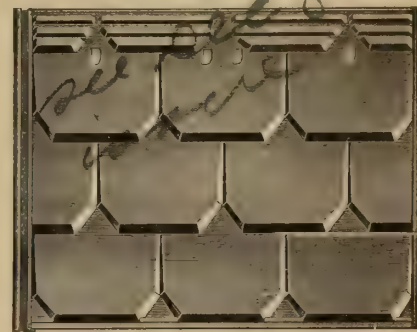
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Eastlake Steel  
Shingles, Galvanized  
or Painted.

Popularly used with universal success wherever fire and lightning proof protection is required.

They're more easily and quickly applied than any other shingle, because of their unique patented side lock, and give absolute weather proof protection, as well as safety from fire.

If you haven't them in stock you'll be wise to write us for full information and prices. They're in strong demand.



**METALLIC ROOFING CO., Limited** KING and DUFFERIN STREETS, Toronto.  
Wholesale Manufacturers.

cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

**BOLTS AND NUTS**—Stove, tire and carriage bolts are in fair demand. We quote as follows: Norway bolts, full, square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 62½ per cent.; nuts, square, 3½c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

**RIVETS AND BURRS**—An increase has been made in the discount on iron rivets and burrs. Business keeps fair. We quote: Carriage section, wagon box, rivets, etc. 50 per cent.; black M rivets, 50 per cent.; iron burrs, 45 per cent.; copper rivets, 35 per cent.; bifurcated, with box, 5-lb. carton boxes, 30c. per lb.

**WARE**—Both enameled ware and tinware are going out steadily and in fair quantities.

**SCALES**—A good business has been done since the reduction in prices.

**AXLE GREASE**—There is a wide range in quotations according to quality. We quote: Ordinary, \$5.75 to \$6.50; best quality, \$13 to \$15 per gross.

**ROPE**—Business is of a sorting-up nature. Sisal is quoted at the 11¼c. per lb. base and manila at 15¼c. per lb.

**BINDER TWINE**—Business is quiet. We quote: Mixed, 11¼c.; 13¼c. for 600 feet manila, and 13¼c. for pure manila.

**EAVE TROUGH**—Business is fair at \$3 75 per 100 lb.

**SPADES AND SHOVELS**—The demand has

improved, and there is a fair movement for the season. Canadian manufacturers report that their trade this season is the largest on record. Discount 40 and 5 per cent.

**HARVEST TOOLS**—These are going out well at unchanged prices. Discount 50 and 10 to 50, 10 and 5 per cent.

**POULTRY NETTING**—The discount has erroneously been given at 45 per cent. in several issues. It should have been 40 and 5 per cent.

**WOOD FAUCETS**—The price has been advanced about 50 per cent., compared with last season, the discount now being 35 per cent. on common cork-lined faucets.

**MRS. POTTS SAD IRONS**—Another reduction of 5 per cent. is announced in the price of Mrs. Potts sad irons. We now quote: No. 55, polished, 85c. per set; No. 50, nickle plated, 90c. per set, with the usual rebate on 12 and 50 case lots.

**DRAW KNIVES AND CHISELS**—A uniform price has been fixed on draw knives and chisels of Canadian manufacture. The discount on coach and wagon draw knives is 50 and 10 per cent. and on carpenters' draw knives 70 per cent.; chisels, 50 per cent. off the list.

**CUTLERY**—Some business is being done, but it does not amount to much.

**CEMENT**—The demand continues brisk. Prices are steady. We quote in barrel lots as follows: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

## METALS.

The tendency of the pig iron market is still downward. In other metals the tone



of the market has ruled a little steadier. We have no changes to note in quotations.

**PIG IRON**—Large shipments have been made during the past month from the Hamilton furnace, but buyers are not placing orders as freely as heretofore for their future requirements. A fairly good consumption is still to be noted, however. We quote f.o.b. the furnace as follows: No. 1, \$23, and No. 2, \$22.50 per gross ton.

**BAR IRON**—Trade is fair at \$2.30 to \$2.35 base per 100 lb.

**HOOP STEEL**—A brisk trade is still being done. Base price unchanged at \$3.25 per 100 lb.

**TIN PLATES**—Trade is quiet, with orders, as a rule, small. Prices are unchanged.

**PIG TIN**—The outside markets have ruled firmer. Locally, the demand has been better, with 35c. per lb. the ruling quotation.

**TERNE PLATES**—The movement has been a little better during the past week, although the volume of business is still small.

**TINNED SHEETS**—A good demand is still being experienced in tinned sheets.

**CANADA PLATES**—These have been a little more active than last week. We quote all dull, \$3.50, half polished, \$3.60, and all bright, \$4.

**BLACK SHEETS**—Trade has been moderate in this line during the past week. Base price, \$3.60.

**GALVANIZED SHEETS**—Trade has been good the past week, and import orders are beginning to arrive. We quote English at \$5.10 and American at \$4.75.

**COPPER**—Fire in one of the shafts of the Calumet mine has caused a little excitement in the New York copper market, and imparted a steadier tone to prices. Locally, there has not been much inquiry for ingot copper, and for sheet copper the demand has been moderate.

**BRASS**—There is a fair demand for small lots. Discount on sheet brass 10 per cent.

**ZINC SPELTER**—The demand has been more active in both small and large lots. We quote 7 to 7½c. per lb. for small lots.

**SHEET ZINC**—Trade continues good and prices unchanged. We quote: 7½c. per lb. for casks and 7¾c. per lb. for part casks.

**LEAD**—A better business is being done. We quote 5 to 5¼c. per lb.

**SOLDER**—A brisk trade is still being done. We quote: Half-and-half, 21 to 22c. per lb.; refined, 20 to 21c., and wiping, 20 to 20½c.

**ANTIMONY**—Business is active with stocks light. We still quote: Cookson's at 11 to 11½c. per lb.

**IRON PIPE**—Trade is quiet and price irregular. We quote as follows: Black pipe, ¼ to ¾ inch, \$3.60; ½ inch, \$3.70; ¾ inch, \$4.20; 1 inch, \$5.90; 1¼ inch, \$7.85; 1½ inch, \$9.75; 2 inch, \$13; 2½ inch, discount off to 6 in the list 45 per cent. Galvanized pipe is quoted as follows: ½ inch, \$5.30; ¾ inch, \$6.35; 1 inch, \$9; 1¼ inch, \$12.45; 1½ inch, \$13.75; 2 inch, \$19.90.

**LEAD PIPE**—Demand is only moderate. We quote 7c. per lb., with discount 15 per cent., f.o.b. Toronto.

**RANGE BOILERS**—A fair trade is still to be noted. We quote: Standard, 30 gals., \$7.25; 35 gal., \$8.15; 40 gal., \$9.25. Standard, extra heavy, 30 gal., \$9; 35 gal., \$9.95; 40 gal., \$11.35.

#### PAINTS AND OILS.

The week has been a comparatively dull one. The large proportion of cool weather has undoubtedly interfered with painting, and, as dealers stocked up well early in the spring, repeat orders are not very numerous. It is thought that a few days of really fine weather would improve trade greatly. White lead and linseed oil are firm. The former may be, and the latter will be, advanced before long. Paris green and turpentine are easy, and a decline in turpentine is expected. The new varnish quotations have gone into effect. The list price is now double the old one, but the net price is equalized by making a general trade discount of 50 per cent. Other materials show no change. We quote:

**WHITE LEAD**—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½; No. 3, \$5.75; No. 4, \$5; dry white lead is casks, \$5.75.

**RED LEAD**—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

**LITHARGE AND ORANGE MINERAL**—Litharge, 6 to 6½c.; orange mineral, 8 to 8½c.

**WHITE ZINC**—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

**PARIS WHITE**—90c.

**WHITING**—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

**GUM SHELLAC**—In cases, 22½c.; in less than cases, 25c.

**PUTTY**—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.15; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

**PLASTER PARIS**—New Brunswick, \$1.90 per barrel.

**PARIS GREEN**—Petroleum, bbls., 18c.; arsenic, kegs, 18¼c.; drums, 50 and 100 lb. 18¾c.; drums, 25 lb., 19¼c.; tins, 1 lb., 20¾c.; tins, ½ lb. 22¾c.; packages, 1 lb., 19¾c.; packages, ½ lb., 21¾c.

**PUMICE STONE**—Powdered, \$2.50 per cwt.

## OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d and 1s. Canisters.

## 'WELLINGTON' KNIFE POLISH

### JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

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### COVERT MFG. CO.

West Troy, N.Y.

### DERBY SNAP.

With Plated Rust Proof and Guarded Spring.

"THE LATEST AND BEST."

For Sale by all Jobbers at Manufacturers' Prices.



### PRIEST'S CLIPPERS

Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO

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Don't Forget the Name...

### NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, BIRMINGHAM.

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### BURMAN & SONS, LIMITED HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many qualities. Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts. Power Sheep Shearing Machines.

BURMAN & SONS, Limited, Birmingham.

## LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont.



### Pullman Sash Balance Co.

Makers of the

### "Pullman" Hardware Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.



in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

**LIQUID PAINTS**—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

**SEAL OIL**—54c. per gallon, and yellow seal at 45c.

**CASTOR OIL**—East India, in cases, 9½ to 10c. per lb. and 10 to 10½c. for single tins.

**LINSEED OIL**—Raw, 1 to 4 barrels, 86c.; boiled, 89c.; 5 to 9 barrels, raw, 85c.; boiled, 88c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

**TURPENTINE**—Single barrels, 77c.; two to four barrels, 76c., delivered to outside points. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged. Toronto, Hamilton, London and Guelph, 2c. less.

#### GLASS.

There is no change. The movement is moderate. We quote first break locally: Star, in 50-foot boxes, \$2.20, and 100-foot boxes, \$4.20; double diamond under 25 united inches, \$6.25, Toronto, Hamilton and London; terms 4 months or 3 per cent., 30 days.

#### OLD MATERIAL.

There is no change. Deliveries continue heavy and demand large. We quote jobbers' prices as follows: Agricultural scrap, 70c. per cwt.; machinery cast, 70c. per cwt.; stove cast scrap, 40c.; No. 1 wrought scrap, 60c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 10½c.; heavy copper, 12c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, 11c.; scrap lead, 3c.; zinc, 3c.; scrap rubber, 5c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

#### HIDES, SKINS AND WOOL.

**HIDES**—There is a fair movement at easy prices. We quote: Cowhides, No. 1, 8¼c.; No. 2, 7¼c.; No. 3, 6¼c. Steer hides are worth ¼c. more. Cured hides are quoted at 9c.

**SKINS**—There is a good business doing. Prices keep steady. We quote: No. 1 veal, 8-lb. and up, 10c. per lb.; No. 2, 9c.; dekins, from 40 to 60c.; culls, 20 to 25c. Sheep are selling at \$1.25 to \$1.40; spring and lambskins, 15 to 20c. each.

**WOOL**—The market continues dull. We quote combing fleece 15 to 16c. per lb., and unwashed at 10c.

#### SEEDS.

alsike trade is practically over. We quote: \$5 to \$5.75 for red clover, and \$4.80 to \$7.50 for alsike. Timothy is firm at \$1.50 to \$2 per bushel of 48 lb. Common millet and Hungarian keep steady at 75 to 90c., while

84,000 Daily Production.  
5 Factories. 5 Brands.

## NICHOLSON FILES

For sale all over the World.



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.  
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

## BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass. Also of a durable, highly-polished material called "MARBLETTE," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. Benders, Embossers, Brilliant Cutters, etc., etc. Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No. 68 St. Helens.

German or golden millet is firm at \$1.15 to \$1.25 per bushel of 48 lb.

#### PETROLEUM.

There has been a decline of 1 to 1½c., but there is little doing at the new prices. We quote as follows: Pratt's Astral, 18½c. in bulk (barrels, \$1 extra); American water white, 18½c. in barrels; Photogene, 19c.; Sarnia water white, 17½c. in barrels; Sarnia prime white, 16½c. in barrels.

#### COAL.

The first of June brings no change in prices. The feeling is firm and jobbers are advising their customers to anticipate an advance on July 1, by placing orders before that date. We quote anthracite on cars at Buffalo and bridges for May delivery as follows: Nut, egg and stove, \$4.25 per gross ton, or \$3.79 per net ton; grate, \$4 per gross ton, or \$3.57 per net ton.

#### MARKET NOTES.

All kinds of petroleum have declined 1 to 1½c. per gal.

The discount on common wood faucets has been reduced to 35 per cent.

M. & L. Samuel, Benjamin & Co. are removing from 28 Front street west to 27 Wellington street west.

#### AMERICAN GALVANIZED IRON.

An item appeared in last week's issue of **HARDWARE AND METAL** in which it was stated that "on account of the cost of American sheets being relatively higher than such brands as 'Queen's Head' the former could not be imported profitably just now."

B. and S. H. Thompson & Co., Montreal, under date of May 26, write as follows regarding the item: "As agents in Canada for The American Sheet Steel Co. we beg to advise you that our principals are in a position to accept orders at equal prices with British galvanized sheets; in fact, we are booking orders almost every day in competition with English sheets and are shipping carloads to Canada daily.

"The 'Apollo' brand of American galvanized sheets is now well known in this country, and it is the intention of The American Sheet Steel Co. to hold the trade which they have so deservedly earned."

#### CUTTING PIPE AT THE SHOP.

The close competition in the plumbing business has led to the adoption of new methods of cheapening work, says Metal Worker. This is particularly true where the wrought iron pipe system of house drainage is installed in buildings. Formerly the plumber made very few detailed drawings of his work. Now it is customary, when this wrought iron piping system is used, for the plumber to make a scale drawing showing each piece of pipe and fitting to be used and marking on it the dimensions of the pipes and fittings and the lengths of the different pieces. Sometimes this sketch is sent to the several pipe houses for prices, and the practice is quite common to furnish the pipe and fittings as required. Others who have pipe machinery in their shops with electric or other motors to run it, cut all pipe before it is taken to the building. This saves much hard labor for the men, and in many instances allows the drain and vent pipes to be put together on a floor and then raised and put in position very much in the way the frame of a building is raised and put in place. A comparison of this method with the old one of cutting and measuring each piece of pipe separately will clearly show the advantage in competitive work pursued by the plumber who follows the modern method.

#### WON WITH "S.S." SMOKELESS.

The Provincial Championship Cup in the competition on May 24, at the Westmount Gun Club, was won by Mr. A. W. Westover, of Sutton Junction, Que., with the best score known made. Mr. Westover used exclusively "S.S." smokeless powder.

#### LINSEED OIL JUST RECEIVED.

The Kerrigan Hardware Co. London, Ont., have just passed into stock a large consignment of linseed oil ex ss. Manchester Corporation from England, and are soliciting correspondence re prices.

#### PERSONAL MENTION.

Mr. G. H. Dunn, of the firm of George Findlay & Co., Cape Town, South Africa, is in Toronto this week.



### A NEW DEPARTURE IN THE BRASS TRADE.

**A**N important advance in metallurgical art has recently been recorded by The Ironmonger, of London, Eng. Moore Bros., Priory Works, Aston, have succeeded in devising a process—or, rather, combination of processes—whereby such small things as coat hooks, castors and their parts, bedstead and fender fittings, etc., usually made of brass, can be produced in electro-brass plate. When so produced they closely resemble in appearance similar articles of real brass, and they are virtually equal to such articles in point of durability, although, in price they come out at a lower figure. We cannot, of course, go too deeply into the details of the various processes, but it may be said that they are three in number, the articles being first produced in iron, then dressed, and then plated by electro deposition. In this respect the *modus operandi* appears to be similar to that followed in the ordinary process of electro-brassing, but results achieved by the two methods are vastly different, for, while in the one case the article is merely colored with brass, in the other a coating of appreciable thickness is imparted. To achieve these results, Moore Bros. had first to hit upon a suitable mixture of iron—one which would yield a hard, bright surface when polished, and yet be fairly malleable. They had also to invent a special process for dressing and burnishing the castings before plating, and they had further to discover some means for depositing a coat of brass sufficiently thick to withstand the wear to which the articles, when manufactured, are likely to be subjected. In all these things they have apparently been successful. They have produced an alloy which gives a casting thoroughly hard and yet as smooth and bright as if it were of lead. They have devised an ingenious method of dressing the castings, while the actual plating is done by means of the Smith & Deakin electrolytic process. The work produced by the new method appears to be very satisfactory. The articles have the appearance of solid brass, and will, in fact, stand grease-mopping and burnishing and a considerable amount of reasonable usage. A number of parcels have already been sent out to the trade, and are stated to have met with a favorable reception.

### THE BERKENFELD FILTER.

The growth of the use of water filters in Canada of recent years has been such that all hardwaremen should make themselves acquainted with the construction, uses of and other features of the various makes on the market. The Berkenfeld filter, made

by The Berkenfeld Filter Co., Limited, 121 Oxford street, London, Eng., has attained a great reputation everywhere it has been introduced. In England, where it is best known, it has been warmly praised by various medical and scientific papers, both for its simplicity and for the thorough way it filters even at high pressure. This firm have issued a booklet and other literature giving full information regarding the many styles of domestic, tourist, hotel, medical and other filters, which would be a source of much valuable information to any of the trade desirous of being in touch with the filter trade. The literature can be had on application.

### EXORBITANT TELEPHONE RATES.

Editor **HARDWARE AND METAL**,—Your article on telephone charges in last week's issue is very timely. The Bell Telephone Co. certainly must think they have a good monopoly, judging from the charges they make for instruments, and the charges they now make for outside calls. They appear to us iniquitous and out of all reason. As you say, the cost of maintaining telephone service in Germany may not be as heavy as it is here, but this extra expense surely cannot warrant the telephone people in charging the rates they do now. It would be a good thing for corporations all over Canada to bear these infringements in mind, and some day when this octopus is looking for favors to pay them back in their own coin.

"SUFFERER."

Hamilton, May 28, 1900.

### SMALL STORES IN TORONTO.

Editor **HARDWARE AND METAL**: A New York traveler who was on a visit recently to Toronto, after going around all the principal places of interest, including the business section, was much impressed with the progress we have made during the last few years, with the exception of one thing, and that was the number of small stores and scattered condition of trade throughout the city. He stated that no city of its size and population, from Maine to Mexico, can boast of having mile after mile of all conditions of small stores, and all trying to make a living out of them, as can Toronto. If we were to secure a few more large manufacturing enterprises, they would go a long way towards maintaining these small store-keepers. Since the majority of these places were erected, trade has gradually been concentrated, and in a few years more all trade of importance will be in a certain district, similar to other large cities in Canada and the United States.

ANOTHER TRAVELER.

Toronto, May 28, 1900.

# JUNE 1900

## FOR COLOURS DRY —

Ground in Oil  
Ground in Japan  
Ground in Varnish

Address The

## CANADA PAINT COMPANY, Limited

### Their STAINS

*are true to nature and faithfully imitate the natural wood.*

For Beautifying everything from a

**Birdcage** to a **Battleship**, order the C. P. Co's VARNISHES and ENAMELS

... "The Dealer who sells the established brands of The Canada Paint Co. has a decided advantage over the one who does not." ...

## THE Canada Paint Co.

Limited

LEAD GRINDERS  
OIL BOILERS  
VARNISH MAKERS  
**MONTREAL AND TORONTO.**



THE

**Watson, Foster Co.,**

LIMITED

**MONTREAL.****WALL PAPER  
MANUFACTURERS**

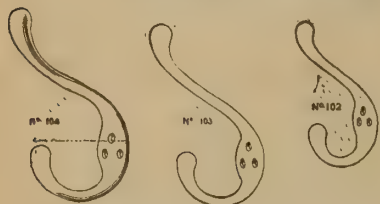




TRADE MARK

SAVE MONEY BY BUYING

## Gunn's Patent Brassic Goods



Equal to solid brass in every particular. Cost less money—look and wear as well. Sales increasing all the time.

**THE GUNN CASTOR CO., Limited**

**KNOX HENRY,**

Canadian Agent, 220 Board of Trade MONTREAL.



NO. 713 COFFEE SET.

"Not in the Trust."

The  
Toronto  
Silver Plate  
Co., Limited,

Silversmiths  
and Manu-  
facturers of  
Electro  
Silver Plate



Our new Flatware  
Catalogue will shortly  
be ready to issue to the  
trade.

Factories and  
Salesrooms,  
King St., West,  
TORONTO,  
CANADA.

E. G. GOODERHAM,  
Managing Director.

SEND for specimen copy of Phillips' Monthly Machinery Register, containing over 5,000 entries of new and second-hand machinery of every description. The oldest established and most successful medium in the world. Established 25 years for the purpose of introducing those who have machinery for sale, to those who wish to buy, has a circulation of about 50,000 copies per annum, all over the world, and is used for continual reference by a large number of firms. It is consequently a most valuable advertising medium for all engineers and manufacturers. Subscription, 6s. per annum, price per copy 6d. Sole Proprietor, CHAS. D. PHILLIPS M.I.M.E., Newport, Mon., England. Telegraphic address, "Machinery, Newport, Mon."

# EXTENDED INSURANCE.

One of the many liberal features embodied in the  
**UNCONDITIONAL ACCUMULATIVE POLICY**  
issued by the

## Confederation Life Association.

HEAD OFFICE--TORONTO.

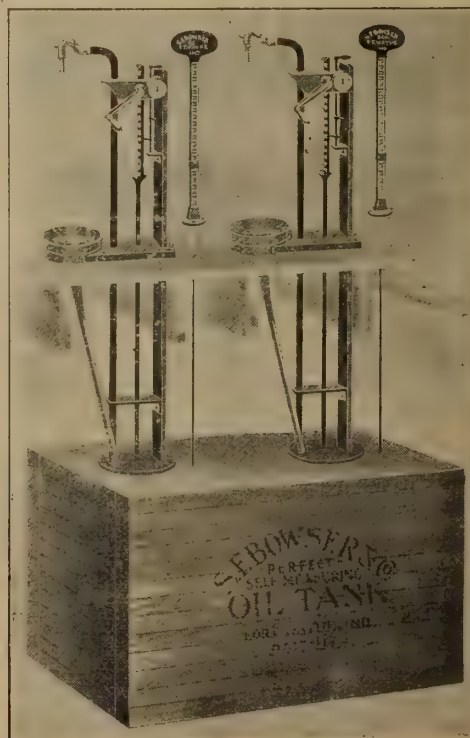
is the provision for Extended Insurance. After three full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

**W. C. Macdonald,**  
Actuary.

**J. K. MACDONALD,**  
Managing Director

## WHAT'S IN A NAME?



Well, that depends upon whose name it is, and in what connection it is used. If the name is

**"BOWSER"**

and it is used in connection with

Self-  
Measuring  
Oil  
Tanks

it stands for everything that is best and up-to-date in that line. Let your eyes rest upon the accompanying picture. It shows a triumph of inventive genius and mechanical art. It represents years of patient toil and laborious experiment.

It is the

## BOWSER DOUBLE BASEMENT OIL TANK

Designed to handle two grades of oil. The Pumps measure gallons, half-gallons and quarts. The Anti-Drip Nozzles prevent all drip and spatter. The Dial Discharge Registers register each quantity pumped. Tanks of galvanized steel, cased in strong, substantial cabinets. The best that money and skill can produce. These are some things the name "BOWSER" stands for. Our catalogue tells more. It is yours for the asking.

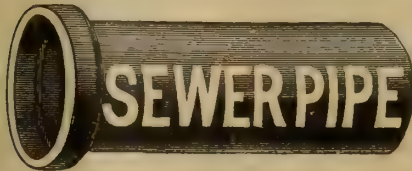
**S. F. BOWSER & CO.,** TORONTO, ONT.  
Factory: Fort Wayne, Ind.



*Standard Paint & Varnish Works  
Limited  
Makers of High Grade  
Varnishes, Japans,  
Paints, Colors & Enamels  
Windsor, Ont.*

.. FULL STOCK ..

**Salt Glazed Vitrified**



Double Strength Culvert Pipe  
a Specialty.

**THE CANADIAN SEWER PIPE CO.**

TORONTO, ONT. HAMILTON, ONT.  
ST. JOHNS, QUE.



## My Wife and I

An enthusiastic customer writes us:  
"I had papered the walls of my rooms for years and used Kalsomines, but it was expensive work. The wall papers grew rusty and the Kalsomines decayed and peeled and rubbed off easily. My wife and I bought Church's Alabastine at our dealer's and applied it ourselves with cold water and a brush. To-day it is as hard as a rock, it doesn't fade, rub off or peel—no more wall-papering for me."

Ask your dealer to show you the Alabastine Card of sixteen beautiful tints (and white). (Alabastine is never sold in bulk.) It is economy for you to use

## Alabastine for Walls.

Free to anyone that will mention this paper a forty-five page book (The Decorator's Aid). It gives valuable information about wall and ceiling decorating.

The Alabastine Co., Limited, Paris, Ont.

Trade in the Northwest  
... supplied by

G. F. Stephens & Co., Winnipeg, Man.  
Vancouver Hardware Co., Vancouver, B.C.

# DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA

## "MAXWELL FAVORITE CHURN"

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive.

**LAWN MOWERS.** High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

**WHEELBARROWS.** In Four different sizes.

If your Wholesale House does not offer you these articles

SEND DIRECT TO US.



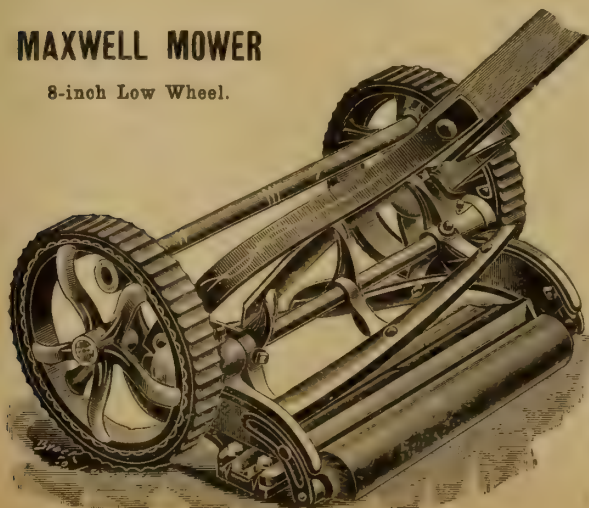
Steel Frame Churn.



Wood Frame Churn.

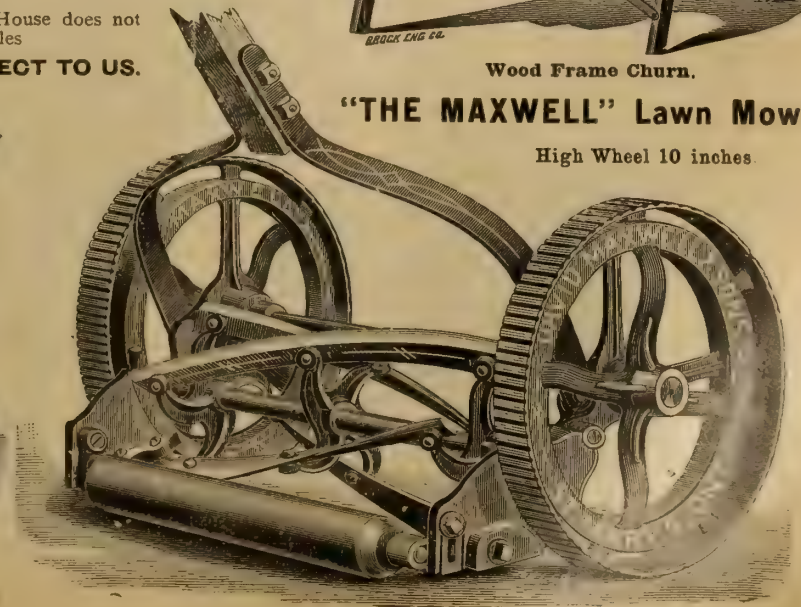
## MAXWELL MOWER

8-inch Low Wheel.



## "THE MAXWELL" Lawn Mower

High Wheel 10 inches





# HEATING AND PLUMBING

## GALVANIZED RANGE BOILERS.

A MEETING of the manufacturers of galvanized range boilers, expansion tanks, air tanks and braziers' tanks was held in New York on May 21, according to The Metal Worker. Representatives from the following concerns were present: Detroit Range Boiler Co., Iron Clad Manufacturing Co., L. O. Koven & Bro., Henry McShane Manufacturing Co., Ronalds & Johnson Co., John Trageser Steam Copper Works, L. Wolff Manufacturing Co., and The John Wood Manufacturing Co. The association, at a meeting held in New York on February 13, 1900, adopted a schedule of discounts to the jobbing trade, from which a special rebate on all purchases made during the following six months was to be allowed.

This rebate was not deducted from the jobbers' invoices at the time of settlement, but will be paid by the manufacturers in July of this year. The previous understanding on the rebate clause was that it would be paid month by month, following the end of the six monthly period. This the jobbers have objected to, and the manufacturers have decided to pay them the rebate for the first six months in a lump, instead of withholding it for six months, and then settle each month separately. The schedule of discounts, as adopted at the February meeting, was reaffirmed and adopted until further notice. It is the opinion of the manufacturers that there will be no immediate decline in the price of their wares.

## SOME BUILDING NOTES.

Woodstock, Ont., is to have another hotel. It will cost about \$16,000.

J. K. Brydon is building a fine business block in Rat Portage, Ont.

The Roman Catholics of Silverton, B.C., are erecting a 20x30 ft. church.

W. R. Murray will erect a brick residence in Woodstock, Ont., this summer.

R. J. Chalmers and J. Stepler are building residences in Manitou, Man.

H. C. McBride, architect, London, Ont., is asking tenders for a three-storey residence in London.

Work has been started on a new business block for Senator Loughheed in Calgary, N.W.T.

Wm. Andrews is building for Hubert Harrington, Sydney, C.B., a three-storey residence. Mr. Hutchinson, architect, is

preparing plans for a building on the adjoining lot.

W. J. Christie, Winnipeg, intends erecting a brick and stone residence on Assiniboine avenue, Winnipeg.

The corner stone of the new Roman Catholic church at Woodslee, Ont., will probably be laid on June 17.

The contract for the University of New Brunswick, St. John, N.B., has been let to Robt. Maxwell, St. John, at \$15,470.

The Georgian Bay Portland Cement Co. is building a boarding house at Williams' Lake, Ont., to accommodate 25 men.

Cox & Amos, architects, Montreal, have prepared plans for a new building for the Jeffrey Hale Hospital, to cost \$40,000.

Mr. Jerrett, of Alliston, Ont., has been awarded the contract for building Trinity church, Bradford, Ont., at a cost of \$2,080.

Gustave Riston and Ferdinand Kuhl, Eganville, Ont., are erecting, and Robert Fleischman will erect, new residences this summer.

G. Craddock, architect, London, is asking tenders for alterations to the Woman's Refuge and Children's Home, St. James street, London.

The congregation of the Tabernacle Baptist church, St. John, N.B., will erect a new building, 33 x 80 ft., with a seating capacity of 500.

The Eaton Bros. Brewing Co., Limited, Owen Sound, Ont., intend erecting a 135 x 35 ft. building, which, with the plant, will cost about \$25,000.

It is understood that a company has been formed to build a hotel on St. Catherine street, near Metcalfe street, Montreal, which is to be superior to the Windsor.

D. W. Wood, Winnipeg, has been awarded the contract for building the new Stovel Company brick block, Winnipeg. The contract price is about \$40,000.

The Christian Brothers of Hull, Que., whose school for boys was destroyed by the fire, will erect a building somewhat smaller than the old one, to cost about \$20,000.

The plans of the new theatre to be erected on the site of the old Academy of Music, Quebec, show seating capacity for 2,000. It will have a roof-garden, and the interior will be mainly of steel and fitted in the most modern style.

Permits have been issued in Ottawa to The Dominion Transport Co., for a \$5,000

building on Sherwood street; to Fraser & Hamilton, for an iron-clad sash and door factory on Rochester street west, to cost \$1,500; to T. W. Johnson, for a \$1,400 residence on Rochester street, Ottawa.

Building permits have been issued in Toronto as follows: Macpherson trustees, for a two-storey brick and stone dwelling, north side of Crescent road, between Yonge street and Rosedale road, to cost \$4,000; Maxwell Carr, for a two-storey and attic brick dwelling, north side St. Patrick, near McCaul, to cost \$2,500.

## HE BLAMED IT ON THE PLUMBER.

James Purdon was a master joiner and strongly objected to his men smoking in working hours, says an exchange. He had a very keen scent, as his men all knew. On one occasion he entered a room in which one of his workmen was employed who a short time before had been smoking.

"Hello, my man! You have been smoking here. I fin' the smell o'tobacco reek!"

"I doot you're wrang," answered the man.

"I'm sure I'm no wrang," answered Jamie. "I could fin' the smell o' tobacco reek in a room a week after anyone had been smoking in it."

"Weel," said the man, "I believe, noo that you mention it, I did see a plumber chappie smoking in here about a week sin'."

Jamie went out suddenly.

## HEATING FOR TORONTO SCHOOLS.

The heating and ventilating committee of the Toronto School Board have decided to recommend an experiment with steam heating and fan ventilation in the Bathurst street school. The following recommendations were also sent to the board: To enlarge the furnaces in Hamilton street, Park, and Fern avenue schools; to install additional furnaces, with a view to a change to steam, in Perth avenue, Dovercourt, Bolton avenue and Essex schools. Winchester street school, which will be entirely rebuilt, will be heated with steam.

## RATE OF WAGES IN OTTAWA.

As a result of several conferences between the master plumbers and journeymen at Ottawa, a minimum wage of 22½c. per hour has been established to apply to plumbers and fitters. The agreement goes into force on Monday, June 4.





Ontario Nut Works, Paris  
**BROWN & CO.**

Manufacturers of

All sizes of Hot Pressed  
Nuts, Square and Hexagon



**VALVES**

The Standard  
for Excellence.  
All dealers  
handle them.

THE  
JAS. MORRISON  
BRASS MFG. CO.  
LIMITED,  
Toronto.

**Buy the Best.**



**HERCULES**

**Sash Cord.**

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by all Wholesale Dealers

## BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

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**CANADIAN PRESS CLIPPING BUREAU,**

55 Board of Trade Bldg., MONTREAL, QUE.  
Telephone Main 1255.

26 Front St. West, Toronto. Telephone 2148.

AS GOOD AS THE  
BEST, AND BETTER  
THAN MOST.

Send for Catalogue  
and  
Price List.

**The Bailey**



**Cutlery Co.**

BRANTFORD, CAN.

IMPROVED  
Labor-Saving  
**CARPENTERS'  
TOOLS.**

**STANLEY**  
RULE & LEVEL CO.  
New Britain, Conn.

SOLD BY ALL  
**Hardware Dealers.**

**Stanley's Knuckle-Joint Block Plane.**

WITH IMPROVED THROAT ADJUSTMENT.



The knuckle-joint in the cap makes it a lever too; and placing the cap in position, will also clamp the cutter securely in its seat.

No. 18. Nickel Trimmings, 6 in. Length, 1 3/4 in. Cutter.. \$1 75

## DIAMOND EXTENSION STOVE BACK

Patented, July 11th, 1893.

Canadian Patent, June 14th, 1894.

They are easily  
adjusted and  
fitted to a stove  
by any one.

Please your  
customers by  
supplying them  
immediately  
with what  
they want.



EXTENDED.

Sold by  
Jobbers  
of . . .

**Hardware  
Tinware  
and  
Stoves.**

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.

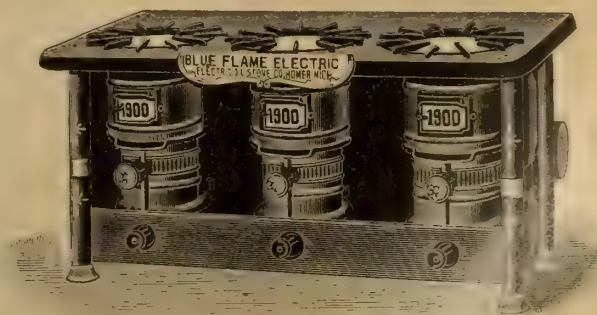
" A. R. WOODYATT & CO., Guelph, Ontario.

Hot weather will soon be upon us and every  
dealer will want some of our

## Electric Blue Flame Oil Stoves.

Send for catalogue and prices. We are back of the guarantee that  
every stove will give perfect satisfaction.

We also carry a full stock of lamps suitable for all uses.



**The Rochester Lamp Co. of Canada**

24 Front Street West, TORONTO.



### THE PRICE IS THE THING.

**N**EARLY all buyers ask about the price of an article before ascertaining its availability for their purpose, says Stoves and Hardware Reporter. It may be exactly what they want, but if it is beyond their power of purchase they let it alone and turn to something that comes within the limitations of their pocketbooks. For this reason the price should be plainly stated in all cases where it is possible to do so. In the case of stoves and ranges it might not be a bad idea to attach a card to each one, and on which the price is plainly marked. The figures alone may attract the customer, and if they strike his fancy the sale is more than half made.

This placarding of prices has an especial value in the show window. The goods may be so nicely arranged that the on-looker may give them a greater value than they actually possess, and would not stop to examine them if the plainly marked price did not show him that they cost him less than he imagined. People sometimes see things in the windows which they would like to buy if the price was right, yet they hesitate to inquire concerning it because of a more or less justifiable fear that they may be considered of a close or penny-paring disposition, as being among those buyers who want double value for every dollar they spend.

On the other hand, merchants are sometimes found who object to making public announcement of their prices, because it savors of the Cheap John method of doing business. This is not a reasonable argument. The best answer to be made against it is that people prefer to be told in advance of the prices they are expected to pay. Pleasing a customer is the first consideration, and if he is satisfied with the price and has the money to meet it, the first difficulty in selling is removed. Besides this, he will always ask the price before the sale is completed, and it is just as well to inform him of it in advance. In so doing, the merchant may save considerable time and trouble, or even consummate a sale that might not otherwise have been made.

### FIFTY YEARS IN THE CASH TRADE.

A hardware merchant at Marine City, Mich., has been in business in that place for 50 years, and during all that time has occupied the same location, according to Stoves and Hardware Reporter. It may be thought from this that he is one of the old fogies who never make improvements, but he has actually remodeled and enlarged his store from time to time, and in one respect, at least, is a leader in new ideas. He adopted the cash system 50 years ago, has never changed it, has never borrowed a dollar, and always endeavors to make his business show an increase.

## KNOX HENRY

Heavy Hardware and Metal Broker  
Room 220 1/2 Board of Trade, MONTREAL.

**SPECIALTIES**—C Brand Horse Nails—Canada Horse Nail Co.

**BOLTS**—Tire and Stove Rivets of all kinds—Chalcraft Screw Co.

**BRASS GOODS**—Gunn Castor Co., Limited, Birmingham, Eng.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY. MONTREAL.

**WHY** sharpen your bar of steel?

**USE** only "Aylmer Drills."

**OLD** fashioned drills waste time and money.

**WAYS** change as inventions multiply

Send for circular and prices to

**WM. J. CRAWFORD,**

Room 39, Canada Life Building, MONTREAL.

## HARRINGTON & RICHARDSON ARMS CO.

WORCESTER, MASS., U. S. A.

Makers of

# High Grade REVOLVERS

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and Hardware Stores almost everywhere.



## E. B. SALYERDS

Manufacturer of

# Hockey Sticks

PRESTON,

Ontario, - Canada.

The Best Stick.

Made of Rock Elm.

Wholesale Trade Only Supplied.

Ask your Wholesale House for the Preston make of Stick.

Write for Prices.

### MANUFACTURERS

Babbitt Metals . . .  
Tinnern' and Plumbers' Solder  
Ingot Brass, etc.

### IMPORTERS AND DEALERS

Pig Tin, Pig Lead  
Ingot Copper . .  
Antimony, etc.

## SYRACUSE SMELTING WORKS.

Factories: MONTREAL,  
and SYRACUSE, N.Y.

## The "DAISY" Barrel Churn

SPECIAL FEATURES FOR SEASON OF 1900.



Angle Steel Stand, with extra patented centre brace.

Patented Double Levers or Bow.

Wheels on the feet.

Hardened and Polished Steel Ball-Bearings.

Patent cover and drip tube.

**SIZES**—Nos. 0, 1, 2, 3, 4 and 5.

The Barrels are made of the best imported White Oak Staves, and will last many years.

Manufactured only by

## The WORTMAN & WARD MFG. CO., Limited

Head Office:  
LONDON, ONT.

Eastern Branch:  
60 McGill St.,  
MONTREAL.



**ALEXANDER GIBB**

Manufacturers' Agent and Metal Broker

13 St. John Street, Montreal.

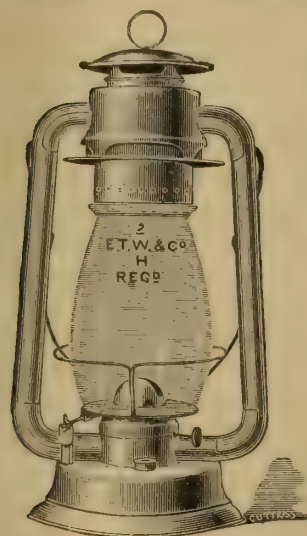
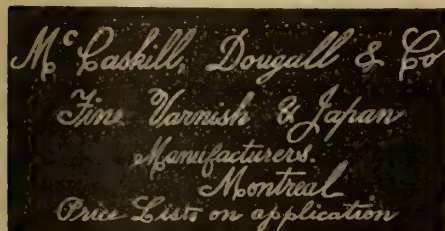
Representing British and American manufacturers of  
Tinplates, Tinned Sheets, Terne Plates, Canada Plates Gal-  
vanized Sheets, Imitation Russian Sheets, Black Sheets—Iron  
and Steel—Hoops and Bands, Proved Coil Chain, Brass and  
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.

**VanTuyl & Fairbank**

Petrolia, Ont.

Headquarters for . .

Oil and Artesian Well  
Pumps, Casing, Tubing  
Fittings, Drilling  
Tools, Cables, etc.

**E. T. WRIGHT & CO.**

Hamilton, Ont.

Ask your Jobber for **WRIGHT'S**The only genuine  
Cold Blast Lantern made.

**"JARDINE"**  
**TIRE UPSETTERS**  
**WILL UPSET TIRES**

Some machines sold as Upsetters will not.  
Perhaps you make as much money on the  
sale of a useless Upsetter as on a good  
one, but your customer does not. He  
don't want a machine because it is called  
an Upsetter he wants a machine to upset  
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

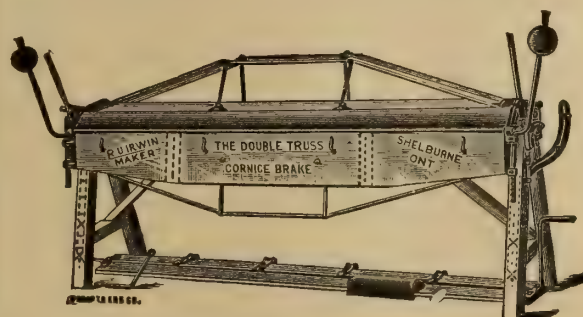
**A. B. JARDINE & CO.**  
**HESPELER, ONT.**

**1900 Catalogue, showing complete line****Tinners' and Roofers' Supplies.**Large Stock, Great Variety, Prompt Shipments. **GET OUR PRICES.****BERGER BROS. CO.,****231 AND 237 ARCH STREET, - PHILADELPHIA**

Factory—3114-16-18 and 20 North 17th Street.

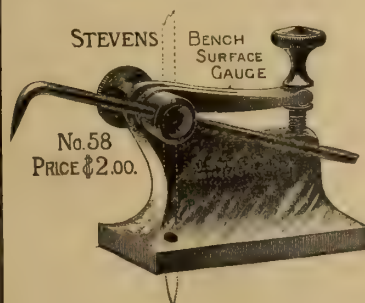
**Hardwood CHARCOAL** in Bulk or Sacks.  
**WOOD ALCOHOL** equalling Methylated Spirits as a solvent.

Manufactured only by...

**THE STANDARD CHEMICAL CO., Limited**Factories { Fenelon Falls.  
Deseronto.Gooderham Building, **TORONTO**This eight-foot Brake bends 22-gauge iron  
and lighter, straight and true.**Price, \$60**Very handy header attachment, \$15 extra  
if required.

Send for circulars and testimonials to

**The Double Truss Cornice**  
**Brake Co. SHELBURNE, ONT.**

**STEVENS ...FINE TOOLS**No. 58  
PRICE \$2.00.We make a perfect line  
of**CALIPERS and DIVIDERS**Also such tools as Surface Gauges, Tool  
Makers' Clamps, Center Punches, etc.

Write for our New Catalogue containing a description of our Tools.  
It is also a valuable hand-book of information for mechanics and people  
interested in such lines.

**J. Stevens Arms & Tool Co.**

P.O. Box 216, Chicopee Falls, Mass, U.S.A.

Carried by our representatives at Toronto and Montreal.

**HUTCHISON, SHURLY & DERRETT****DOVERCOURT**  
**TWINE MILLS.****1078 BLOOR STREET WEST**  
**TORONTO.**

Having equipped our Factory with entirely new machinery, we are prepared  
to furnish the best made goods in the market at closest prices and make  
prompt shipments.

**Hand Laid Cotton Rope and Clothes Lines,**  
**Cotton and Russian Hemp Plough Lines, plain and colored.**  
**Cotton and Linen Fish Lines, laid and braided.**  
**Netted Hammocks, white and colored, Tennis and Fly Nets.**  
**Skipping Ropes, Jute, Hemp and Flax Twines.**



**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**C**YR & GUYTE, general merchants, New Carlisle, Que., have assigned, and George Lefavre has been appointed provisional guardian.

W. J. Dowding, saddler, Brussels, Ont., has assigned to W. R. Robertson.

F. H. Yemen & Co., general merchants, Honeywood, Ont., have assigned to R. G. Hestor.

C. D. Chown, stove dealer and tinsmith, Kingston, Ont., has assigned to John A. Gardiner.

The Stacey Hardware and Manufacturing Co., St. Thomas, Ont., have assigned to John Baird.

A meeting of the creditors of E. Woden, general merchant, Kildare, Que., has been called for June 2.

PARTNERSHIPS FORMED AND DISSOLVED.

Capsey & Frary, general merchants, Frelighsburg, Que., have registered partnership.

Cameron Bros. have registered partnership as carriage importers in New Glasgow, N.S.

Poliquin & Beauchesne have registered partnership as sawmillers, etc., in Gentilly, Que.

J. E. Gravel & Co., general merchants, St. Boniface de Shawenegan, Que., have dissolved.

Z. Marchand & Fils have registered partnership as coal and wood dealers in Three Rivers, Que.

Partnership has been registered by Julien & Frere, general merchants, St. Boniface de Shawenegan, Que.

Roberge & Roberge have registered partnership as general merchants in St. Ferdinand de Halifax, Que.

Daniel Smith and Colin A. Macpherson have registered partnership as proprietors of The Ontario Powder Works, Nelson, B.C.

Alex. B. Macgowan and Guy Macgowan have registered partnership as commission agents in Vancouver under the style of Macgowan & Co.

SALES MADE AND PENDING.

B. Grennan, general merchant, Stirling, Ont., has sold out.

The business of the estate of J. J. Bernard, general merchant, Brechin, Ont., is advertised for sale.

The assets of Arthur Juneau, general merchant, Ste. Martine, Que., who recently assigned, have been sold.

The stock of Dufour & Tremblay, general merchants, St. Jerome (Chicoutimi), Que., has been sold at 84¾c. on the dollar.

CHANGES.

T. S. Poole, general merchant, Windham Centre, Ont., has sold out to J. Hodge.

John Nichols, sawmiller, etc., Annandale, P.E.I., has sold out to Robt. Howlett.

H. C. Gass, harness dealer and saddler, Shubenacadie, N.S., has sold out to Robert Gass.

G. H. Johnston, general merchant, etc., Pefferlaw, Ont., has sold out to Alfred Samis.

H. J. Archibald, general merchant, etc., Elva, Ont., has sold out to Winter & Stirling.

C. Landry, general merchant, Marieapolis, Man., has been succeeded by M. Landry.

Mrs. M. Pineau has registered as proprietress of N. Pineau & Co., blacksmiths, Montreal.

M. S. Chapman & Co., general merchants, Virden, Man., have sold out to E. E. Zeigler.

W. G. Blyth has bought out Peter Powell and T. D. Sturgeon, hardware dealers, Melita, Man.

The Truro, N.S., business of The Brantford Carriage Co., has been transferred to Bligh & Prince.

A. D. Garrett & Co., coal and wood dealers, Hamilton, Ont., have sold out to The Roger Coal Co.

Louis Monnette, general merchant and blacksmith, Duclos, Que., has disposed of his general store stock.

Mrs. M. A. Descoteaux has registered as proprietress of Joseph Loranger & Cie., general merchants, Yamichiche, Que.

Thomas Dun & Co., Limited, hardware dealers, Atlin, B.C., are reported to have sold out to the Godfrey Hardware Co.

M. P. Shier, general merchant, Vesta, Ont., has removed to Arkwright, Ont., where he will open business to-day, June 1.

FIRES.

E. R. Blow, coal dealer, Whitby, Ont., has suffered loss by fire.

The premises of the Gananoque Harness works, Gananoque, Ont., have been damaged by fire; insured.

L. Charlebois, Hermenegilde Duchesneau, and Emelien Mayer, general merchants, Pointe, Claire, Que., have been burned out. The first two firms were partially insured.

The large warehouse of Tellier, Rothwell & Co., manufacturers and importers of chemicals, glue, polish, etc., 24 St. Dizier street, Montreal, was destroyed by fire on Monday. The loss is placed at \$75,000.

DEATHS.

Alex. Baillie, general merchant, Earlton, N.S., is dead.

**MAKE A NOTE OF IT.**

It's a great old worl' with its dark an' bright,  
But they ain't no use repinin';  
They's lots o' stars in the darkest night,  
An' the sun's forever shinin'!

—Atlanta Constitution.

# SOME HORSE NAIL ARITHMETIC.

Does it pay to use the "C" horse nail in preference to any low-priced competing nail sold in Canada? Does it pay to use the best?

Now test this by a little horse nail arithmetic, and see the result: A box of No. 8 Oval head "C" brand will contain about 2,500 nails. A full set of four shoes for a horse requires 32 nails. Divide the quantity required for one horse into the quantity contained in one box, and you will find that 78 is the answer. A box of No. 8 horse nails will therefore shoe 78 horses.

The average price charged by a farrier for shoeing a full set is \$1.25. For 78 horses the total cost will therefore be 78 x \$1.25=\$97.50. For this work he uses one box of say, No. 8 nails; he may either buy the best nail made, the "C" brand, which is the standard nail in Canada, and for this reason has always commanded the best price; or he may buy another brand of nails which have always commanded the cheapest price. What would be the difference to him? Possibly at the most 50c. a box, which, on the total value of the work done by him, viz.: \$97.50, represents practically a percentage of one-half of one per cent. only! or to put the matter another way: on one set of shoes the difference in the cost of the "C" brand and the cheapest nails sold in Canada is only 64/100 of one cent. Don't you think you had better have the best for the sake of two-thirds of one cent? In buying the "C" brand you are getting the product of our 35 years' experience in the manufacture of this one article; every nail is warranted perfect, and made from the best selected Swedish Charcoal Steel Nail Rods, by the "hot hammer forged" process.

When you order the "C" brand, do not accept substitutes. We shall fill your orders if others will not.

**Canada Horse Nail  
Company,  
MONTREAL.**



## CANADA IRON FURNACE CO.,

Manufacturer of

Limited

## CHARCOAL Pig IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que.  
Lac a lac Tortue.Three Rivers.  
Grand Piles.

We Manufacture  
AXES, PICKS  
MATTOCKS, MASONS'  
and SMITH HAMMERS  
and MECHANICS' EDGE  
TOOLS.

All our goods are guaranteed.

Geo. E. Drummond,  
Managing-Director and Treasurer

James Warnock & Co., - Galt, Ont.

## CURRENT MARKET QUOTATIONS

June 1, 1900.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

## METALS.

## Tin.

Lamb and Flag—  
56 and 28 lb. ingots, per lb. .... 0 35  
Straits ..... 0 35

## Charcoal Plates—Bright

M.L.S., equal to Bradley. Per box  
I.C., usual sizes ..... \$7 00  
I.X. .... 8 50  
I.X.X., " ..... 10 00

Famous—  
I.C. .... 7 50  
I.X. .... 8 51  
I.X.X. .... 9 50

Raven & Vulture Grades—  
I.C., usual sizes ..... 5 25  
I.X. .... 6 25  
I.X.X., " ..... 7 25  
I.X.X.X., " ..... 8 25  
D.U., 12 1/2 x 17 ..... 4 75  
D.X. .... 5 50  
D.X.X. .... 7 50

## Coke Plates—Bright

Bessemer Steel—  
I.C., usual sizes ..... 4 60  
I.C., special sizes, base, ..... 4 85  
20x28 ..... 9 50

## Charcoal Plates—Terne

Dean or J. G. Grade—  
I.C., 20x28, 112 sheets ..... 9 50  
I.X., Terne Tin ..... 11 50

## Charcoal Tin Boiler Plates.

Cookley Grade—  
X.X., 14x56, 50 sheet bxs }  
" 14x60 " } 0 07 0 07 1/2  
" 14x65, " }

## Tinned Sheets.

72x30 up to 24 gauge ..... 0 08 0 08 1/2  
" 26 " ..... 0 08 1/2 0 09  
" 28 " ..... 0 09 0 09 1/2

## Iron and Steel.

Common Bar per 100 lbs ..... 2 45 2 55  
Refined ..... 2 85 2 95  
Horse Shoe Iron ..... 2 70 2 80

Swedish ..... 4 00 4 25  
Sleigh Shoe Steel " base ..... 2 85  
Tire Steel ..... 2 85

Cast Steel, per lb ..... 0 10 0 14  
Too Calk Steel ..... 3 50  
Thos. Firth & Sons' Cast Steel ..... 0 12 0 14  
Russian Sheet, per lb ..... 0 10 1/2 0 11  
Tank Plates, 1-5 and thicker. 3 00 3 25  
Boiler Rivets ..... 4 50 5 0

## Boiler Tubes.

1 1/2-inch ..... 0 13 0 14  
2 " ..... 0 15 0 16  
2 1/2 " ..... 0 18 0 19  
3 " ..... 0 19 0 20

## Steel Boiler Plate.

1/4 inch ..... 3 25  
3/16 inch ..... 3 40  
3/8 inch and thicker ..... 3 25

## Black Sheets.

18 gauge ..... 3 20  
20 " ..... 3 20  
22 to 24 " ..... 3 30  
26 " ..... 3 40  
28 " ..... 3 60

## Canada Plates.

All dull, 52 sheets ..... 3 50  
Half polished ..... 3 60  
All bright ..... 4 00

## Iron Pipe.

Wrought pipe, per 100 feet, 1/4 to 3/4 inch  
\$3 60; 1/2 inch, \$3.00; 3/4 inch, \$4.20; 1 inch  
\$3.90; 1 1/4 inch, \$7.85; 1 1/2 inch, \$9.75; 2 inch,  
\$13.00. 2 1/2 to 6 inch, discount 45 p.c.  
Galvanized, 1/2 inch, \$3.30; 3/4 inch, \$6.35;  
1 inch, \$9.00; 1 1/4 inch, \$12.45; 1 1/2 inch  
\$13.75; 2 inch, \$19.90.

## Galvanized Sheets.

16 gauge ..... 4 50 4 35  
18 to 24 gauge 4 60 4 20 4 50 4 60  
26 " 4 85 4 45 4 50 4 85  
28 " 5 10 4 70 4 75 5 10

Less than case lots, 15c. per 100 lb. additional  
28 gauge American equals 26 gauge English.

## Chain.

Proof Coil, 3-16 in., per 100 lb ..... 8 50  
" 5-16 " " ..... 6 00  
" 3/8 " " ..... 5 45  
" 7-16 " " ..... 5 15  
" 1/2 " " ..... 5 00  
" 5/8 " " ..... 4 80  
" 3/4 " " ..... 4 75

Halter, kennel and post chains, 40 and 50 p.c.  
Cow ties ..... 40 p.c.  
Stall fixtures ..... 35 p.c.  
Trace chain ..... 25 and 50 p.c.  
Jack chain, iron, single and double, dis-  
count 35 p.c.

Jack chain, brass, single and double, dis-  
count 40 p.c.

## Copper.

English B.S., ton lots ..... 0 19 1/2 0 20 1/2  
Lake Superior .....  
Bolt or Bar .....  
Cut lengths, round, 1/2 to 3/4 in. 0 23 1/2 0 25  
round and square  
1 to 2 inches ..... 0 23 1/2 0 25

Untinned, 14 oz., and light, 16  
oz., 14x48 and 14x60 ..... 0 23 0 23 1/2  
Untinned, 14 oz., and light, 16  
oz., irregular sizes ..... 0 23 0 23 1/2

NOTE.—Extra for tinning, 2 cents per  
pound, and tinning and half planishing 3  
cents per pound.

Tinned copper sheets ..... 0 26  
Planished ..... 0 32

## Braziers (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb. .... 0 25 1/2  
" 35 to 45 " ..... 0 24 1/2  
" 50-lb. and above, " ..... 0 23 1/2  
Boiler and T. K. Pitts.

Plain Tinned, per lb ..... 0 28  
Spun, per lb. .... 0 32

## Brass.

Roll and Sheet, 14 to 30 gauge, 10 percent.  
Sheets, hard-rolled, 2x4 ..... 0 24 0 25  
Tubing, base, per lb. .... 0 24 0 25

## Zinc Spelter

Foreign, per lb ..... 0 07 0 07 1/2  
Domestic .....  
5 cwt. casks ..... 0 07 1/2  
Part casks ..... 0 07 3/4

## Zinc Sheet.

Imported Pig, per lb ..... 0 05 0 05 1/2  
Bar, 1 lb. .... 0 06 1/2  
Sheets, 2 1/2 lbs. sq. ft., by roll. .... 0 05 1/2  
Sheets, 3 to 6 lbs., " ..... 0 05 1/2

NOTE.—Cut sheets 1/4 cent per lb. extra  
Pipe, by the roll, usual weights per yard, lists  
at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe  
8-ft. lengths, lists at 7 1/2 cents.

## Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00  
per 100 lb.; buck, seal and bal, \$7.50. Dis-  
count, 7 1/2 p.c. Prices are f.o.b. Toronto,  
amit n. Montreal, St. John and Halifax.  
Terms 3 per cent. cash, freights equalized on  
Montreal.

## Soil Pipe and Fittings.

Discount, 50 per cent. on medium and extra  
heavy, and 45 per cent. on light.

## Solder. Per lb. Per lb

Bar half-and-half ..... 0 21 0 22  
Refined ..... 0 20 1/2 0 21  
Wiping ..... 0 20 0 20 1/2

NOTE.—Prices of this graded according to  
quantity. The prices of other qualities of  
solder in the market indicated by private  
brand vary according to composition.

## Antimony.

Cookson's, per lb ..... 0 11 0 11 1/2

## White Lead.

Pure, Assoc. guarantee, ground in oil  
25 lb. irons ..... 6 87 1/2  
No. 1 do ..... 6 50  
No. 2 do ..... 6 12 1/2  
No. 3 do ..... 5 75  
No. 4 do ..... 5 37 1/2  
Munro's Select Flake White ..... 7 12 1/2  
Elephant and Decorators' Pure ..... 6 87 1/2

## Red Lead.

Genuine, 560 lb. casks, per cwt. .... \$5 50  
Genuine, 100 lb. kegs, per cwt. .... 5 75  
No. 1, 560 lb. casks, per cwt. .... 5 25  
No. 1, 100 lb. kegs, per cwt. .... 5 00

## White Zinc Paint.

Elephant Snow White ..... 0 08 0 09  
Pure White Zinc ..... 0 08 0 09  
No. 1 ..... 0 06 0 07 1/2  
No. 2 ..... 0 05 0 06 1/2

## Dry White Lead.

Pure, casks ..... 5 75  
Pure, kegs ..... 6 25  
No. 1, casks ..... 5 00  
No. 1, kegs ..... 6 00

## Prepared Paints.

In 1/2 and 1 gallon tins.  
Pure, per gallon ..... 1 20  
Second qualities, per gallon ..... 1 00  
Barn (in bbls.) ..... 0 75 0 85  
The Sherwin-Williams Paints ..... 1 35  
Canada Paint Co's Pure ..... 1 20  
Sanderson Peary's Pure ..... 1 20  
Stewart & Wood's Champion Pure ..... 1 10

## Colors in Oil.

25 lb. tins, Standard Quality.  
Venetian Red, per lb ..... 0 05  
Chrome Yellow ..... 0 11  
Golden Ochre ..... 0 06  
French ..... 0 05  
Marine Black ..... 0 09  
" Green ..... 0 09  
Chrome ..... 0 08  
French Impreg. Green ..... 0 19

## Colors, Dry.

Yellow Ochre (J.C.) bbls ..... 1 35 1 40  
Yellow Ochre (J.F.L.S.) bbls ..... 2 75  
Yellow Ochre (Royal) ..... 1 10 1 15  
Brusels Ochre ..... 2 00  
Venetian Red (best), per cwt. .... 1 80 1 90  
English Oxides, per cwt. .... 3 00 3 25  
American Oxides, per cwt. .... 1 75 2 00  
Canadian Oxides, per cwt. .... 1 75 2 00  
Super Magnetic Oxides, 93 p.c. 2 00 2 25  
Burnt Sienna, pure, per lb. .... 0 10  
Umber, " ..... 0 10  
do Raw ..... 0 09  
Drop Black, pure ..... 0 09  
Chrome Yellows, pure ..... 0 18  
Chrome Greens, pure, per lb. .... 0 19  
Golden Ochre ..... 0 03 1/2  
Ultramarine Blue in 28-lb.  
boxes, per lb. .... 0 08 0 24  
Fire Proof Mineral, per 100 lb. .... 1 00  
Genuine Eng. Litharge, per lb ..... 0 07

Mortar Color, per 100 lb. .... 1 25  
English Vermilion ..... 0 80  
Pure Indian Red, No. 45, lb. .... 0 08  
Whiting, per 100 lb. .... 0 55

## Blue Stone.

Casks, for spraying, per lb. .... 0 07  
100-lb. lots, do. per lb. .... 0 08

## Putty.

Bladders in bbls. .... 2 10  
Bladders in 100 or 200 lb. kegs or bxs 2 25  
Bulk in bbls., per 100 ..... 1 95  
Bulk in less quantities ..... 2 10  
25-lb. tins, 4 in case ..... 2 35  
12 1/2-lb. tins, 8 in case ..... 2 60

## Varnishes.

(In 5-gal. lots.) Per gal.  
Carriage, No. 1 ..... 2 90 3 30  
" body ..... 8 00 9 00  
" rubbing ..... 4 00 5 00  
Gold Size, Japan ..... 3 00 3 40  
Brown Japan ..... 2 40 2 80  
Elastic Oak ..... 2 90 3 30  
Furniture, extra ..... 2 40 2 80  
No. 1 ..... 1 60 2 00  
Hard Oil Finish ..... 2 70 3 10  
Light Oil Finish ..... 3 20 3 60  
Denmar ..... 3 30 3 70  
Shellac, white ..... 4 40 4 80  
" orange ..... 4 00 4 40  
Furniture Brown Japan ..... 1 60 2 00  
Black Japan ..... 2 40 2 80  
No. 1 ..... 1 60 2 00

Discount—general trade discount, 50 per  
cent. and four months' time; special cash  
discount of 3 per cent. in thirty days, or 3 1/2  
per cent. spot cash.

The Imperial  
Varnish & Color  
Co's., Limited  
Elastiline Varnish,  
1 gal. can, each.  
\$3.00.

Granatite Floor  
Finish, per gal.  
\$2.75.

Maple Leaf  
Coach Enamel;  
Size 1, \$1.10;  
Size 2, 60c.; Size  
3, 40c. each.



## Linseed Oil.

1 to 4 bbls delivered ..... Raw. Boiled.  
5 to 9 bbls ..... \$0 88 \$0 89  
" ..... 85 85

Montreal, Toronto, Hamilton, Quebec,  
London, Ottawa, Kingston and Guelph,  
2c. less.

## Turpentine.

Single barrel ..... 0 77  
2 to 4 barrels ..... 0 76  
Freight allowed, Toronto, Hamilton Lon-  
don, Guelph, 2c. less.

## Castor Oil.

East India, in cases, per lb. .... 0 09 1/2 0 10  
" small lots ..... 0 10 0 10 1/2

## Cod Oil, Etc.

Cod Oil, per gal. .... 0 50 0 55  
Pure Olive ..... 1 20  
Neatsfoot ..... 90

## Glue.

Common ..... 08 1/2 0 09  
French Medal ..... 0 14 0 14 1/2  
Cabinet, sheet ..... 0 12 0 13  
White, extra ..... 0 18 0 20  
Gelatine ..... 0 22 0 30  
Strip ..... 0 18 0 20  
Coopers ..... 0 19 0 20  
Hutner ..... 0 18



# THOS. GOLDSWORTHY & SONS

## MANCHESTER, ENGLAND.

# EMERY

## Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

**JAMES HUTTON & CO.,** Wholesale Agents for Canada, **Montreal.**

| HARDWARE.                                           |  | Farm.                                          |  | Chisels.                                      |  | GAUGES.                                        |  |
|-----------------------------------------------------|--|------------------------------------------------|--|-----------------------------------------------|--|------------------------------------------------|--|
| Ammunition.                                         |  | House.                                         |  | Socket, Framing and Firmer.                   |  | Marking, Mortise, Etc.                         |  |
| Cartridges.                                         |  | American, each.....                            |  | Broad's, dis. 70 per cent.                    |  | Stanley's dis. 50 to 55 per cent.              |  |
| B. B. Caps, Dom., 50 and 5 per cent.                |  | American, per lb.....                          |  | Warnock's, dis. 70 per cent.                  |  | Wire Gauges.                                   |  |
| Rim Fire Pistol, dis. 45 p. c., Amer.               |  | <b>Bellows.</b>                                |  | <b>Churns.</b>                                |  | Winn's, Nos. 26 to 33, each...                 |  |
| Rim Fire Cartridges, Dom., 50 and 5 p. c.           |  | Hand, per doz.....                             |  | No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—   |  | <b>HALTERS.</b>                                |  |
| Rim Fire, Military, net list, Amer.                 |  | Moulders, per doz.....                         |  | No. 4, \$12.00—No. 5, \$16.00 each. Ditto,    |  | Rope, $\frac{3}{8}$ per gross.....             |  |
| Central Fire Pistol and Rifle, 18 p. c. Amr         |  | Blacksmiths, discount 40 per cent.             |  | wood frames—20c. each less than above.        |  | " $\frac{1}{2}$ to $\frac{3}{4}$ .....         |  |
| Central Fire Cartridges, pistol sizes, Dom          |  | <b>Beltling.</b>                               |  | Discounts: Delivered from factories, 18       |  | Leather, 1 in., per doz.....                   |  |
| 30 per cent.                                        |  | Extra, 50 and 10 per cent.                     |  | p. c.; from stock in Montreal, 56 p. c.       |  | " $\frac{1}{4}$ in., ".....                    |  |
| Central Fire Cartridges, Sporting and Mil           |  | Standard, 60 per cent.                         |  | Terms, 4 months or 3 p. c. cash in 30 days,   |  | Web, — per doz.....                            |  |
| itary, Dom., 15 and 5 per cent.                     |  | No. 1 Agricultural, 60 and 10 p. c.            |  | <b>Clips.</b>                                 |  | <b>HAMMERS.</b>                                |  |
| Central Fire, Military and Sporting, Amer.          |  | <b>Bits.</b>                                   |  | <b>Closets.</b>                               |  | Nail                                           |  |
| net list. B. B. Caps, discount 45 per cent.         |  | Auger.                                         |  | Plain Ontario Syphon Jet.....                 |  | Maydole's, dis. 5 to 10 per cent. Can. dis.    |  |
| Amer.                                               |  | Gilmour's, discount 50 and 10 per cent.        |  | Emb. Ontario Syphon Jet.....                  |  | 25 to 27½ per cent.                            |  |
| Loaded and empty Shells, "Trap" and                 |  | Rockford, 50 and 10 per cent.                  |  | Fittings.....                                 |  | <b>Tack.</b>                                   |  |
| "Dominion" grades, 25 per cent. Rival               |  | Jennings' Gen., net list.                      |  | Plain Teutonic Syphon Washout....             |  | Magnetic, per doz.....                         |  |
| Brass shot Shells, 55 and 10 per cent.              |  | Car.                                           |  | Emb. Teutonic Syphon Washout....              |  | Sledge.                                        |  |
| Primers, Dom., 30 per cent.                         |  | Expansive.                                     |  | Fittings.....                                 |  | Canadian, per lb.....                          |  |
| Wads.                                               |  | Clark's, 40 per cent.                          |  | Plain Richelieu.....                          |  | Ball Pen.                                      |  |
| Best thick white felt wadding, in $\frac{3}{4}$ -lb |  | <b>Gimlet.</b>                                 |  | Emb. Richelieu.....                           |  | English and Can., per lb.....                  |  |
| bags.....                                           |  | Clark's, per doz.....                          |  | Fittings.....                                 |  | <b>HANDLES.</b>                                |  |
| Best thick brown or grey felt wads, in              |  | Diamond, Shell, per doz.....                   |  | Basins, round, 14 in.....                     |  | Axe, per doz., net.....                        |  |
| $\frac{1}{2}$ -lb. bags.....                        |  | Nail and Spike, per gross.....                 |  | " oval, 17 x 14 in.....                       |  | Store door, per doz.....                       |  |
| Best thick white card wads, in boxes                |  | <b>Blind and Bed Staples.</b>                  |  | " 19 x 15 in.....                             |  | Fork.                                          |  |
| of 500 each, 12 and smaller gauges                  |  | All sizes, per lb.....                         |  | <b>Compases, Dividers, Etc.</b>               |  | C. & B., dis. 40 per cent. rev. list.          |  |
| Best thick white card wads, in boxes                |  | <b>Bolts and Nuts. Per cent.</b>               |  | American, dis. 25 to 33½ per cent.            |  | C. & B., dis. 40 per cent. rev. list.          |  |
| of 500 each, 10 gauge.....                          |  | Norway Bolts, full square.....                 |  | <b>Cradles, Grain.</b>                        |  | Saw.                                           |  |
| Best thick white card wads, in boxes                |  | Common Carriage Bolts, all sizes.....          |  | Canadian, dis. 25 to 33½ per cent.            |  | American, per doz.....                         |  |
| of 500 each, 8 gauge.....                           |  | Machine Bolts, all sizes.....                  |  | <b>Crosscut Saw Handles.</b>                  |  | Plane.                                         |  |
| Thin card wads, in boxes of 1,000                   |  | Coach Screws.....                              |  | S. & D., No. 3, per pair.....                 |  | American, per gross.....                       |  |
| each, 12 and smaller gauges.....                    |  | Sleigh Shoe Bolts.....                         |  | " 5, ".....                                   |  | Hammer and Hatchet.                            |  |
| Thin card wads, in boxes of 1,000                   |  | Blank Bolts.....                               |  | " 6, ".....                                   |  | Canadian, 40 per cent.                         |  |
| each, 10 gauge.....                                 |  | Bolt Ends.....                                 |  | Boynton pattern ".....                        |  | Cross-Cut Saws.                                |  |
| Thin card wads in boxes of 1,000                    |  | Nuts, square.....                              |  | <b>Door Springs.</b>                          |  | Canadian, per pair.....                        |  |
| each, 8 gauge.....                                  |  | Nuts, hexagon.....                             |  | Torrey's Rod, per doz.....                    |  | <b>HANGERS.</b>                                |  |
| Chemically prepared black edge grey                 |  | Tapping Nuts.....                              |  | Coil, per doz.....                            |  | Steel barn door.....                           |  |
| cloth wads, in boxes of 250 each—                   |  | Tire Bolts.....                                |  | English, per doz.....                         |  | Sterns, 4 inch.....                            |  |
| Per M                                               |  | Stove Bolts.....                               |  | <b>Draw Knives.</b>                           |  | " 5 inch.....                                  |  |
| 11 and smaller gauge.....                           |  | Stove rods, per lb.....                        |  | Coach and Wagon, dis. 50 and 10 per cent.     |  | Lane's covered—                                |  |
| 9 and 10 gauges.....                                |  | Plough Bolts.....                              |  | Carpenters, dis. 70 per cent.                 |  | No. 11, 5-ft. run.....                         |  |
| 7 and 8 gauges.....                                 |  | <b>Boot Calks.</b>                             |  | <b>Drills.</b>                                |  | No. 11½, 10-ft. run.....                       |  |
| 5 and 6 gauges.....                                 |  | Small and medium, ball, per M.....             |  | Hand and Breast.                              |  | No. 12, 10-ft. run.....                        |  |
| Discount, 20 per cent.                              |  | Small heel, per M.....                         |  | Miller's Falls, per doz. net list.            |  | No. 14, 15-ft. run.....                        |  |
| <b>Anvils.</b>                                      |  | <b>Bright Wire Goods.</b>                      |  | Morse, dis. 37½ to 40 per cent.               |  | Lane's O.N.T. track, per foot.....             |  |
| Per lb.....                                         |  | Discount.....                                  |  | Standard, dis. 50 and 5 to 55 per cent.       |  | <b>HARVEST TOOLS.</b>                          |  |
| Anvil and Vise combined.....                        |  | <b>Broilers.</b>                               |  | <b>Faucets.</b>                               |  | Discount, 50 and 10 per cent.                  |  |
| Wilkinson & Co.'s Anvils, lb. 0 09                  |  | Light, dis. 65 to 67½ per cent.                |  | Common, cork-lined, dis. 35 per cent.         |  | <b>HATCHETS.</b>                               |  |
| Wilkinson & Co.'s Vices, lb. 0 09½                  |  | Reversible, dis. 65 to 67½ per cent.           |  | ELBOWS. (Stovepipe.)                          |  | Canadian, dis. 40 to 42½ per cent.             |  |
| <b>Augers.</b>                                      |  | Vegetable, per doz., dis. 37½ per cent.        |  | No. 1, per doz.....                           |  | <b>HINGES.</b>                                 |  |
| Gilmour's, discount 50 and 10 p. c. off list.       |  | Henis, No. 8, ".....                           |  | No. 2, per doz.....                           |  | Blind, Parker's, dis. 50 and 10 to 60 per cent |  |
| <b>Axes.</b>                                        |  | Henis, No. 9, ".....                           |  | Bright, 20c. per doz. extra.                  |  | Heavy T and strap, 4-in., per lb.....          |  |
| Chopping Axes—                                      |  | Queen City ".....                              |  | ESCUTCHEONS.                                  |  | " 5-in., ".....                                |  |
| Single bit, per doz.....                            |  | <b>Butchers' Cleavers.</b>                     |  | Discount, 27½ per cent.                       |  | " 6-in., ".....                                |  |
| Double bit, ".....                                  |  | German, per doz.....                           |  | ESCUTCHEON PINS.                              |  | " 8-in., ".....                                |  |
| Bench Axes, 40 and 15 p. c.                         |  | American, per doz.....                         |  | Iron, discount 40 per cent.                   |  | " 10-in., ".....                               |  |
| Broad Axes, 33½ per cent.                           |  | <b>Building Paper, Etc.</b>                    |  | FACTORY MILK CANS.                            |  | Light T and strap, dis. 60 and 5 per cent.     |  |
| Hunters' Axes.....                                  |  | Plain building, per roll.....                  |  | Discount off revised list, 40 per cent.       |  | Screw hook and hinge—                          |  |
| Boy's Axes.....                                     |  | Tarred lining, per roll.....                   |  | <b>FILES.</b>                                 |  | 6 to 12 in., per 100 lbs.....                  |  |
| Splitting Axes.....                                 |  | Tarred roofing, per 100 lb.....                |  | Black Diamond, 50 and 10 to 60 per cent.      |  | 14 in. up, per 100 lbs.....                    |  |
| Handled Axes.....                                   |  | Coal Tar, per barrel.....                      |  | Kearney & Foote, 60 and 10 per cent. to 60,   |  | Per gro. pair.....                             |  |
| <b>Axle Grease.</b>                                 |  | Pitch, per 100-lb.....                         |  | 10, 10.                                       |  | Spring.....                                    |  |
| Per gross.....                                      |  | Carpet felt, per ton.....                      |  | Nicholson File Co., 50 and 10 to 60 per cent. |  | <b>HOES.</b>                                   |  |
| <b>Bath Tubs.</b>                                   |  | <b>Bull Rings.</b>                             |  | Jowitt's, English list, 25 to 27½ per cent.   |  | Garden, Mortar, etc., dis. 50 and 10 p. c.     |  |
| Zinc.....                                           |  | Copper, \$2.00 for 2½ in. and \$1.90 for 2 in. |  | <b>FORKS.</b>                                 |  | Planter, per doz.....                          |  |
| Copper, discount 40 and 10 p. c. off revised list   |  | <b>Butts.</b>                                  |  | Hay, manure, etc., dis. 50 and 10 per cent    |  | <b>HOLLOW WARE</b>                             |  |
| <b>Baths.</b>                                       |  | Wrought Brass, net revised list                |  | revised list.                                 |  | Discount.....                                  |  |
| Standard Enameled.                                  |  | Cast Iron.                                     |  | <b>FRUIT PRESSES.</b>                         |  | 45 and 5 per cent                              |  |
| 5½ inch rolled rim, 1st quality.....                |  | Loose Pin, dis. 60 per cent.                   |  | Henis, per doz.....                           |  | <b>HOOKS.</b>                                  |  |
| 2nd.....                                            |  | Wrought Steel.                                 |  | Shepard's Queen City, dis. 15 per cent.       |  | Cast Iron.                                     |  |
| <b>Anti-Friction Metal.</b>                         |  | Fast Joint, dis. 60 and 10 per cent.           |  | <b>GLASS—Window—Box Price.</b>                |  | Bird Cage, per doz.....                        |  |
| Tandem " A.....                                     |  | Loose Pin, dis. 60 and 10 per cent.            |  | Size                                          |  | Clothes Line, per doz.....                     |  |
| " B.....                                            |  | Berlin Bronzed, dis. 70, 70 and 5 per cent.    |  | United                                        |  | Harness, per doz.....                          |  |
| " C.....                                            |  | Gen. Bronzed, per pair.....                    |  | Per                                           |  | Hat and Coat, per gross.....                   |  |
| Magnolia Anti-Friction Metal, per lb.               |  | <b>Carpet Stretchers.</b>                      |  | 50 ft.                                        |  | Chandelier, per doz.....                       |  |
| <b>Bells.</b>                                       |  | American, per doz.....                         |  | 100 ft.                                       |  | <b>Wrought Iron.</b>                           |  |
| Hand.                                               |  | Bullard's, per doz.....                        |  | Per                                           |  | Wrought Hooks and Staples, Can., is.           |  |
| Brass, 60 per cent.                                 |  | <b>Castors.</b>                                |  | 50 ft.                                        |  | 47½ per cent.                                  |  |
| Nickel, 55 per cent.                                |  | Bed, new list, dis. 55 to 57½ per cent.        |  | Per                                           |  | <b>Wire.</b>                                   |  |
| Cow.                                                |  | Plate, dis. 52½ to 57½ per cent.               |  | 100 ft.                                       |  | Hat and Coat, discount 45 per cent.            |  |
| American make, discount 66½ per cent.               |  | <b>Cattle Leaders.</b>                         |  | Per                                           |  | Belt, per 1,000.....                           |  |
| Canadian, discount 45 and 50 per cent.              |  | Nos. 31 and 32, per gross.....                 |  | 50 ft.                                        |  | Screw, bright, dis. 55 per cent.               |  |
| Door.                                               |  | Canadian Portland.....                         |  | Per                                           |  | <b>HORSE NAILS.</b>                            |  |
| Gongs, Sargent's.....                               |  | English.....                                   |  | 100 ft.                                       |  | "C" brand 50 p. c. dis. } Oval head.           |  |
| " Peterboro', discount 27½ per cent.                |  | Belgian.....                                   |  | Per                                           |  | "M" brand 50 p. c. }                           |  |
|                                                     |  | Canadian hydraulic.....                        |  | 100 ft.                                       |  | Acadian, countersunk head and oval             |  |
|                                                     |  | <b>Chalk.</b>                                  |  | Under 26.....                                 |  | top 50 and 10 per cent.                        |  |
|                                                     |  | Carpenter's Colored, per gross                 |  | 26 to 40.....                                 |  |                                                |  |
|                                                     |  | White lump, per cwt.....                       |  | 41 to 50.....                                 |  |                                                |  |
|                                                     |  | Red.....                                       |  | 51 to 60.....                                 |  |                                                |  |
|                                                     |  | Crayon, per gross.....                         |  | 61 to 70.....                                 |  |                                                |  |







|                                                |          |
|------------------------------------------------|----------|
| Trunk nails, black .....                       | 65       |
| Trunk nails, tinned .....                      | 65 and 5 |
| Clout nails, blued and tinned .....            | 35       |
| Chair nails .....                              | 35       |
| Cigar box nails .....                          | 35       |
| Patent brads .....                             | 40       |
| Fine finishing .....                           | 40       |
| Picture frame points .....                     | 10       |
| Lining tacks, in papers .....                  | 10       |
| " " in bulk .....                              | 15       |
| " " solid heads, in bulk .....                 | 75       |
| Saddle nails in papers .....                   | 10       |
| " " in bulk .....                              | 15       |
| Tufting buttons, 22 line, in dozens only ..... | 60       |
| Tin capped trunk nails .....                   | 15       |
| Zinc glazier's points .....                    | 5        |
| Double pointed tacks, dozens .....             | 85       |
| " " bulk .....                                 | 35       |

## TAPE LINES.

|                                  |      |      |
|----------------------------------|------|------|
| English, ass skin, per doz. .... | 2 75 | 5 00 |
| English, Patent Leather ...      | 5 50 | 9 75 |
| Chesterman's each .....          | 0 90 | 2 85 |
| steel, each .....                | 0 80 | 8 00 |

## THERMOMETERS

Tin case and dairy, dis. 75 to 75 and 10 p.c.

## TRANSOM LIFTERS.

Payson's per doz. .... 2 60

## TRAPS. (Steel.)

Game, Newhouse, dis. 2 p.c.  
 Game, H. & N., P. S. & W., 65 p.c.  
 Game, steel, 72½, 75 p.c.

| TROWELS.                         |      |      |
|----------------------------------|------|------|
| Diaston's, discount 10 per cent. |      |      |
| German, per doz. ....            | 4 75 | 6 00 |
| S. & D., discount 35 per cent.   |      |      |

## TWINES.

|                                   |      |
|-----------------------------------|------|
| Bag, Russian, per lb. ....        | 0 21 |
| Wrapping, mottled, per pack. .... | 0 50 |
| Wrapping, cotton, per lb. ....    | 0 17 |
| Matress, per lb. ....             | 0 33 |
| Staging, " .....                  | 0 27 |
| Broom, " .....                    | 0 30 |

## VISES.

|                              |      |       |
|------------------------------|------|-------|
| Hand, per doz. ....          | 4 00 | 6 00  |
| Bench, parallel, each .....  | 2 00 | 4 50  |
| Coach, each .....            | 6 00 | 7 00  |
| Peter Wright's, per lb. .... | 0 12 | 0 13  |
| Pipe, each .....             | 5 50 | 9 00  |
| Saw, per doz. ....           | 6 50 | 13 00 |

## ENAMELLED WARE.

White, Princess, Turquoise, Blue and White,  
 discount 50 per cent.  
 Diamond, Famous, Premier, 50 and 10 p.c.  
 Granite or Pearl, Imperial, Crescent, 50, 10  
 and 10 per cent.

## WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the  
 list.  
 Copper wire, 45 and 10 per cent. net cash 30  
 days, f.o.b. factory.  
 Smooth Steel Wire, base, \$3.20 per 100  
 lb. List of extras: Nos. 2 to 5, ad

vance 7c. per 100 lb.—Nos. 6 to 9, base—  
 No. 10, advance 7c.—No. 11, 14c.—No. 12,  
 20c.—No. 13, 35c.—No. 14, 47c.—No. 15,  
 60c.—No. 16, 75c. Extras net per 100 lb.:  
 Coppered wire, 60c.—tinned wire, \$2—  
 oiling, 10c.—special hay-baling wire, 30c.—  
 spring wire, \$1—best steel wire, 75c.—  
 bright soft drawn, 15c.—in 50 and 100-lb.  
 bundles net, 10c.—in 25-lb. bundles net,  
 15c.—packed in casks or cases, 15c.—  
 bagging or papering, 10c.

Fine Steel Wire, dis. 12½ per cent.

List of extras: In 100-lb. lots: No.  
 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20,  
 \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23,  
 \$7.65—No. 24, \$8—No. 25, \$8.50—No. 26,  
 \$9—No. 27, \$9.50—No. 28, \$10—No. 29,  
 \$10.50—No. 30, \$11—No. 31, \$12—No. 32, \$13  
 No. 33, \$14—No. 34, \$15. Extras net—  
 tinned wire, Nos. 17-25, \$2—Nos. 26-31,  
 \$4—Nos. 32-34, \$8. Coppered, 5c.—oil-  
 ing, 10c.—in 25-lb. bundles, 15c.—in 50 and  
 100-lb. bundles, 25c.—in 1-lb. hanks, 50c.—  
 in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—  
 packed in casks or cases, 15c.—bagging or  
 papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.95  
 No. 9, \$3.20—No. 10, \$4.10—No. 11, \$4.15  
 No. 12, \$3.35—No. 13, \$3.45—No. 14,  
 \$4.50—No. 15, \$5.00—No. 16, \$5.25.

Clothes Line Wire, 19 gauge,  
 per 1,000 feet. .... 3 30

## WIRE FENCING

F.O.B.

|                                             |         |
|---------------------------------------------|---------|
| Galvanized, 4 barb, 2½ and 5                | Toronto |
| inches apart .....                          | 3 35    |
| Galvanized, 2 barb, 4 and 6                 |         |
| inches apart .....                          | 3 35    |
| Galvanized, plain twist .....               | 3 35    |
| Galvanized barb, f.o.b. levelled, \$3.15 in |         |
| less than carlots, and \$3.15 in carlots.   |         |
| Terms, 60 days or 2 per cent. in 10 days.   |         |
| Ross braid truss cable .....                | 4 50    |

## WIRE CLOTH.

Painted Screen, per 100 sq. ft., net. 2 00  
 Terms, 4 months, May 1. 13 p.c. off 30 days.

## WRENCHES.

|                                   |      |
|-----------------------------------|------|
| Acme, 35 to 37½ per cent.         |      |
| Agricultural, 60 p.c.             |      |
| Coe's Genuine, dis. 20 to 25 p.c. |      |
| Towers' Engineer, each .....      | 2 00 |
| " " S., per doz. ....             | 5 80 |
| G. & K.'s Pipe, per doz. ....     | 3 40 |
| Burrell's Pipe, each .....        | 3 00 |
| Pocket, per doz. ....             | 0 25 |

## WRINGERS.

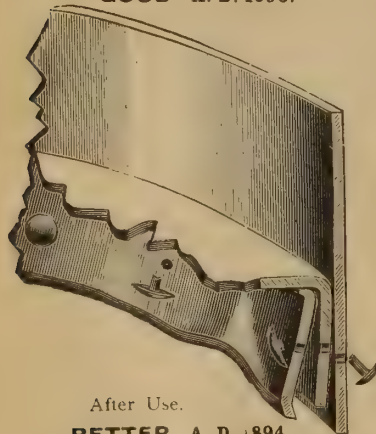
|                                              |                  |
|----------------------------------------------|------------------|
| Leader .....                                 | per doz. \$60 00 |
| Royal Canadian .....                         | " 58 00          |
| Royal American .....                         | " 51 00          |
| Discount, 45 per cent.; terms 4 months, or 3 |                  |
| p.c. 30 days.                                |                  |

## WROUGHT IRON WASHERS

Canadian make, discount, 25 per cent.

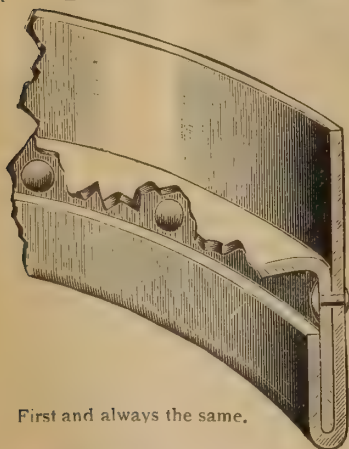
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GOOD—A. D. 1890.



After Use.

BETTER—A. D. 1894.



First and always the same.

BEST—A. D. 1900.



Note the double thickness of the rolled edge.

As the apple in the blossom is as perfect, in its development, as in the rich ripe fruit, so were our first broad hoop trimmings **perfect** as far as our knowledge went.

With the light of experience and a careful consideration of the trade's requirements, our **1894** trimmings met with general favor.

In our **1900** trimmings we combine the good features of previous years with the **double durability** of our **rolled edge**.

Our Trimmings will not split.  
 They are not strained in making.  
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 They last a lifetime.

Sorting Orders by  
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THE THOS. DAVIDSON MFG. CO., Limited, - Montreal.



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## LINSEED OIL

It is always well to get the purest and best—something you can recommend and guarantee to your customers.

**Stewart Bros. & Spencer's**

is the best. Name on every barrel.  
 Special quotations for import.

**J. WATTERSON & CO.**

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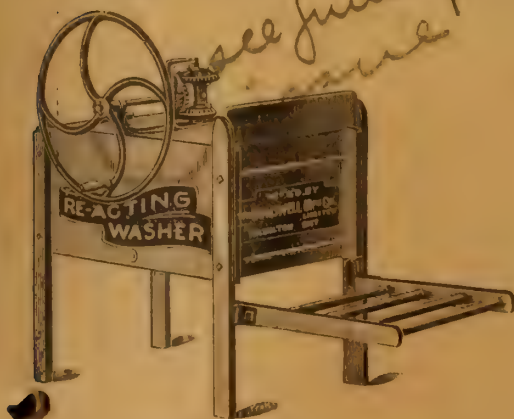


"BUILD TO-DAY THEN,  
 STRONG AND SURE  
 WITH A FIRM AND  
 AMPLE BASE."  
 —Longfellow.

**DO YOU?**  
 WISH THUS TO BUILD  
 an  
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 in the  
**CONTRACT-  
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**TORONTO**  
 will bring you  
 tenders from the  
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Quickest & Best Washing Machine on the market.  
 Non-moisture factory to dealers or users.  
 Every home requires a good Washing Machine.  
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**The Dowswell Manufacturing Co.**  
 HAMILTON, ONT. Limited

Eastern Agents—W. L. Haldimand & Son, Montreal, Que.

75 YEARS.

ESTABLISHED 1825.

75 YEARS.

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# HEINISCH SHEARS.

Tailors' Shears,  
 Trimmers, Scissors,  
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Not connected with any Shear Combination.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

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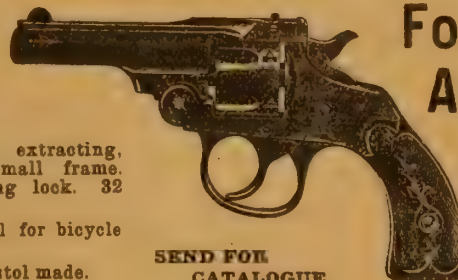
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PERFECTION  
 AUTOMATIC  
 REVOLVER.

**NEW** Automatic shell extracting,  
 double action, small frame.  
 Weighs 12 oz. Rebounding lock. 32  
 caliber. 5 shot.

Made with shorter barrel for bicycle  
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The most perfect small pistol made.



**Forehand  
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Manufacturers of  
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SEND FOR  
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# "AMERICAN" HALTERS

are fitted with

## ONEIDA LOCK RINGS

(Pat. U.S., Oct. 11, 1898; Canada, Jan. 14, 1899.)



which combine the advantages of the ordinary STATIONARY and SLIP rings while avoiding the disadvantages of both

**Ring easily ADJUSTED until  
 Toggle is in place, then abso-  
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For sale by all Jobbers; manufactured by

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NIAGARA FALLS, ONT.



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G. & H. Barnett Company

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**Special Prize**

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HAVE YOU TRIED IT?

"PYRAMID" BRAND



BLUESTONE

## HIGH PRESSURE PACKING

FOR STEAM  
HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand  
as well the action of Steam Heat.

Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

Sole Manufacturers:

**THE GUTTA PERCHA AND RUBBER MFG. CO.**  
OF TORONTO, LIMITED.  
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## American Sheet Steel Company

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GALVANIZED SHEETS, Best Bloom  
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Cost does not end  
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There's the working to be considered.  
Imperfect material means imperfect  
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"BEST BEST POPLAR" BRAND  
GALVANIZED FLAT SHEETS

Always turn out well, smooth,  
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BLACKWALL GALVANIZED IRON CO.  
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UNEQUALED FOR  
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CANADIAN

# HARDWARE

AND METAL  
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO JUNE 9, 1900.

NO. 23

## "TANDEM" ANTI-FRICTION METAL.

The Most Economical.  
The Least Wearing.  
The Most Durable.  
Friction Preventing.



### A QUALITY

For Heaviest Pressure and Medium Speed  
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For Heavy Pressure and Medium Speed  
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For Medium Pressure and High Speed  
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THE TANDEM SMELTING SYNDICATE, LIMITED

The largest smelters of Anti-Friction  
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"Tandem" Metals are better than  
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Resistance Reducing.  
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## IN SOUTH AFRICA

Lysaght's brands of Galvanized Iron are  
as popular as in Canada or Australia.  
It must do our boys good to see the old  
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**JOHN LYSAGHT, LIMITED,**

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Makers of Galvanized Iron, Black Sheets, and Wire Netting.

# IRON PIPE

— FOR —

STEAM, GAS and WATER.

BLACK AND GALVANIZED.

Don't buy until you get our prices.

CAST AND MALLEABLE FITTINGS.  
BRASS AND IRON VALVES.

**The Dominion Radiator Company, Limited**  
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LARGEST STEAMFITTERS' SUPPLY HOUSE IN CANADA.



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Are you interested in the latest pattern rifles?  
We have samples of the latest designs in Lee-  
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**FISHING SUPPLIES** of all kinds

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## **Abbott-Mitchell Iron and Steel Company**

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*Bar Iron and Steel  
Nails, Spikes  
Horse Shoes . .  
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ONTARIO.**



# 1000-MILE AXLE GREASE

IS  
THE  
BEST.

Put up in 1-lb. boxes and  
3, 5 and 10-lb. pails.

SEND FOR PRICE LIST.

**The Campbell Mfg. Co.**

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## THRESHING BELTS



with these brands  
insure the best  
of wear for the  
money.

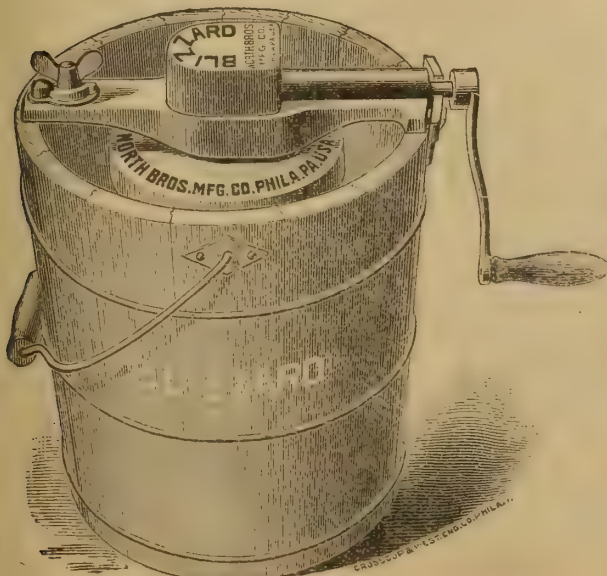
**The Canadian Rubber  
Co. of Montreal,**

**MONTREAL,  
TORONTO,  
WINNIPEG.**

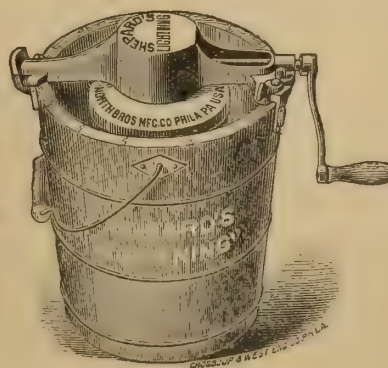


# AUTOMATIC TWIN SCRAPERS

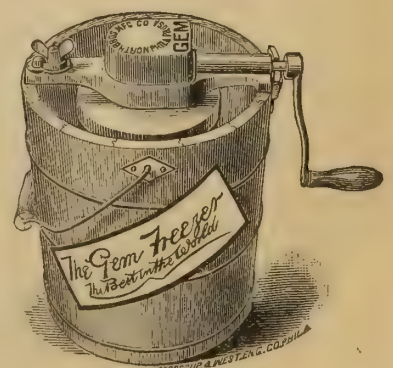
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## ICE CREAM FREEZERS

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**SOLD BY LEADING JOBBERS.**

**NEW CATALOGUE (1900)**  
Sent free on application.

Manufactured  
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# PLYMOUTH TWINE



is in every particular the best and most satisfactory twine made, and is liked by dealers and farmers because it is evenly constructed, made of very best hemp and will work on any binder without snarling or breaking.

Prudent People Prefer "Plymouth."

DISTRIBUTERS:

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**M. & L. Samuel, Benjamin & Co.**

have removed their Warehouse and Offices to

**27 WELLINGTON STREET WEST**

where they will carry a full stock of

**Metals, Tinplates, Galv. Sheets, etc.**

**M. & L. Samuel, Benjamin & Co.**

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# WOOD, VALLANCE & Co., Iron Merchants.



Importers of British  
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## HARDWARE

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# GEO. D. WOOD & CO., Iron Merchants

Importers of British and Foreign

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WINNIPEG, CANADA.

# CORDAGE ..

ALL KINDS AND FOR ALL PURPOSES.

|              |                  |                     |                |
|--------------|------------------|---------------------|----------------|
| Manila Rope  | Tarred Hemp Rope | Lathyrn             | Spun yarn      |
| Sisal Rope   | White Hemp Rope  | Shingle yarn        | Pulp Cord      |
| Jute Rope    | Bolt Rope        | Bale Rope           | Lobster Marlin |
| Russian Rope | Hide Rope        | Lariat Rope         | Paper Cord     |
| Marline      | Halyards         | Hemp Packing        | Cheese Cord    |
| Houseline    | Deep Sealine     | Italian Packing     | Hay Rope       |
| Hambroline   | Ratline          | Jute Packing        | Fish Cord      |
| Clotheslines | Plow Lines       | Drilling Cables and | Sand Lines     |

"FIRMUS" Transmission Rope from the finest quality Manila hemp obtainable.  
Orders will not be accepted for second quality or "mixed" goods.

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Toronto Branch 27 FRONT ST. WEST.

TEL 94.

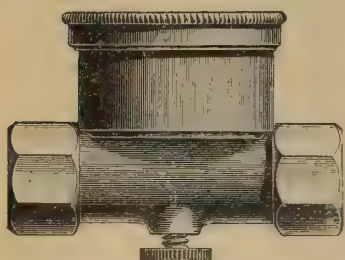
Wm. B. Stewart, Agent.

Montreal, Que.



# HOW TO SAVE GAS

...USE...  
Peebles' Automatic Gas Governors



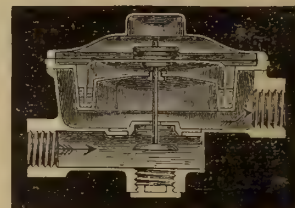
Gas, Fire and Stove Governor.



House Governor Burner.



Governor for Incandescents.



Mercurial Governor for Fixing at Meter.

Sole Manufacturers, D. BRUCE PEEBLES & CO., Tay Works, Edinburgh, Scotland.

# "TRUCKS"



Don't buy before getting our prices.  
We are making a specialty of this trade.  
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## THE FAIRBANKS COMPANY,

749 Craig Street,

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## THE AUER GASOLINE LAMP 100 CANDLE-POWER.

SATISFACTION GUARANTEED OR  
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Approved by Canadian Fire Under-  
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Send for Catalogue.

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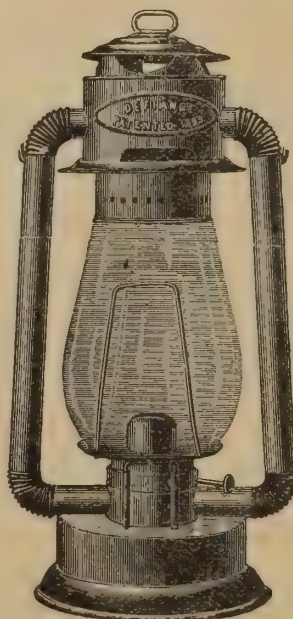
5  
STYLES.

AUER  
LIGHT  
CO.,  
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## ...Defiance

## Cold Blast Lantern



With Patent Fluted  
Plate, by which the air is  
admitted so as to come in  
contact with the Globe, so  
tending to keep it cool.

Sold by Leading  
Jobbers.

Manufactured by \_\_\_\_\_

W. W. CHOWN & CO.

Belleville, Ontario.



Popular Summer Stoves  
that Delight Everybody.

## OXFORD GAS RANGES

"QUICK MEAL" Blue Flame Oil  
and Gasoline Stoves.

These lines include all desirable sizes and styles, and give economical, enduring, satisfaction at moderate cost.

The "Wickless" Blue Flame Oil are in very great demand, wherever gas cannot be used.

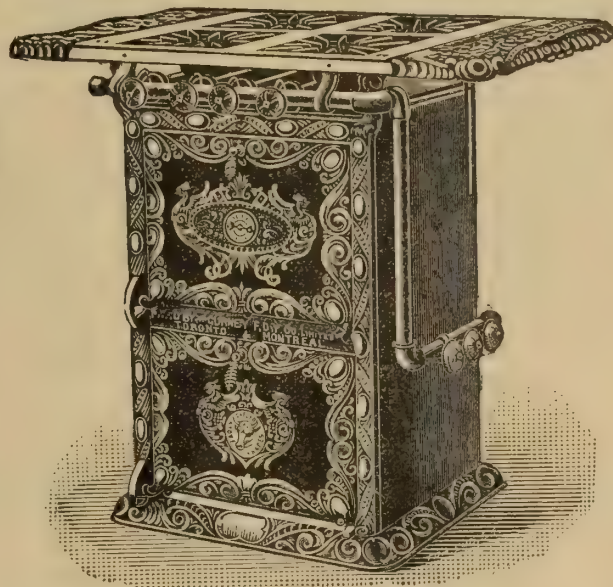
Write us for details if you're not handling them. You can do a big trade and a satisfying trade in "Oxfords" and "Quick Meals."

WRITE NOW.

### The Gurney Foundry Co., Limited

THE GURNEY-MASSEY CO., LIMITED,  
MONTREAL.

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## The Berkefeld Filter

which is the only filter proved to afford complete protection against the communication of waterborne disease, "WHICH GIVES A QUICK AND LARGE SUPPLY SUFFICIENT FOR ALL HOUSEHOLD REQUIREMENTS."

Adopted by Her Majesty's, the Indian,  
the Egyptian, and many Foreign Gov-  
ernments.

In use in all the leading London and Pro-  
vincial Hospitals.

### The Berkefeld Filter Company, Limited.

121 OXFORD STREET,  
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Contractors to Her Majesty's Government for the supply of Filters for the use of the Troops in South Africa.

## ECONOMY GASOLINE STOVE

— AND —

## QUICK=BAKER OVEN.

The Stove and Oven that always give perfect satisfaction. No Dust. No Dirt. No Ashes.  
No Waste. No Discomfort. Baking and Ironing in summer a pleasure.

10 POUNDS  
BREAD  
BAKED FOR  
ONE CENT.



8 DOZEN  
BISCUITS  
BAKED FOR  
ONE CENT.

Two-Burner Stove, with Extra Burner for Oven.

The Quick-Baker is ready for use in seven minutes.

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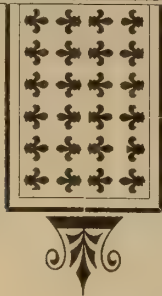
197 King St., LONDON, ONT.

We want the trade in all parts of the DOMINION TO HANDLE THIS STOVE AND OVEN.

LIBERAL TERMS. WRITE FOR PRICES.



# THE SPRING TRADE



To secure thoroughly reliable goods send  
your orders for

**Ready-Mixed House and Floor Paints,  
Varnishes, Japans, Coach Colors,  
White Lead, Colored Paints, Enamels,  
Wood Stains, Wall Tints, Putty, etc.**

To **Henderson & Potts,**

NOVA SCOTIA PAINT AND  
VARNISH WORKS,

HALIFAX, and 747 Craig St., MONTREAL.

Sole Agents for the  
Dominion for

**Brandram's Celebrated White Lead.**

## Kemp's Wickless Blue Flame Oil Stoves



The Latest Improved and most reliable Stove  
made,

Handsomely finished in Cabinet Form.

Convenient—Every part easily accessible.

Absolutely Safe.

No Smoke. No Smell. No Dirt.

Powerful Burners, giving intense Heat.

Lights instantaneously.

Sight Feed.

Economical in fuel.

Simple in construction and easily taken apart.

Made in a variety of styles and sizes.

**Kemp Manufacturing Co.,**

TORONTO,  
CANADA.



# HARDWARE AND METAL

Vol. XII.

MONTREAL AND TORONTO, JUNE 9, 1900.

No. 23

President,  
JOHN BAYNE MACLEAN,  
Montreal.

## THE MacLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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**WHEN WRITING ADVERTISERS  
PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER**

### OPENING FOR TRADE IN AFRICA.

IN another page is printed an interview with Mr. G. H. Dunn, a member of the wholesale hardware firm of Findlay & Co., Cape Town, South Africa.

The interview is interesting in a general sense, but it is particularly so in one respect, and that is the revelation it makes of the evidently earnest desire of Mr. Dunn to import goods of Canadian manufacture.

It will be noticed that he is prepared to give Canada the preference over United States goods. All he wants to be satisfied about is that he can buy Canadian as cheap as he can British and German goods. If

he can he does not want to even know what he could buy the same goods for in the United States. It may not be businesslike, according to the custom in vogue these days. But it is certainly magnanimous, and it is to be hoped that he will gain rather than lose by his magnanimity.

His firm carries everything in stock that a wholesale house in Canada would carry, and, besides that, deals in agricultural implements and rubber goods.

As to whether Canadian manufacturers can sell him or not will depend upon themselves. If they can sell him as low as can the British and German manufacturers, they can get his business, but it will be noticed he emphasizes the necessity of manufacturers ascertaining, before they send him catalogues or price lists, whether or not they can compete with British and German manufacturers in similar lines. He desires this in order that his time and that of the manufacturers may not be unnecessarily taken up.

Canada's export trade with British Africa is, at present, small, amounting to less than a quarter of a million of dollars. The principal lines are:

|                                              |          |
|----------------------------------------------|----------|
| Breadstuffs . . . . .                        | \$ 6,593 |
| Bicycles . . . . .                           | 6,051    |
| Carriages . . . . .                          | 1,051    |
| Carts . . . . .                              | 2,540    |
| Cotton, and manufactures of . . . . .        | 14,564   |
| Drugs, etc. . . . .                          | 4,260    |
| Agricultural implements . . . . .            | 8,058    |
| Metals, and manufactures of . . . . .        | 40,159   |
| Musical instruments . . . . .                | 6,857    |
| Spirits and wines . . . . .                  | 2,755    |
| Pine deals . . . . .                         | 34,330   |
| Spruce and other deals . . . . .             | 11,111   |
| Planks and boards . . . . .                  | 50,747   |
| Household furniture . . . . .                | 6,228    |
| Doors, sashes, blinds . . . . .              | 5,755    |
| All other wood and manufactures of . . . . . | 6,772    |

Although our trade with British Africa is small, it is growing. In wood and manufactures thereof it increased over 100 per cent. last year. The total export trade during each of the last five years was as follows: 1895, \$72,910; 1896, \$154,465; 1897, \$127,833; 1898, \$136,164; 1899, \$222,473.

It can scarcely be hoped that Canada's trade with South Africa will expand as quickly as British territory is expanding in that part of the world, but manufacturers in Canada should make an effort to secure a share of the increased trade which is certain to be experienced there before a great while.

### LOANS BY BANKS TO MERCHANTS.

The members of the Canadian Manufacturers' Association have been watching the banking bill which is now under consideration by Parliament. This is evident from the improvements they would like to see made in it.

At a meeting of a committee of the association on Tuesday a recommendation to Parliament was drawn up to the effect that banks should be compelled to register loans advanced to business men on the strength of goods held in stock. Because this is not now done, much money has been lost to manufacturers and wholesalers.

Nothing in the long run is lost by faithful service, for, if one employer does not recognize it, another will. Men who, in season and out of season, do their best are few enough to be scarce.



## COMMERCIAL EDUCATION AS A FACTOR IN TRADE.

**D**URING the delivery of a recent speech, the Right Hon. Joseph Chamberlain, Secretary of State for the Colonies, urged that more attention should be paid by the universities in Great Britain to commercial education, and held up the United States and Canada as examples.

The question of commercial education is attracting growing interest in Great Britain. Although as a commercial nation Great Britain still leads the world, observing and unprejudiced men recognize that some of her competitors, notably the United States and Germany, are gaining upon her with alarming rapidity. And the Secretary of State for the Colonies was only voicing what a good many have already expressed in regard to the question.

At the recent annual meeting of the Birmingham Chamber of Commerce, a resolution was carried by a large majority expressing the opinion that it was "highly desirable that an application be made to Her Majesty's Government, asking that equally liberal Government grants may be given to commercial subjects as are at present given to the science subjects in all schools to which such grants are voted." The question also came in for some consideration at the annual meeting of the Derby Chamber of Commerce, when a resolution was unanimously adopted urging "that the needs of commercial education be recognized by the direct representation of chambers of commerce upon boards of education."

All this agitation for greater attention to commercial education by the State is, of course, due to the belief that the British manufacturers will thereby be better able to compete in the foreign market.

In the British salesman and the British mechanic there is, doubtless, just as good raw material as is to be found in salesmen and mechanics of other nationalities; but it has not been as well developed.

The commerce done by all nations is estimated at \$18,000,000,000. Based on that valuation, England's share is 18.3 per cent., Germany's 10.8 per cent., and that of the United States 9.7 per cent.

In a United States consular report of June 2 is a document from the consul at Anna-berg, Germany, dealing with England, Germany and the United States in the world's markets.

"Germany," it says, "has built up her commerce at England's expense; and the United States, which is just entering the field, is building up a great foreign trade at the expense of both."

One of the causes he assigns for the development of the trade of Germany is the better technical knowledge of the branches of trade by the German traveling salesmen. "They are," says the consul, "familiar with more languages than agents of other countries. They are active, resourceful, and gifted with tact, three essential things in selling goods in a foreign country."

Although Canada has been held up by the Right. Hon. Joseph Chamberlain as an example in the way of commercial education, we, in this country, know how little claim we can set up as an example in this respect. The nucleus of technical education has been planted, but its development has been slow. Business men, as represented by the Board of Trade and the Manufacturers' Association, are taking a livelier interest, and the Government is more disposed to tender its patronage, but we are about as far from Germany, in regard to technical education, as the moon is from the earth, while, under our ordinary educational system, we are taught by implication, if not by practice, that foreign languages are only to be acquired by those who are destined for law, the church, or for medicine.

The educational system may be an improvement on that in vogue at the time of our forefathers, but it is still far from perfect, and in no particular more so than in the fitting of the youth of the country for a commercial career.

Canada aims to be numbered among the leading commercial nations of the world. The sooner due attention is given to the question of commercial education the sooner will the aim be realized. We cannot afford to point the finger at Great Britain and sit idly by ourselves.

## THE PRICE OF GERMAN CUTLERY.

**W**HATEVER effect the unsettled condition of the iron market in the United States may ultimately have upon the trade in Germany, at present the labor troubles in that country are exercising a decidedly bullish influence, particularly in such lines as cutlery.

Within a comparatively short space of time the better class of scissors and shears have advanced about 10 per cent., and the commoner grades about 20 per cent. In knives of the better grades there has been an appreciation of 5 to 7 per cent., and in the commoner grades of 10 to 25 per cent.

Except in pearl-handled knives, which have advanced largely on account of the increased cost of pearl, the appreciation in values is not due to the influence of raw material; it is practically altogether due to labor troubles.

The men employed on the higher class of goods being paid better than those working on the lower grades explains the difference in the increase in the price of the two grades of goods.

Taking into account the labor troubles and the fact that the manufacturers are busy, it is probable that German goods will be steady in price for some little time to come.

## REDUCTION IN GALVANIZED PAILS.

What are known as "Straight" or "Dufferin" pattern galvanized pails have been reduced in price. The discount is now 50 to 50 and 10 per cent. off the list. This means a reduction in price of from 9 to 12 per cent.

The reduction is not due to any decrease in the cost of raw material or to the want of business. It is due altogether to the cutting of prices by some of the makers.

English-pattern galvanized pails are unchanged, the discount still being 45 per cent.

## CASTOR OIL DEARER.

The price of castor oil, which has been steadily stiffening, shows an advance of  $\frac{1}{2}$  to 1c. all around this week, the quotations now being 10 to 10 $\frac{1}{2}$ c. for East Indian in cases, and 10 $\frac{1}{2}$  to 11c. for single tins. As the cause of the strong tone of the market is the shortage in last year's crop of castor beans, there is little likelihood of an easier feeling till manufacturers start refining this year's crop.



## THE IRON AND STEEL SITUATION.

IRON and steel are still tending downward in price, both in the United States and Great Britain. The condition of affairs in the former country has still got more to do with the decline in the latter than any other influence.

When and where the downward trend of prices in the United States will cease, no one knows. At present, there is an over-production in both iron ore and pig iron. At to day's rate, pig iron is being produced at the rate of 15,000,000 tons per annum, but the declining prices will naturally, in time, curtail production, for the value of pig iron is getting to a point, if it has not already arrived there, where it will not pay antiquated furnaces to manufacture.

At a meeting of the Bessemer Association, held in Pittsburg this week, the price of Bessemer pig iron was reduced to \$20 per ton Pittsburg, and to \$19.10 per ton in the Valley for delivery in the second half of this year. This is a decline of \$4.90 in both instances. No. 2 foundry iron in Cleveland is nearly \$2 per ton below the figures maintained until within the last fortnight.

The manufacturers of steel billets have this week reduced their prices \$6 per ton, the figure at Pittsburg now being \$28. The tendency is also downward in finished iron. Furnace and foundry cokes are feeling the effect of the depression in iron, and several ovens have been blown out, while prices are down \$1 per ton from the highest point.

Reports from Germany are somewhat conflicting in regard to pig iron. From Berlin comes the statement that the weakening in prices in the United States "has failed to produce any practical effect," and it is asserted that pig iron in that country is scarce, and is likely to remain so for some time. From a British source it is contended that "Glasgow brokers, who are in Germany on business intent, are sending over very doleful accounts of the position of the iron trade there. Buyers will not operate, and for this the free offers from America are said to be responsible. Where months ago there was only one American representative there are now 20, and consumers naturally concluding that the multi-

tude means weakness hold off." As far as the manufacturers of finished products in Germany are concerned, it is known that they are decidedly busy.

It does not follow because the price of pig iron and steel is declining in price that we have run into a cloud of commercial depression. A careful view of the situation should convince one of that.

It is not depression that is producing lower prices. Prices have been abnormally high. They are now in process of returning to the normal. And while this is going on the market is naturally unsettled.

Although the tendency of iron is still downward, business is evidently settling down to a steadier basis. At the same time, however, it will be some time yet before the trade conditions will be normal.

But over against the influence of the declining prices it must be remembered that a number of furnaces and mills in the United States are closing down, and that there are a number of undertakings on this as well as on the other side of the line which are waiting for normal prices before being commenced.

Then, while in Great Britain trade is on the wane, the statistical position of pig iron is favorable, stocks there being on the decline. The shipbuilding and engineering trades there are busy, and with the close of the war in South Africa there is certain to be a heavy demand from that part of the world for structural material.

Taking everything into consideration, trade promises to be in a more satisfactory condition on both sides of the Atlantic a few months hence than it is at present.

### WILL THE PRICE OF PIPE ADVANCE?

An effort is being made this week among the jobbers in Toronto to put a stop to the present cutting in the price of iron pipe. And, from what *HARDWARE AND METAL* can gather, it is likely to be successful.

In the meantime, however, pipe is being sold much below ordinary quotations. For instance, inch black pipe is being sold at \$5.40 and 2-inch at \$11.60.

The cutting is not so sharp in galvanized as in black pipe, but  $\frac{1}{2}$  inch is being sold at \$5, and inch at \$8.00.

If the scheme now being floated is successful, prices will be advanced 10 per cent.

## CARTAGE CHARGES.

Editor *HARDWARE AND METAL*: I was very glad to see in a recent issue of your paper a letter from Boyle & Son protesting against the most unfair practice that the railway companies have of adding at their own discretion an additional charge from the wholesale house to the station. I have this moment been paying a lot of shipping bills from the G.T.R. from Toronto. On nine bills I am taxed 90c. From Harriston and other small places that we buy stuff from there is no extra tax. I have just received a lot of seed from Chicago. There are no taxes in that city for cartage. If we sell a bill of goods to a customer, would it appear fair to charge him 10 or 15c. to deliver it at his house, or, if going on the train, charge him for taking it to the station?

This extra charge appeared to me from the first to be a most unfair tax on the retail man, who has to stand the blunt of all errors and losses between customers and goods.

You take the large retail establishments in large cities, they keep delivery rigs; and even in small towns the grocer keeps a rig to deliver his goods. What right has the wholesale man to tax his customer for cartage on the goods he buys? It is an unfair thing, and, if the retail men throughout the country would protest, as they should do, I fancy the thing could be abolished.

SMITH & PETHICK.

Wingham, May 30, 1900.

### HE IS INTERESTED IN CUBAN RAILWAYS.

Mr. William Doull, of Montreal, Canada, who is largely interested in electrical and steam railways in Cuba, and who is one of the syndicate now controlling the street railway franchises in Havana, has just returned from the island. In an interview, *The Western Electrician* quotes him as being very enthusiastic over the possibilities which the development of Cuba affords. Mr. Doull, it will be remembered, went to Cuba for the purpose of opening the Cuban Electric Railway, an enterprise in which several Halifax, N.S., and Montreal capitalists are interested. The enterprise, this gentleman says, is showing results fully up to the most sanguine expectations of its promoters. The net receipts for the first month after the opening reached \$6,000. The company own the ferry between Havana and Regla. From Regla the company has constructed an electric railway of three miles to the city of Guanabacoa, where a large number of Havana people have residences. The Cuban Electric Co. is laying out a pleasure park at Guanabacoa, which will be electrically lighted and contain all the attractions possible, the purpose being to make it a cheap pleasure resort for the evenings.—*New York Journal of Commerce*, June 6.



## HE WANTS CANADIAN-MADE HARDWARE.

HAVING learned that a Mr. G. H. Dunn, a Cape Town wholesale hardware merchant, was in Toronto I looked him up on Saturday morning last at the Queen's Hotel. Mr. Dunn, although an Englishman by birth, is an Africander in his sympathies without at the same time losing any of his love for the Motherland. He is probably about 50 years of age, is unassuming, and is an interesting conversationalist.

When I called upon him he was engaged in making preparations for his departure by the next train, so that my interview with him was necessarily brief; but it was pleasant.

What chiefly induced me to look up Mr. Dunn, who is a member of the firm of George Findlay & Co., Cape Town, South Africa, was the information conveyed to me by a friend that he was desirous of importing such Canadian manufactured goods as his firm handled. What my friend had intimated I found to be true.

"I am," he in effect explained, in reply to an inquiry of mine, "on my way to England as a representative from Cape Town to the Congress of Chambers of Commerce which meets in London. When I reached Maderia I received a cable from Cape Town informing me of the resolutions which had been passed by some of the boards of trade in Canada

### IN REGARD TO IMPERIAL QUESTIONS.

As I was going to the United States, I decided I would take a run into Canada and try and get a grasp of the Imperial question as viewed by Canadians, and particularly the views of the delegates to the Congress of the Chambers of Commerce. You know, when you get up to speak at such a gathering as that of the Congress of the Chambers of Commerce on the question of closer relations between the Mother Country and the colonies, it is well that you should understand, as far as possible, the views of the different colonies that will be represented there."

During further conversation with Mr. Dunn I learned that he had

### AN IMPERIALISTIC SCHEME

of his own. Briefly it is, that the different self-governing colonies in the Empire shall agree to contribute a percentage of their revenue to the cost of Imperial defence, and that representation in a federal council shall be in proportion to the contributions of the several colonies.

"You see, that will not be the Mother Country taxing us. It will be us taxing ourselves for the benefit of the Empire."

Coming to the chief purpose of my inter-

view with him, I found that, during his sojourn in the United States, he had made purchases of some lines of hardware for shipment to his firm in Cape Town.

### HAD NOT THOUGHT OF CANADA.

"You know," he explained as he slapped one hand upon his knee, "I never thought of trying, much more of buying, anything in Canada. I do not know how it was, but I know the thought never crossed my mind. It was when I crossed over into this country and saw the old flag flying that I began to think of buying goods in Canada. We deal extensively in builders' hardware, coach-builders' hardware, tools of all descriptions, axes, agricultural tools, such as forks, rakes, shovels, spades, rubber goods; in fact, practically

EVERYTHING A HARDWARE STORE KEEPS here we keep. We also keep agricultural implements. With the short time at my disposal I have not had time to visit more than two or three representative firms in Canada, so I am not prepared to say what lines we can buy from you. I would like to buy goods of Canadian manufacture, and will buy all I can.

"When I was in the United States, before I thought of Canada, I requested several firms to send me catalogues and prices. I would now like Canadian manufacturers to do the same. But

### I DO NOT WANT THEM TO SEND

unless they know they can compete in our market with the manufacturers of Great Britain and Germany. It will be wasting their time as well as ours. They must know what they can do before they undertake to do business. If you say anything about the matter in **HARDWARE AND METAL** I would like you to emphasize that.

### WILL GIVE CANADA THE PREFERENCE.

"Now, to give you an idea how anxious I am to buy Canadian goods, I have made up my mind not to open catalogues and price lists I may get from the United States if I get similar catalogues and price lists from Canada. If Canada can in any lines compete with Great Britain or Germany her manufacturers shall get our business. I do not care if the United States can sell even lower."

I told Mr. Dunn I considered that gracious of him, but he seemed to think that after what Canada was doing for South Africa it was nothing but his duty to give Canadian manufacturers whatever business he could.

### HUMILIATION OF BRITISH IN SOUTH AFRICA.

"No one knows what the British people have undergone in South Africa during the

last 20 years," added Mr. Dunn, while his face assumed a seriousness it had not hitherto expressed. "It had got unbearable. The Home Government was apathetic and we dared do nothing of ourselves. The result was that the British in South Africa were called by the Dutch a 'white-livered lot.'"

When Mr. Dunn hurriedly pulled out his watch, I ceased plying him with questions and prepared to take my departure. As I moved away he made some complimentary remark regarding Canada.

"You like this country then, as far as you have seen it?" I ventured.

"Well, rather," he replied. "And the next extended holiday I can get I shall spend it in Canada."

**HARDWARE AND METAL** will be pleased to forward to Mr. Dunn any communications that manufacturers or others in Canada may desire to address to him.

### THIS IS NOT A JOKE.

Many a man has made a fortune through judicious advertising. Take two men starting in business at the same time. One uses all the money he makes in living well, and sometimes even extravagantly. The other invests all the surplus cash that he can lay his hands on in advertising here, there, and everywhere that he thinks will attract public notice. What is the result? The man who advertises has crowds flocking to his shop to see the beauties of the advertised goods, and as the public begin to run, so will they continue from sheer force of habit. The first shopkeeper will, in the meantime, be sitting, unthought of and uncared for, aghast at the crowds which daily throng the counters of his competitor, and bitterly bemoaning the bad luck which has followed his own venture into trade. Yet he has no one to blame but himself.—Chauncey M. Depew in *New York Journal*.

Babb & Kirkland have purchased the hardware business of A. L. Ashdown, in Portage la Prairie, Man., and have taken possession. Both gentlemen were in the employ of Ashdown's establishment in Winnipeg for a number of years.

## WIRE NAILS TACKS WIRE

Prompt Shipments

**The ONTARIO TACK CO.**  
Limited  
HAMILTON, ONT.



## BUSINESS CHANGES.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**W**M. RIVINGTON, general merchant, Carp, Ont., has assigned to Wm. A. Cole, Ottawa. The creditors meet at Mr. Cole's office to-day (Friday).

W. J. Dowding, saddler, Goderich, Ont., has assigned to W. R. Robertson.

Dickson, Wright & Co., general merchants, Truro, N.S., have suspended.

Charles D. Chown, hardware dealer, Kingston, Ont., has assigned to J. A. Garland.

Lamarche & Benoit have been appointed curators of E. Wodon, general merchant, Kildore, Que.

John Furlong, hardware dealer, St. John's, Nfld., has made application for declaration of insolvency.

A. Wren & Co., manufacturer of agricultural implements, Forest, Ont., have assigned to Wm. G. Owens.

A meeting of the creditors of Abbe J. Cassidy, general merchant, St. Antoine, Que., will be held on June 9.

A meeting of the creditors of F. H. Yemen & Co., general merchants, Honeywood, Ont., will be held to-day (Friday).

## PARTNERSHIPS FORMED AND DISSOLVED.

Morrison & McInnis have registered partnership as general merchants in Sydney, N.S.

Wood & McBeath, general merchants, Sydney, N.S., have registered a new co-partnership.

Sophie Paquit has registered as proprietress of Daniel Beaucage & Co., general merchants, St. Alban, Que.

Aaron F. Campbell and G. Barton Nixon have registered partnership under the style of Campbell & Nixon, general merchants, Hartland, N.B.

McArthur, Corneille & Co., wholesale paint and oil dealers, Montreal, have dissolved. James C. McArthur continues alone.

Wm. S. and A. H. B. Macgowan have registered as proprietors of W. S. Macgowan & Co., general merchants, New Westminster, B.C.

Layton Bros. & Co., general merchants, Great Village, N.S., have dissolved, and a new partnership has been registered by Fulton & Layton.

## SALES MADE AND PENDING.

J. G. Davidson, general merchant, Kilmaurs, Ont., has sold out.

T. A. Foster, general merchant, Bridgetown, N.S., is selling out.

The business of Oxner & Duff, general merchants, Bridgewater, N.S. is advertised for sale.

The stock of the estate of T. F. Robinson

## Every Good Argument

needed in paint selling can be used with absolute truth in regard to

## THE SHERWIN-WILLIAMS PAINT

All paint buyers are looking for the same thing—the best and most economical painting material. They may have different notions as to what that material is, but they are all open to conviction and can appreciate sound arguments about good paint. The same arguments put forcibly appeal to them all.

It is easy to prove that S.-W.P. covers most, wears longest, looks best and is most economical, and those are the points paint users are after.

You can get all the good paint trade in your town if you go after it with S.-W.P.



THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

Canadian Division:  
Montreal.  
21 St. Antoine St.,

CLEVELAND. BOSTON.  
CHICAGO. TORONTO.  
NEW YORK. SAN FRANCISCO.  
MONTREAL. KANSAS CITY.

& Co., general merchants, West Lorne, Ont., has been sold.

The stock of George G. Rebagliati, general merchant, Lytton, B.C., is advertised for sale by tender.

Mrs. Joseph Verville, general merchant, St. Jean des Chaillons, Que., has sold her stock and book debts at 59c. on the dollar.

## CHANGES.

T. D. Sturgeon, hardware dealer, Melita, Man., has sold out to Walter Blythe.

C. S. Stewart, general merchant, Harrow-smith, Ont., is retiring from business.

T. S. Ryan, blacksmith, Deer Park, Ont., has been succeeded by A. H. Gilmore.

Barnett & Green, machinists, Brandon, Man., have been succeeded by Thomas & Co.

Endacot & Co., general merchants, Corbetton, Ont., have sold out to Thomas Pizer.

Mrs. Labelle has registered as proprietress of R. Labelle, general merchant, Farnham, Que.

Knittle & Willoughby, blacksmiths, Oil Springs, Ont., have been succeeded by Morris & Willoughby.

Alice Andotte has registered as proprietress of Boulanger & Cie., general merchants, Chaudiere Junction, Que.

Joseph Lawson, blacksmith, Manchester (Auburn, P.O.), has retired from business,

Andrew Youngblut, tinware and hardware dealer, of the same place, is removing to Hensall, Ont.

## FIRES.

J. R. Kaufman, carriagemaker, Waterloo, Ont., has suffered damage by fire; insured.

The sawmill of H. Bartholomew, general merchant and miller, Vanessa, Ont., has been burned.

## NEWFOUNDLAND FRANCHISES.

A press despatch from St. John's, Nfld., under date of June 4 says: Mr. R. G. Reid, the Montreal millionaire contractor, now operating the Newfoundland Railway and kindred enterprises, recently proposed to transfer the franchises he holds to a limited liability company, with a capital of \$25,000,000. He applied to the Government for permission to effect the transfer—a permission rendered necessary by the terms of his contract with the Government. The Cabinet refused to give its sanction unless Mr. Reid would agree to amend the contract on lines suggested by Mr. Bond, the Premier. Mr. Reid declined to make the proposed amendments and a deadlock has ensued.

"Mr. Reid has suspended all operations except those required under the most literal interpretation of his contract. Hundreds of operatives were discharged to-day."



## NEW VARNISH LIST.

**A**S announced in last week's **HARDWARE AND METAL**, the manufacturers of varnishes have agreed to alter the terms of selling their product. The list price has been doubled, but, as a general discount of 50 per cent. is allowed, the net price is unchanged. The list price adopted is as follows:

## FURNITURE VARNISHES.

|                                    | Bbl. Price free. | Less than bbl. pkgs. extra. | 1 Gal. free. |
|------------------------------------|------------------|-----------------------------|--------------|
| No. 1 cabinet polishing .....      | \$1 50           | \$1 70                      | \$5 10       |
| Furniture polishing .....          | 3 70             | 3 90                        | 4 30         |
| Extra furniture rubbing .....      | 3 70             | 3 90                        | 4 30         |
| Kauri furniture rubbing .....      | 3 00             | 3 20                        | 3 60         |
| Extra furniture .....              | 2 20             | 2 40                        | 2 80         |
| Extra No. 1 furniture .....        | 2 00             | 2 10                        | 2 50         |
| No. 1 furniture .....              | 1 50             | 1 60                        | 2 00         |
| Union furniture .....              | 1 30             | 1 40                        | 1 80         |
| Extra chair .....                  | 2 20             | 2 40                        | 2 80         |
| No. 1 chair .....                  | 1 50             | 1 60                        | 2 00         |
| Agric. implement .....             | 2 20             | 2 40                        | 2 80         |
| Copal boat .....                   | 6 00             | 6 20                        | 6 60         |
| No. 1 boat .....                   | 4 00             | 4 20                        | 4 60         |
| Copal spar .....                   | 6 00             | 6 20                        | 6 60         |
| No. 1 spar .....                   | 4 00             | 4 20                        | 4 60         |
| Organ rubbing .....                | 3 00             | 3 20                        | 3 60         |
| Organ polishing .....              | 3 00             | 3 20                        | 3 60         |
| Dipping varnish .....              | 1 20             | 1 30                        | 1 70         |
| Extra light oil finish .....       | 4 00             | 4 20                        | 4 60         |
| Light oil finish .....             | 3 00             | 3 20                        | 3 60         |
| Hard oil finish .....              | 2 50             | 2 70                        | 3 10         |
| Carriage rubbing (lowest grade) .. | 3 80             | 4 00                        | 4 40         |
| No. 1 carriage .....               | 2 70             | 2 90                        | 3 30         |
| Elastic oak .....                  | 2 70             | 2 90                        | 3 30         |

## JAPANS, ETC.

|                                               |        |        |        |
|-----------------------------------------------|--------|--------|--------|
| Coach painters' gold size .....               | \$5 50 | \$5 70 | \$6 10 |
| Gold size japan .....                         | 2 80   | 3 00   | 3 40   |
| Turp't brown japan .....                      | 2 20   | 2 40   | 2 80   |
| Union brown japan .....                       | 1 50   | 1 60   | 2 00   |
| Benzine brown japan .....                     | 1 20   | 1 30   | 1 70   |
| Lightning dryer .....                         | 1 00   | 1 10   | 1 50   |
| Turp't black japan .....                      | 2 20   | 2 40   | 2 80   |
| Union black japan .....                       | 1 50   | 1 60   | 2 00   |
| Benzine black japan .....                     | 1 00   | 1 10   | 1 50   |
| Pure asphaltum .....                          | 2 20   | 2 40   | 2 80   |
| Asphaltum stain .....                         | 1 70   | 1 80   | 2 20   |
| Black walnut stain .....                      | 1 70   | 1 80   | 2 20   |
| Benzine baking black japan (bbls. only) ..... | 1 30   |        |        |

## SHELLAC AND DAMAR.

|                        |        |        |        |
|------------------------|--------|--------|--------|
| Bleached shellac ..... | \$4 20 | \$4 40 | \$4 80 |
| Orange shellac .....   | 3 80   | 4 00   | 4 40   |
| No. 1 shellac .....    | 3 40   | 3 60   | 4 00   |
| Spirit copal .....     | 2 40   | 2 60   | 3 00   |
| Crystal damar .....    | 3 50   | 3 70   | 4 10   |
| No. 1 damar .....      | 3 10   | 3 30   | 3 70   |

## LEVER LID VARNISHES.

|                        | Per tin. No. 1. | Per tin. No. 2. | Per tin. No. 3. |
|------------------------|-----------------|-----------------|-----------------|
| Brown japan            |                 |                 |                 |
| Black japan            |                 |                 |                 |
| Stove pipe varnish     | \$ 48           | 28              | 16              |
| No. 1 furniture        |                 |                 |                 |
| Turp't brown japan     |                 |                 |                 |
| Turp't black japan     |                 |                 |                 |
| Extra furniture        |                 |                 |                 |
| Hard oil finish        | 72              | 44              | 24              |
| No. 1 carriage         |                 |                 |                 |
| Elastic oak            |                 |                 |                 |
| Gold size japan        |                 |                 |                 |
| Damar varnish .....    | 84              | 48              | 26              |
| Orange shellac .....   | 1 00            | 54              | 30              |
| Bleached shellac ..... | 1 10            | 60              | 34              |
| Copal boat .....       | 1 50            | 80              | 44              |

The list price for packages has been advanced in the same degree that the contents have, and bear the same discount. They are now listed as follows: Kegs, 20-25 gal., \$3; 10-gal., \$2.20; tins with cover, 10-gal., \$1.50; 5-gal., \$1; 3-gal., 80c.; 2-gal., 70c.; tins without cover, 5-gal., 80c.; 3-gal., 60c.; 2-gal., 50c.; 1-gal., 40c.;

½-gal., 30c.; ¼-gal., 20c.; ⅛-gal., \$1.50 per gal. Empty packages, if in good condition, are returnable at 75 per cent. of the price charged.

These prices are subject to payment in four months at the general discount of 50 per cent. A special cash discount of 3 per

cent in 30 days from invoice, or 3½ per cent. spot cash is also given. The delivery points are Halifax, St. John, N.B., Montreal, Toronto, Brantford and Windsor, Ont. (including Walkerville and Sandwich). Freights to other points may be equalized on any of the above points.

## Iver Johnson Bicycles

ARE  
Under-the-Market in  
--- Price. ---

You can't pay more  
and get your money's worth.

You can't pay less  
and get satisfaction.

Send for free Illustrated Catalogue.

## Iver Johnson's Arms & Cycle Works

Branches—  
New York  
Boston  
Worcester

Honest Cycles  
at  
Honest Prices.

\$25

Medium Grade.

\$35

High Grade.

\$45

Racers.

\$50

Cushion Frame Bicycles.

\$60

Chainless Models.

## Gilbertson's Galvanized Sheets

PATENT

**COMET**  
BRAND

FLATTENED

are suitable for all kinds of Galvanized work demanding uniform quality; being made of superior Siemens Steel, they will double seam either way of grain, are smooth, soft, and well galvanized, every sheet being carefully selected; weight and count of sheets per case fully equal to the best known brands imported, and cost less.

GILBERTSON'S are the only galvanizers who not only roll all their Steel Sheets, but manufacture all their own Steel in their own Steel Works, thus enabling them to put a soft and regular quality of steel into their sheets, which is impossible for galvanizers who buy their steel in the open market.

GILBERTSON'S CORRUGATED GALVANIZED SHEETS—all sizes.

### "GILBERTSON'S" SIEMENS-MARTIN TINPLATES

are soft, extra well coated, noted for deep stamping qualities, and for canners of fruits, meats, and fish have no equals. Cost no more than brands not nearly as well coated, or of equal quality.

BRANDS: "Gilbertson's," "Parsons," "Pontardawe,"  
"Lincoln," "Comet," "Regina," "Gwyned."

GILBERTSON'S TERNEPLATES. "Regina" brand.

IMITATION RUSSIA SHEETS—will not crack or scale. Pickled; cold rolled and close annealed.

SIEMENS-MARTIN STEEL SHEETS, close-annealed, close annealed and cold rolled (flat and free from buckles), also pickled.

BLACK CEILING PLATES, "Comet" brand. Pickled, cold rolled and close annealed.  
BLACK TAGGER PLATES. Pickled and close annealed.

Supplies carried by all wholesale jobbers. In ordering please mention brands.

**ALEXANDER GIBB,**

Agent

13 St. John Street, MONTREAL.



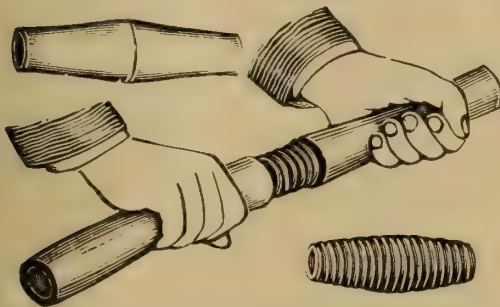
# H. S. HOWLAND, SONS & CO.

WHOLESALE  
ONLY.

37-39 Front Street West, **Toronto.**

ONLY  
WHOLESALE

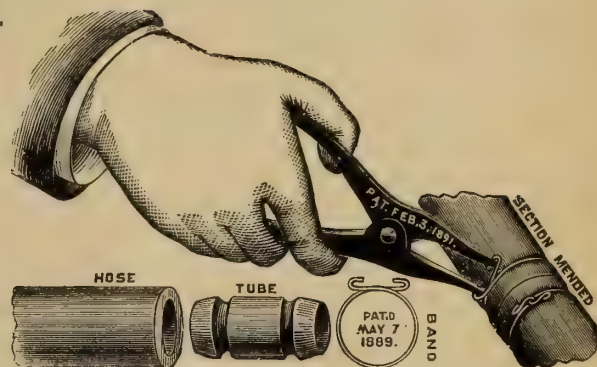
## GARDEN HOSE SUNDRIES.



HOSE MENDERS— $\frac{1}{2}$ — $\frac{3}{4}$  in.



HOSE COUPLINGS— $\frac{1}{2}$ — $\frac{3}{4}$  in.



HUDSON HOSE TIES— $\frac{1}{2}$ — $\frac{3}{4}$  in.  
HUDSON PLYERS.



CALDWELL HOSE TIES.  
 $\frac{1}{2}$ — $\frac{3}{4}$  in.



GLANCY'S HOSE CLAMPS.  
 $\frac{1}{2}$ ,  $\frac{3}{4}$  and 1 in.

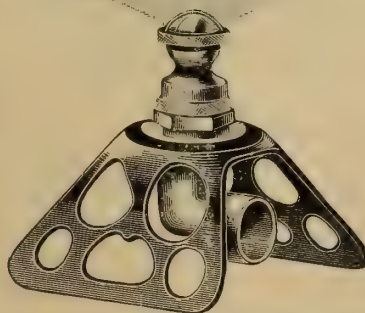


CALDWELL PLYERS.

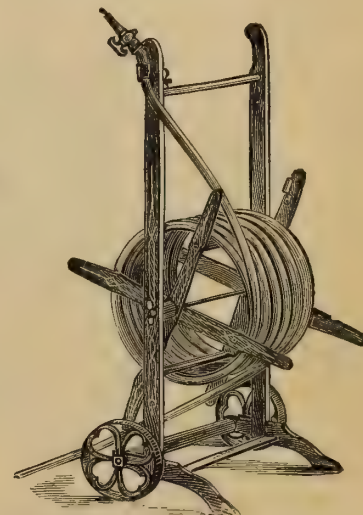
## RUBBER HOSE.



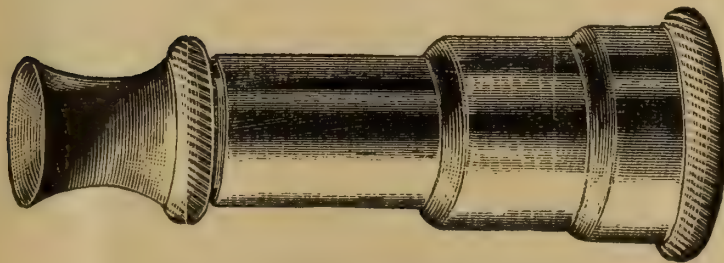
GARDEN HOSE— $\frac{1}{2}$ ,  $\frac{3}{4}$ , 1 in.



BALL FOUNTAIN LAWN SPRINKLERS.



"JIM DANDY" HOSE REELS.  
" " " with Drums.



"GEM" NOZZLES.



"MAGIC" NOZZLES.

**H. S. HOWLAND, SONS & CO., Toronto.**

WE SHIP  
PROMPTLY

Graham Wire and Cut Nails are the Best.

OUR PRICES  
ARE RIGHT.



## ELECTRIC CARS IN ST. JOHN'S.

THE United States consul writes under date of May 1: "Electric cars are now in operation on the principal streets of St. John's, Newfoundland, and hundreds of people from the outports have come to enjoy, with the inhabitants of the city, the strange sensation of being whirled along by such peculiar motive power. The street railway is operated by the trolley system, and will run 20 cars over seven miles of track; as the traffic increases the line will be extended to all the suburbs.

"The current which provides the power, as well as that for lighting, is generated nine miles from St. John's. The physical characteristics of the region lend themselves admirably to the success of this enterprise. There is a chain of four connecting lakes, and from the outlet of the last runs a flume, which is built along a steep hillside for 3,300 feet, until it disappears into a tunnel cut 350 feet through a bluff of solid rock. At the end of the tunnel is erected a huge sluice-box of timber, to the bottom of which is fixed a steel tube 6 feet in diameter. Through this the water drops 185 feet on a large water-wheel in the power-house, which sets the machinery in motion. The largest of the lakes supplying the water has a superficial area of 31,000,000 square feet; the next, 15,000,000; the third, 9,000,000; the fourth, 1,000,000, this being used as a regulating pond. The capacity of the plant is 1,600 horse-power, but the flume is of sufficient capacity to drive another plant of like size.

"The electricity is concentrated at the power-house and transmitted to the substation in St. John's at a voltage of 15,000. To-day, every portion of the apparatus was in circuit and every wire charged, the whole running as smoothly as if it had been going for years. The water-wheel and other machinery was built by The Stillwell, Bearce & Smith-Vail Co., of Dayton, Ohio, and the electric plant by The Westinghouse Co., of Pittsburg, Pa.

"The street railway is a subsidiary enterprise associated with the railway contract between the Government of Newfoundland and Robert G. Reed, of Montreal."

## CATALOGUES, BOOKLETS, ETC.

## IVER JOHNSON FIREARMS.

Iver Johnson's Arms and Cycle Works, Fitchburg, Mass., have long claimed to make honest goods at honest prices, and have boasted as features of their firearms safety, simplicity, accuracy and novelty. In the catalogue they have issued this year the characteristics of simplicity, accuracy, and novelty are combined in even as great a degree as is denoted in the firearms it describes. The cover is a handsome, life-

like lithograph. The inside is replete with illustrations and descriptions of Iver Johnson goods tersely given. There is pleasure, as well as instruction, in examining a product of such good skill in telling facts, as is shown in this catalogue.

## OSSEKEAG ENAMELED WARE.

The Ossekeag Stamping Co., Limited, Hampton, N.B., have issued their 1900 catalogue. This firm have established a solid reputation as makers of four kinds of enameled ware, namely: One-coated grey mottled ware; two-coated light spotted or "Domestic" ware; three-coated (brown outside, spotted with white and all white inside), or "Sterling" ware, and the ordinary three-coated white ware with blue edges. During the past year, this company have greatly increased their facilities for manufacturing, which has put them in an even better position than formerly to meet competition. A study of the pages of this catalogue should prove of practical benefit to the majority of hardware dealers.

## IRON MOULDERS MAY STRIKE.

Montreal iron founders are threatened with a strike of their moulders. The men claim that last year the employers promised them \$2.25 a day from May 1 last. When May 1 came the promised 25c. a day failed to materialize. Mr. Valentine, the president of the International Union of Iron Moulders, is expected in town in a few days, for the purpose of discussing the situation.

Mr. P. Ames, the well-known founder, explained the situation as follows:

"Last spring the moulders went out on strike for an increase in wages. They were earning at that time from \$1.65 to \$2 per day, by day's labor, and from \$2 to \$2.50 per day on piece-work. They demanded a uniform rate of \$2.50 per day. As it was impossible to grant this request, we closed our foundries. At the end of six weeks the men gave in and accepted an arrangement by which they were to be given \$2 per day up to May 1, 1900. The moulders demanded then that they should receive \$2.25 per day, and that for nine hours' work.

"The increase in wages was granted without delay; for the nine-hour day the founders' syndicate was granted until May, 1901. We never made any promise to our men for the 12 months, beginning May, 1900. It is impossible for us to accede to these demands. The founders' syndicate has commissioned its president, Mr. John McDougall, and Messrs. H. R. Ives and King, to meet Mr. Valentine, president of the Moulders' Union, and this conference will decide on peace or war. I do not think we can make concessions. We will close our foundries."

## CANADIAN AXES FOR GREAT BRITAIN.

Hereafter when Great Britain has an axe to grind with other powers, Canadian axes will be called into play to cut an important figure. Mr. H. Walters, axe manufacturer, of Hull, to-day received an order to furnish the chief inspector of general stores at the Royal Dock Yard, Woolwich, Eng., with 100 first-class axes for use in the British army and navy. The offer will be filled as soon as possible and the axes forwarded without delay. The present is probably a trial order, and Mr. Walters naturally feels highly gratified in securing it. It also reflects creditably on the worth of Canadian manufactured goods, as the best are considered none too good for use in the army and navy.

Mr. Walters also supplied the axes included in the outfits of the first Canadian troops sent to the Yukon under command of Major Bell, two years ago.

Some of the axes ordered may be forwarded to South Africa for the use of the troops there. Should this be the case they may fall into the hands of Mr. Walters' two sons, Hal and Morley, who are serving in the Canadian contingent.—Ottawa Citizen, May 5.

Wm. Jones has opened a blacksmith shop on Queen street west, Brampton.

## CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

## FOR SALE.

TWENTY-NINE years well-established Hardware Business for sale, in the best wheat-growing and stock-raising country. Present stock, \$3,500. Reason for selling, ill-health. For particulars, apply to JOHN LORENTZ, Baden, Ont.



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Drill Hall, Brockville, Ont.," will be received at this office until Wednesday, the 13th of June, for the construction of a Drill Hall at Brockville, Ont.

Plans and specifications can be seen and form of tender, and all necessary information obtained at this Department, and at the Inland Revenue Offices, Post Office, Brockville.

Persons tendering are notified that tenders will not be considered unless made on the form supplied and signed with their actual signatures.

Each tender must be accompanied by an accepted bank cheque made payable to the order of the Honourable the Minister of Public Works equal to ten per cent (10 p.c.) of the amount of the tender, which will be forfeited if the party decline to enter into a contract when called upon to do so, or if he fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,  
JOS. R. ROY,  
Acting Secretary.

Department of Public Works, }  
Ottawa, May 21st, 1900. }

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (93)



# PORTLAND CEMENTS

Best German, Belgian and English Brands.

Fire Bricks, Fire Clay, Flue Linings,  
Flue Covers, Drain Pipes  
Scotch and Canadian Tiles,  
Calcined Plaster,  
Granite Hard Wall Plaster,  
Wheelbarrows,  
Scotch Cranes and Derricks,  
Cement Concrete Mixers, Garden Vases,  
Ornamental Chimney Tops,  
Mortar Stains.

A full stock of Builders' and Contractors' Supplies.  
Write for Quotations.

## W. McNALLY & CO., Montreal

CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY.  
MONTREAL.

**WHY** sharpen your bar of steel?  
**USE** only "Aylmer Drills."  
**OLD** fashioned drills waste time and money.  
**WAYS** change as inventions multiply  
Send for circular and prices to  
**WM. J. CRAWFORD,**  
Room 39, Canada Life Building, MONTREAL.

## R. C. LEVESCONTE

Barrister, Solicitor, Notary, Etc

THE MCKINNON BUILDING  
Cor. Jordan and Melinda Streets

... TORONTO

Telephone 689.  
Cable "LeVesconte" Toronto.



Ontario Nut Works, Paris  
**BROWN & CO.**

Manufacturers of  
All sizes of Hot Pressed  
Nuts, Square and Hexagon

## KNOX HENRY

Heavy Hardware and Metal Broker  
Room 220½ Board of Trade, MONTREAL.

**SPECIALTIES** — C Brand Horse Nails — Canada  
Horse Nail Co.

**BOLTS** — Tire and Stove Rivets of all kinds — Chal-  
craft Screw Co.

**BRASS GOODS** — Gunn Castor Co., Limited, Bir-  
mingham, Eng.

# MOORE BROS.

LIMITED.

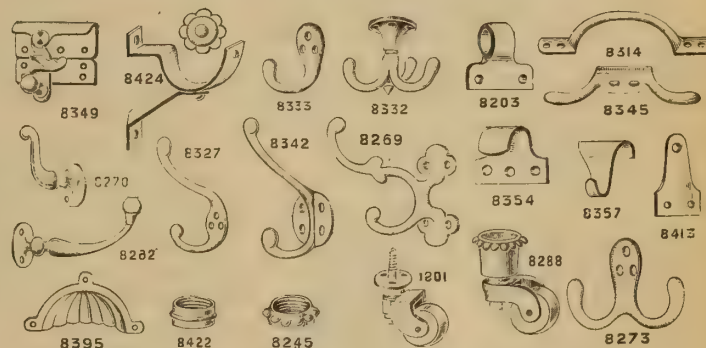
REGISTERED



TRADE MARK.

## BRASS AND IRON FOUNDERS

BIRMINGHAM, ENGLAND.



The original and sole manufacturers of the M.B. patent  
finished electro-brassed goods. Note the "Beehive" trade  
mark, and beware of imitations.

All goods put up in cardboard boxes.

Samples or illustrated lists free on application.



# PAINT BRUSHES

THAT ARE WELL FINISHED AND MAKE ATTRACTIVE SHELF GOODS

**ARE**

## REQUIRED

BY EVERY PROGRESSIVE HARDWARE STORE

## IN CANADA

THEY ARE MADE FROM CAREFULLY SELECTED MATERIALS, AND  
FULLY GUARANTEED BY THE MANUFACTURERS. PUT UP IN STRONG  
CARDBOARD **BOXES** AND NEATLY LABELLED.

## BOECKH BROS. & COMPANY

MANUFACTURERS, TORONTO, ONT.

Offices, Sample and Warerooms :  
80 York St. and 12 Clarence St.

Montreal Branch :  
1 and 3 DeBresoles St.



# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

MONTREAL, June 8, 1900.

### HARDWARE.

**T**HE week has been a very quiet one in hardware circles, for in this, as in other trades, the rejoicing over the fall of Pretoria has militated against business. In fact, all the houses gave a half-holiday when the news was received and the big firm of Caverhill, Learmont & Co. lined up its staff, supplied it with arms and a plentiful supply of ammunition and gave it permission to let things loose. The boys, of course, did so for all they were worth. There have been few, in fact, no important changes in value during the week, except the decline in the price of cordage.

**BARBED WIRE** — Business quiet and prices unchanged at \$3.40 per 100 lb.

**SMOOTH WIRE**—Only small quantities are moving and the base price is unchanged at \$3 20 per 100 lb.

**GALVANIZED WIRE** — There is a moderate trade doing. We quote: Nos. 6, 7, and 8 guage, \$3.95; No. 9, \$3.20; No. 10, \$4.10; No. 11, \$4.15; No. 12, \$3.35;

No. 13, \$3.45; No. 14, \$4.50; No. 15, \$5; and No. 16, \$5.25.

**FINE STEEL WIRE**—As last reported at 12 ½ per cent. off list.

**BRASS AND COPPER WIRE** — Without change. Discounts are 55 and 2 ½ per cent. on brass, and 50 and 2 ½ per cent. on copper.

**FENCE STAPLES**—There is a moderate demand for these and we quote bright \$3 60.

**WIRE NAILS**—Business continues dull at \$3.20 in small and \$3.10 in car lots.

**CUT NAILS**—There is no activity to note in these and the base is unchanged at \$2.85 in small, and \$2.75 in car lots f.o.b., Montreal.

**HORSE NAILS** — Trade is still quiet. Discount 50 per cent. on Standard and 50 and 10 per cent. on Acadia.

**HORSESHOES**—Quiet and unchanged. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow shoes, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; X L steel shoes all sizes, 1 to 5, No. 2 and

larger, \$4.20; No. 1 and smaller, \$4 45; feather-weight, all sizes, \$5.45; toe weight steel shoes, all sizes, \$6.55 f.o.b. Montreal.

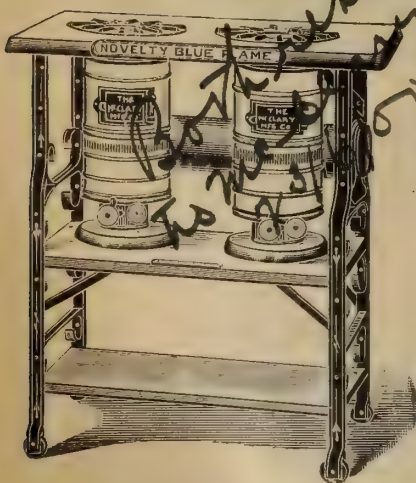
**SCREWS**—Business light. Discounts are: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67 ½ per cent.; flat head bronze, 67 ½ per cent.; round head bronze, 62 ½ per cent.

**BOLTS, ETC.** — As last reported. Discounts are as follows: Tire bolts, 60 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52 ½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52 ½ per cent.; bolt ends, 52 ½ per cent.; nuts, square, 3 ½ c. per lb. off; nuts, hexagon, 4c. off; stove bolts, 60 and 10; plough bolts, 50 per cent.

**RIVETS, ETC.** — Duller than last week. Discounts are: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 45 per cent. off; swedes iron burrs, 40 per

## "NOVELTY BLUE FLAME" OIL COOKING STOVE

A SURE SELLER FOR HOT WEATHER.



Comfortable for cooking with.

Very Economical on fuel.

The Blue Flame is produced by a specially constructed Brass Burner and is of the greatest intensity.

The wick cannot be turned into the oil.

The oil tank is situated away from the burners, keeping oil cool and preventing odor.

Undoubtedly the Best and Cheapest of its Kind.

## JAPANNED ICE BOX

3 SIZES

Simply a Refrigerator on a Small Scale.



Made with two walls of extra heavy galvanized sheet iron.

The provision chamber is large enough for any ordinary articles.

The ice compartment is made in a suitable proportion to the provision chamber.

Water is drawn off the ice by means of a Nickel Plated Lever Tap.

Sectional Shelves allow of large articles being placed in Box.

BE CONVINCED that this is a SELLER.

# THE McCLARY MFG. CO.

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER

"PROMPT SHIPMENT GUARANTEED."



American Sheet Steel Company

Battery Park Building

New York

Manufacturers of all varieties of

Iron and Steel Sheets

Black and Galvanized

Representatives for Canada  
B. & S. H. Thompson & Company  
26 St. Sulpice Street  
Montreal

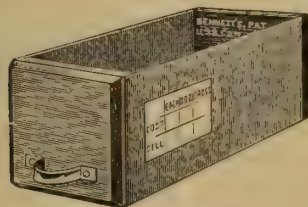
## Drain Pipes Portland Cements Fire Bricks

Contractors' and  
Founders' Supplies.

### F. HYDE & CO.

31 Wellington street, MONTREAL

## Bennett's Shelf Box



is strong, smooth and neat, saves 20 per cent. shelf room, and is made by the inventor and patentee, a practical hardwareman of 25 years' experience. For prices and particulars send to

J. S. BENNETT,

20 Sheridan Ave. TORONTO  
N.B.—Boxes made to fit your present shelving.

## Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

## Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

cent. off; copper rivets, 35 per cent.; coppered iron rivets and burrs, in 5-lb. carton boxes, 45 per cent. off.

CORDAGE—Very weak at 14½ to 15c. for manila, and 11 to 11½c., for sisal, as to quantity.

SPADES AND SHOVELS—Discounts remain 40 and 5 per cent., with business light.

FIREBRICKS—Remain firm, but quiet, at \$17 to \$24 per 1,000, as to brand, ex wharf.

CEMENT—Firm but dull. We quote: German, \$2.40 to \$2.60; English, \$2.30 to \$2.40; Belgian, \$1.80 to \$2.10.

### METALS.

There has been little change in the heavy iron and metal market.

PIG IRON—The market is quiet, and No. 1 Scotch has been sold at \$24.50 to \$25.50 as to quality ex wharf.

BAR IRON—Business is reported at former quotations: \$2.35 to \$2.45, as to quantity.

BLACK SHEETS—There is little to say in regard to these. We quote: 8 to 15, \$3.10; 18 to 20, \$2.90; 22 and 24, \$2.95; 26, \$3.10, and 28, \$3.15.

GALVANIZED IRON—Business is less active. We quote: No. 28 Queen's Head, \$4.75 to \$5.00, and No. 26, \$4.50 to \$4.75; Comet, No. 28, \$4.45 to \$4.70, and No. 26, \$4.15 to \$4.45.

INGOT COPPER—As last noted at 17 to 17½c.

INGOT TIN—Unchanged at 34 to 35c.

LEAD—Quiet, but steady at \$4 15.

LEAD PIPE—Without change. We quote: 7c. for ordinary and 7½c. for composition waste, with 15 per cent. off.

IRON PIPE—Dull. We quote: ¼, \$3.10; ⅜, \$3.10; ½, \$3.40; ¾, \$3.85; 1, \$5.50; 1¼, \$7.50; 1½, \$9.10, and 2-in., \$12.25.

TINPLATES—Very quiet at \$4.50 for coke and \$4.75 charcoal.

CANADA PLATE—Dull. We quote: 52's, \$3.25; 60's, \$3.35; 75's, \$3.45; full polished, \$3.50, and galvanized, \$4.85.

TERNE PLATE—Without alteration at \$8.50.

SWEDISH IRON—Firmly held at \$4.25.

COIL CHAIN—More orders are being placed. We quote as follows: No. 6, 12½c.; No. 5, 11c.; No. 4, 10½c.; No. 3, 10c.; ¼-inch, 8½c.; 5-16, \$6.00; ⅜, \$5.40; 7-16, \$5.15; ½, \$5.00; 9-16, \$4.85; ⅝, \$4.80; ¾, \$4.75; ⅞, \$4.75, and 1 inch, \$4.75.

SHEET ZINC—Quiet, at 7 to 7¼c.

ANTIMONY—Dull, at 10½c.

### PAINTS AND OILS.

There has been a good movement in paints and oils of all descriptions, and prices generally are firm. Seal oil is very strong, and no new crop can be laid down here under 47½ to 50c. in large lots. Castor

## TIN TERNE CANADA PLATES

Best Standard brands at favorable prices.

INGOT TIN  
SHEET ZINC, Etc.

### A. C. LESLIE & CO.

MONTREAL.

SANDERSON'S CAST STEEL IN STOCK.



IRON AND  
BRASS

## Pumps

Force, Lift and Cistern  
Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDougall Co., Limited

Manufacturers, Galt, Canada.

### ADAM HOPE & CO.

30 JOHN STREET N.

Hamilton, Ont.

Offer from Store,  
Montreal, Toronto and Hamilton:

PIG TIN, "Straits"  
INGOT COPPER  
PIG LEAD  
ZINC SPELTER  
ANTIMONY

WRITE FOR QUOTATIONS.

### NOVA SCOTIA STEEL Co.

Limited

NEW GLASGOW, N.S.

Manufacturers of

## Ferrona Pig Iron

And SIEMENS MARTIN

### Open Hearth Steel



# A Good Article Always Finds a Ready Market.

The demand for **GRANITINE FLOOR FINISH** is rapidly increasing.

Owing to its remarkable wearing qualities and fine finish, Architects are specifying it for natural wood floors in preference to wax.

Wears longer, looks better and is entirely free from slipperiness.

There is also a growing demand for it in pint and quart tins for Floor Oil Cloths, Linoleums, Cork Matting, etc., as it adds years to their wear and a newness to their finish.

This is a Floor Finish you can safely recommend.

MANUFACTURED ONLY BY

THE ...

## Imperial Varnish & Color Co.

LIMITED

TORONTO, ONTARIO, CANADA.

WE HAVE A LARGE AND FULLY ASSORTED STOCK OF

# HARVEST TOOLS

Forks,  
Rakes,  
Hoes,  
Scythes,

Snaths,  
Spades,  
Shovels,  
Etc.,

and will guarantee prompt shipment from warehouse for immediate orders.

## JOHN BOWMAN HARDWARE & COAL CO.,

...London, Ont.

oil is stronger, with firsts in cases  $8\frac{3}{4}$  c. and in barrels  $8\frac{1}{2}$  c.

**WHITE LEAD**—Best brands, Government standard, \$6.75; No. 1, \$6.37½; No. 2, \$6; No. 3, \$5.62½, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

**DRY WHITE LEAD**—\$5.75 in casks; kegs, \$6.

**RED LEAD**—Firm; casks, \$5.10; in kegs, \$5.35.

**WHITE ZINC PAINT**—Pure, dry, 8c.; No. 1,  $6\frac{1}{2}$  c.; in oil, pure, 9c.; No. 1,  $7\frac{1}{2}$  c.

**PUTTY**—We quote: Bulk, \$1.95; bladders, in bbls., \$2.10; bladders, in cases, \$2.25; in tins, \$2.35 to \$2.60.

**LINSEED OIL**—Raw, 84c.; boiled, 87c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

**TURPENTINE**—Single barrels, 75c.; two to four barrels, 76c.; five barrels and over, open terms, the same terms as linseed oil.

**MIXED PAINTS**—Firm; \$1.20 to \$1.40 per gallon.

**CASTOR OIL**—Firm;  $8\frac{1}{2}$  to  $8\frac{3}{4}$  c. in whole-sale lots, and  $\frac{1}{2}$  c. additional for small lots.

**SEAL OIL**—47½ to 50c.

**COD OIL**—32½ to 35c.

**PARIS GREEN**—Demand fair at firm prices; 1-lb. packets,  $19\frac{1}{2}$  c., and drums,  $18\frac{1}{2}$  c.

**NAVAL STORES**—A more active business, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste,  $4\frac{1}{2}$  to  $5\frac{1}{2}$  c. for colored, and 6 to  $7\frac{1}{2}$  c. for white; oakum,  $5\frac{1}{2}$  to  $6\frac{1}{2}$  c., and cotton oakum, 10 to 11c.

### GLASS.

The market is quiet. We quote as follows: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

### PETROLEUM.

The petroleum market is rather easier, as follows: "Silver Star," jobbers,  $16\frac{1}{2}$  c.; retail,  $17\frac{1}{2}$  c.; "Imperial Acme,"  $17\frac{1}{2}$  and  $18\frac{1}{2}$  c.; "S. C. Acme," 19 and 20c.; "Astral," 20 and 21c.

### HIDES.

Lambskins are advanced to 25c. each. A decline of  $\frac{1}{2}$  c. is looked for in beef and calf hides next week.

Misener Bros., Colborne street, Brantford, Ont., intend manufacturing their own bicycles next season. They have already a 1901 model in their window.

The stove merchants of London, Ont., have decided to close their stores at 8 o'clock every Saturday evening during the months of June, July, and August.

### ONTARIO MARKETS.

TORONTO, June 8, 1900.

### HARDWARE.

**A**LTHOUGH the price of iron and steel is still tending downwards, business appears to have settled down to a steadier basis. At the same time, however, no one is buying in large quantities, the demand being altogether of a sorting-up nature. Letter orders are fairly satisfactory. Only a small business is still being done in nails, but, taking it all around, we would say that the demand is slightly better than it was a week ago. A fair demand is being reported for cut nails. Quite a little barbed wire is going out in a small way, and business keeps up fairly well in smooth steel wire. Business is beginning to open up in enameled ware suitable for the preserving season. There is a little sorting being done in tinware. Gas stoves are in good demand. An active trade is still maintained in ice cream freezers and refrigerators. Eave-trough is going out fairly well although not in large quantities. Orders are being booked for lanterns but no shipments have been made. Business is improving in bolts. Very few changes are reported in prices. The most notable is a decline of from 9 to 12c. in straight or "Dufferin" pattern in galvanized pails.



**BARBED WIRE**—Quite a little business is being done in barbed wire, although the individual orders are small. Prices are unchanged. We quote f.o.b. Cleveland as follows: Carlots to the retail trade, \$3.05; less than carlots, \$3.15; f.o.b. Toronto, we quote \$3.35. for less than carlots.

**GALVANIZED WIRE**—There is still a little going out, although quantities are not large. We quote from Toronto: No. 5, \$4.62½; Nos. 6, 7 and 8 gauge, \$3.95; No. 9, \$3.20; No. 10, \$4.10; No. 11, \$4.15; No. 12, \$3.35; No. 13, \$3.45; No. 14, \$4.50; No. 15, \$5.20; No. 16, \$5.25. The f.o.b. price Cleveland for No. 69 base is \$2.90 in less than carloads, and \$2.80 for carloads. Terms are 60 days or 2 per cent. 10 days.

**SMOOTH STEEL WIRE**—Business is keeping up fairly well in oiled and annealed wire. Although the orders are, as a rule, small, there have been some of fairly good size. There does not appear to be anything doing in hay baling wire. The base price is unchanged at \$3.20 per 100 lb.

**WIRE NAILS**—The demand for wire nails, while still light, has, if anything, improved during the past week, and the feeling is a little better. The base price is unchanged at \$3.20 for small lots and \$3.10 for carlots. The quantities wanted are larger than they were. Stocks in the hands of country dealers are evidently not large.

**CUT NAILS**—There are quite a lot of cut nails going out this week, particularly in the smaller sizes, but the quantities wanted are not large. The base price is \$2.85 per keg Toronto, Hamilton, London and Belleville.

**HORSESHOES**—Business is still only moderate. We quote f.o.b. Toronto, Hamilton, London and Guelph: No. 2 and larger, light, medium and heavy iron shoes, \$4.05; snow shoes, \$4.30; light steel shoes, \$4.35; featherweight shoes, all sizes, \$5.60. No. 1 and smaller, light, medium and heavy iron shoes, \$4.30 per keg; iron snow shoes, \$4.55; light steel shoes, \$4.60; featherweight steel shoes, all sizes, \$5.60.

**HORSE NAILS**—There is very little doing, and the market is a without special feature. Discount 50 per cent. on standard oval head, and 50 and 10 per cent. on Acadia.

**SCREWS**—A fairly good business is still to be noted in screws, and prices are as before. We quote as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

**BOETS AND NUTS**—Business in this line appears to have improved a little during the past week, and trade is, on the whole, fairly good. We quote: Norway bolts, full, square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full-square, 65 per

## THEY PLEASE EVERYBODY

FOR ANY BUILDING

because they're both ornamental and serviceable.

### Our METALLIC CEILINGS and WALLS

are easily applied—are economically durable—are fireproof and sanitary—and suited for all purposes of interior finish.

Are you handling them?

To show them, is to sell them—they're the most up-to-date and popular interior finish to be had.

Write us for full information.



SAMPLE DESIGN NO. 429.

**METALLIC ROOFING CO., Limited** KING and DUFFERIN STREETS, **Toronto.**  
Wholesale Manufacturers.

cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 62½ per cent.; nuts, square, 3¼c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

**RIVETS AND BURRS**—Prices are unchanged at last week's reduction and trade is fair. We quote: Carriage section, wagon box, rivets, etc. 50 per cent.; black M rivets, 50 per cent.; iron burrs, 45 per cent.; copper rivets, 35 per cent.; bifurcated, with box, 5-lb. carton boxes, 30c. per lb.

**ENAMELED WARE**—The preserving season will soon be on, and retail merchants are beginning to place their orders for such lines of enameled ware as will then come into use.

**TINWARE**—There has been a little business in milk cans and some sorting up in general tinware, but the volume of business does not amount to very much.

**EAVETROUGH**—This is going out steadily, although not in large quantities. Business in this line may be expected to be fair for the next three or four months. Business in eavetrough has not, so far, this season, been as good as it was anticipated it would be. We still quote \$3.75 per 100 lb.

**GALVANIZED PAILS**—Owing to competition among the manufacturers, a reduction of 9 to 12 per cent. is announced in the price of "Dufferin" or straight pattern, the discount now being 50 to 50 and 10 per cent., on what are known as English galvanized pails, the discount still being 45 per cent.

**LANTERNS.**—Manufacturers are begin-

ning to book orders for lanterns, but shipments will not begin until July or August.

**ROPE**—There is still a little sorting up being done, and we quote prices as before at 11½c. per lb. for sisal, and 15½c. for manila.

**BINDER TWINE.**—We still quote prices as before, mixed 11½c., manila 13½c. per lb. for 600 ft. twine and pure manila, 16c.

**SPADES AND SHOVELS**—A fair sorting-up trade is being done. Discount 40 and 5 per cent.

**HARVEST TOOLS**—A fair trade is still to be noted in this line. Discount 50 and 10 to 50, 10 and 5 per cent.

**POULTRY NETTING**—There is only a moderate business being done. Discount 40 and 5 per cent.

**ICE CREAM FREEZERS AND REFRIGERATORS**—These are still in good demand, and business has been particularly good this season in refrigerators.

**CEMENT**—There is a big movement. Canadian manufacturers are selling all they can make at firm figures. Imported cements are in good demand at steady prices. We quote in barrel lots as follows: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

#### METALS.

The tendency of the iron and steel market has continued downward, particularly in the United States, where there have been some further sharp declines. Pig tin, although firm up to within the last day or so, has again taken a weaker turn. Copper is somewhat inclined to be easy, and the same may be said of lead and spelter.



**PIG IRON**—The pig iron market continues weak. In the United States, Bessemer pig has declined, in the past week, \$4 90 per ton for delivery the second half of the year. Foundry pig iron, in Cleveland, is quoted nearly \$2 per ton lower than it was a fortnight ago. We still quote Hamilton iron at \$23 for No. 1 and \$22.50 for No. 2 per gross ton.

**BAR IRON**—Inquiries have been more numerous during the past week, and a fair quantity is going out. Prices are steady at \$2.30 to \$2.35 base per 100 lb.

**HOOP STEEL**—The demand continues good and the base price unchanged at \$3.25 per 100 lb.

**PIG TIN**—The experience of the wholesale jobbing trade in regard to pig tin during the past week is rather varied. Some report that they are doing little or nothing, while others report a good business both in large and small lots. The markets outside, until within the last few days, ruled firm, but on Wednesday there was a sharp decline of £2 5s. in London. Prices locally, however, have not changed, and we still quote 34 to 35c. per lb. as the ruling price.

**TINNED SHEETS**—Several lots have been sent out during the past week. Customers in the country have evidently reduced their stocks, and now find it necessary to sort up. The quantities wanted, however, are small.

**TERNE PLATES**—There is very little being done in terne plates, and prices are unchanged.

**CANADA PLATES**—A good many Canada plates have gone out during the past week, and some wholesalers report that the volume of business is larger just now than they had expected that it would be. We quote all dull, \$3.50, half polished, \$3.60, and all bright, \$4.

**TINPLATES**—Quite a few tinplates have gone out during the past week. Although the orders are not particularly large, some houses report that their business in tinplates during the past week has equaled that of the preceding two or three weeks.

**GALVANIZED SHEETS**—The demand has improved a little and the movement during the past week has been fair. The quantities wanted, however, are, as a rule, small. This applies to both English and American galvanized sheets. Import orders are arriving freely. The ruling quotations are \$5.10 for English and \$4.75 for American.

**BLACK SHEETS**—Business in black sheets is only moderate. The base price is unchanged at \$3.60.

**COPPER**—Ingot copper is still quiet, and there is not much being done in sheet copper. Prices are unchanged at 19½ to 20½c. for ingot, and 23 to 23½c. for sheet copper.

**BRASS**—Trade is quiet, with the discount for brass sheet unchanged at 10 per cent.

**ZINC SPELTER**—Trade is quiet, with the market fairly steady as to price. We quote 7 to 7¾c. per lb.

**SHEET ZINC**—An active trade is reported in this line. We quote: 7½c. per lb. for casks and 7¾c. per lb. for part casks.

**LEAD**—Trade is quiet and the outside market is weak and lower in price. Locally, quotations are unchanged at 5 to 5¾c. per lb.

**SOLDER**—A fair trade is to be noted in solder at unchanged prices. We quote: Half-and-half, 21 to 22c. per lb.; refined, 20 to 21c., and wiping, 20 to 20½c.

**ANTIMONY**—A little more inquiry is being experienced, and a fair trade is being done. We quote: Cookson's, 11 to 11½c. per lb.

**IRON PIPE**—Prices are still demoralized. One inch black pipe is selling at \$5.40, and 2 inch at \$11 60. Galvanized is selling at \$5 for ½ inch, and \$8 for 1 inch. A joint effort is being made by the jobbing trade to advance prices 10 per cent., and it is thought it will be successful.

**LEAD PIPE**—A moderate trade is to be noted. We quote 7c. per lb., with discount 15 per cent., f.o.b. Toronto.

**RANGE BOILERS**—Business is fair. We quote as follows: Standard, 30 gals., \$7.25; 35 gal., \$8.15; 40 gal., \$9.25. Standard, extra heavy, 30 gal., \$9; 35 gal., \$9.95; 40 gal., \$11.35.

#### PAINTS AND OILS.

The general verdict is that the total volume of trade in paints and oils since the beginning of the season has not been as large as up to this time last year. There is, at present, a brisk movement in mixed paints, and a good general demand. The slow-moving materials are paris green and turpentine. There is a decline of 2c. in turpentine this week in sympathy with a weaker feeling in the South. Castor oil shows an advance of ¼c. throughout. Otherwise, there is no change. Linseed oil continues to advance in England, and is firm here. We quote:

**WHITE LEAD**—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½; No. 3, \$5.75; No. 4, \$5; dry white lead is casks, \$5.75.

**RED LEAD**—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

**LITHARGE AND ORANGE MINERAL**—Litharge, 6 to 6½c.; orange mineral, 8 to 8½c.

**WHITE ZINC**—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

**PARIS WHITE**—90c.

**WHITING**—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

**GUM SHELLAC**—In cases, 22½c.; in less than cases, 25c.

**OAKEY'S** The original and only Genuine Preparation for Cleaning Cutlery.  
6d and 1s. Canisters.

## 'WELLINGTON' KNIFE POLISH

**JOHN OAKEY & SONS, LIMITED**

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

**JOHN FORMAN, 644 Craig Street MONTREAL**



**COVERT MFG. CO.**

West Troy, N.Y.

**DERBY SNAP.**

With Plated Rust Proof and Guarded Spring.

"THE LATEST AND BEST."

For Sale by all Jobbers at Manufacturers' Prices.

**PRIEST'S CLIPPERS**  
Largest Variety, Toilet, Hand, Electric Power  
**ARE THE BEST.**  
Highest Quality Grooming and Sheep-Shearing Machines.  
**WE MAKE THEM.**  
SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., USA

**NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS**

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies. MADE SOLELY BY

**W. NEWMAN & SONS, Birmingham.**

**BURMAN & SONS, LIMITED HORSE CLIPPERS**

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many qualities. Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts. Power Sheep Shearing Machines.

**BURMAN & SONS, Limited, Birmingham.**

**LUBRICATING OIL**

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

**B. S. VANTUYL, - Petrolia, Ont.**



**Pullman Sash Balance Co.**

Makers of the

"Pullman" Hardware Specialties

Main Office and Works,

**Rochester, N.Y., U.S.A.**

On sale all round the globe.



**PUTTY**—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.15; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

**PLASTER PARIS**—New Brunswick, \$1.90 per barrel.

**PARIS GREEN**—Petroleum, bbls., 18c.; arsenic, kegs, 18¼c.; drums, 50 and 100 lb. 18¼c.; drums, 25 lb., 19¼c.; tins, 1 lb., 20¼c.; tins, ½ lb. 22¼c.; packages, 1 lb., 19¼c.; packages, ½ lb., 21¼c.

**PUMICE STONE**—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

**LIQUID PAINTS**—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

**SEAL OIL**—54c. per gallon, and yellow seal at 45c.

**CASTOR OIL**—East India, in cases, 10 to 10½c. per lb. and 10½ to 11c. for single tins.

**LINSEED OIL**—Raw, 1 to 4 barrels, 86c.; boiled, 89c.; 5 to 9 barrels, raw, 85c.; boiled, 88c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

**TURPENTINE**—Single barrels, 75c.; two to four barrels, 74c., delivered to outside points. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged. Toronto, Hamilton, London and Guelph, 2c. less.

#### GLASS.

Owing to competition of outside houses, the local market has weakened somewhat, and a decline is anticipated. We quote first break locally as follows: Star, in 50-foot boxes, \$2.20, and 100-foot boxes, \$4.20; double diamond under 25 united inches, \$6.25, Toronto Hamilton and London; terms 4 months or 3 per cent., 30 days.

#### OLD MATERIAL

A fair movement is recorded. Prices are steady throughout. We quote jobbers' prices as follows: Agricultural scrap, 70c. per cwt.; machinery cast, 70c. per cwt.; stove cast scrap, 40c.; No. 1 wrought scrap, 60c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 10½c.; heavy copper, 12c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, 11c.; scrap lead, 3c.; zinc, 3c.; scrap rubber, 5c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

#### HIDES, SKINS AND WOOL.

**HIDES**—The market is easier, showing a drop of ¼c. this week. We quote: Cow-hides, No. 1, 8c.; No. 2, 7c.; No. 3, 6c. Steer hides are worth ½c. more. Cured hides are quoted at 8¼c.

**SKINS**—Veal skins are 1c. lower. Lamb-skins are 10c. apiece higher. We quote: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 40 to 60c.; culls, 20 to

84,000 Daily Production.  
5 Factories. 5 Brands.

## NICHOLSON FILES

For sale all  
over the World.



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.  
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

## BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass. Also of a durable, highly-polished material called "MARBLETT," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. Benders, Embossers, Brilliant Cutters, etc., etc. Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No 68 St. Helens.



## Nobles & Hoare.

CORNWALL ROAD STAMFORD STREET.

LONDON, ENG.

Manufacturers of

## HIGH-CLASS VARNISHES ONLY

Which can be obtained direct from the works  
or from the principal Color Dealers in Canada.

25c. Sheep are selling at \$1.25 to \$1.40; spring and lambskins, 25 to 30c. each.

**WOOL**—The market continues dull. We quote combing fleece 15c. and unwashed 9½c. per lb.

#### SEEDS.

There is no change. We quote as follows: \$5 to \$5.75 for red clover, and \$4.80 to \$7.50 for alsike. Timothy is firm at \$1.50 to \$2 per bushel of 48 lb. Common millet and Hungarian keep steady at 75 to 90c., while German or golden millet is firm at \$1.15 to \$1.25 per bushel of 48 lb.

#### PETROLEUM.

There is not much doing. Prices are unchanged as follows: Pratt's Astral, 18¼c. in bulk (barrels, \$1 extra); American water white, 18½c. in barrels; Photogene, 19c.; Sarnia water white, 17½c. in barrels; Sarnia prime white, 16½c. in barrels.

#### COAL.

There is no change, but a decidedly firmer feeling manifested. We quote anthracite on cars at Buffalo and bridges for May delivery as follows: Nut, egg and stove, \$4.25 per gross ton, or \$3.79 per net ton; grate, \$4 per gross ton, or \$3.57 per net ton.

#### MARKET NOTES.

Castor oil has advanced ½c. per lb.

"Straight" or "Dufferin" pattern galvanized pails are quoted 9 to 12 per cent. lower.

A joint effort is being made by the Toronto jobbers to advance the price of iron pipe 10 per cent.

Herbert & Perron, general merchants, St. Albert, N.W.T., have altered and greatly improved the interior of their store.

## THE BAILEY CUTLERY CO.

Attention is called to an advertisement, on another page of this issue, of The Bailey Cutlery Co., Limited, Brantford, manufacturers of shears and scissors, who are building up a large trade in Canada, England and Australia. Their goods have been thoroughly tested in these places, and it was found that they are the goods those markets require.

## BENNETT'S SHELF BOXES.

Bennett's patent shelf boxes are meeting with much favor in New Brunswick at present. A. O. Adams and J. H. Moore, of Campbellton, and W. J. Kent, of Bathurst, N.B., are improving the appearance and business facilities of their stores by installing these boxes.

## CANADIAN AGENCY FOR THE STANDARD CHAIN CO.

The Standard Chain Co. have appointed A. C. Leslie & Co., of Montreal, as their agents for the Provinces outside of Ontario and Quebec, so that inquiries from buyers in those Provinces should be addressed to this firm. The Standard Chain Co. is in an excellent position to supply all kinds of wire chains for traces, cow ties, etc., in addition to coil, crane, and dredge chains.

## PERSONAL MENTION.

Mr. A. H. Campbell, of A. C. Leslie & Co., is on a trip to the far West, being at present on the Pacific Coast, where the firm has a considerable trade in galvanized iron, tinplates, and other lines.



**BADEN - POWELL'S "SKIPPING SALLY."**

**A** REPRESENTATIVE recently paid a visit to Bailey, Pegg & Co.'s Brierley foundry, Brierley Hill, the birthplace of "Skipping Sally," the gun which has played its part in the defence of Mafeking. The firm claim it as a gun identical in make and markings to one which still lies in their yard at the Brierley foundry. Till the advent of steel ordnance they were large makers of cannon for the Government. Relics of former days are still strewed about the foundry yard. It is stated that the name "Skipping Sally" was given to it because of the sort of skip which the improvised shot made when belched forth from this Staffordshire gun.

How it got in Mafeking is a curious story. It is said to have been in possession of two Germans some 40 years ago, and for a time was owned by a native tribe, who seem to have disposed of it to another tribe for 22 oxen, that being the most available current coin in those parts. It was brought to Mafeking, was used in tribal fights occasionally, and then settled down till the present war broke out, when it was mounted, and has been turned to good account during the siege. The gun, which lies in Bailey, Pegg & Co.'s yard, is said to have been made about 1770; but a member of the firm states that would be the consecutive number of the gun, not the year of its manufacture. One of the trunnions of the gun at the foundry bears the inscription "6 pdr.," i.e., six-pounder, and this has been misinterpreted as "6 port" on the one at Mafeking.

The gun in Bailey, Pegg & Co.'s yard has a crown and the letters "B.P." cast upon it, and "B.P. & Co." are also cut in the iron. The "B.P. & Co." is also legible still on the Mafeking gun. From the weight given of the gun at Mafeking, it was evidently misdescribed as a 16-pounder, and it is, no doubt, a 6-pounder, as the misread inscription on one of the trunnions shows. It is a singular coincidence that the initials of Baden-Powell and the letters on the gun which has done him such good service in the siege correspond.—Hardwareman.

**INQUIRIES FOR CANADIAN PRODUCTS.**

The following were among the inquiries relating to Canadian trade recently received at the Canadian Government offices in London:

1. Inquiry has been received from Copenhagen (Denmark) for names of likely parties in Canada to take up a new process for making cement pipes for sewers, etc., to supersede glazed earthenware pipes.
2. A Glasgow firm asks for names of Canadian firms manufacturing wood dowels.
3. Inquiry is made for a list of the principal pulp-

making firms by a gentleman who contemplates starting an agency for the sale of Canadian wood pulp.

[The names of the firms making the above inquiries can be furnished on application to the editor of **HARDWARE AND METAL**]

Mr. Harrison Watson, curator of the Canadian Section of the Imperial Institute is in receipt of the following inquiries:

1. A manufacturers' agent proceeding to South America would be pleased to hear from Canadian manufacturers and shippers who may wish to introduce their goods to these markets.
2. A Liverpool house asks for names of Canadian exporters of tallow and grease.
3. A French correspondent calls attention to the trade being done in "pomme amiral" (chopped apple), and is prepared to hear from Canadian exporters who may desire to follow the matter up.
4. A house in Malta wishes to correspond with Canadian exporters of hams, bacon, cheese and other produce.
5. Another inquiry has been received for addresses of Canadian shippers of fir pitwood. The material is becoming scarce in France, the present chief source of supply.

**EARLY CLOSING IN PETERBORO'.**

E. Brown & Co., F. J. R. Mitchell, E. Mason & Co., P. Connal & Son, D. H. Kerneghan, W. H. Hamilton, Ellis & White, G. O'Brien, Waller & Co., and Henry & Co., grocers, Peterboro', Ont., have agreed to close their stores at seven o'clock every night except Fridays and Saturdays from Monday this week till September 1.

The Abbott-Mitchell Co., Limited, have several carloads of scrap iron from South America.

H. A. Havill has purchased W. J. Whitlock's stock and will again open up in Walkerton, Ont., as a tinsmith.

On Saturday last fire did about \$1,500 damage in the pattern-room of the James Morrison Brass Co., Limited, foundry, Toronto. The loss is fully covered by insurance.

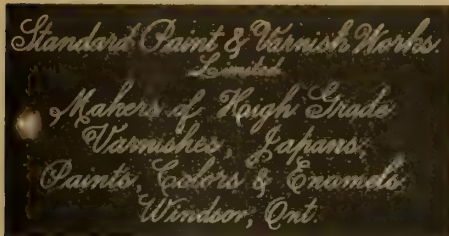
The Wm. Gray & Sons Co., Limited, carriage and wagonmakers, Chatham, Ont., intend erecting a new 3-storey 80 x 290 ft. factory, which will give them about double their present capacity.

The store on High street, Vankleek Hill, Ont., formerly occupied by F. X. Bertrand, has been rented to Mr. Holmes, of Riceville, Ont., who intends to at once open a tin-smithing establishment there.

The Guelph Iron and Steel Works will commence at once to erect an addition, 100 x 30, to their present premises, in order to meet the demands of their increasing business. The present facilities have been inadequate for some time owing to lack of room. With the increased space an additional impetus will be given the industry.

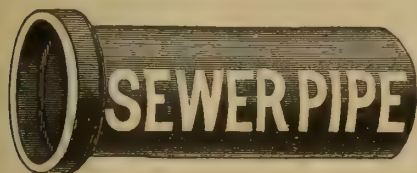
**PAINT.****THE NEW****VICTORIA****G. T. R.****BRIDGE****AT MONTREAL IS****TWO MILES****IN LENGTH****And has been Painted with****PAINT****Supplied by The****CANADA PAINT  
Company —****THE****CANADA  
PAINT****COMPANY, LIMITED****MONTREAL and TORONTO****MAKE A SPECIALTY OF  
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**Salt Glazed Vitrified**



Double Strength Culvert Pipe  
a Specialty.

**THE CANADIAN SEWER PIPE CO.**

TORONTO, ONT. HAMILTON, ONT.  
ST. JOHNS, QUE.

# Decorate Your Home.



If there is no painter near you you can use Church's permanent, healthful Alabastine for decorating the walls and ceilings of your rooms yourself. Very little skill is necessary. Unlike Kalsomines you do not have to use hot water with it. There are sixteen beautiful tints (and white), for plain tinting or the most elaborate decorating.

We have a useful book giving instructions and suggestions, and illustrating some of the stencils you can use for ornamental work. It cost us considerable money but you can have it free if you will mention this paper when writing for it.

## Alabastine.

Your dealer probably keeps it. It is never sold in bulk.

**The Alabastine Co., Limited, Paris, Ont.**

Trade in the Northwest supplied by...  
G. F. Stephens & Co., Winnipeg, Man.  
Vancouver Hardware Co., Vancouver, B.C.

# DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA



Steel Frame Churn.

## "MAXWELL FAVORITE CHURN"

**PATENTED FEATURES:** Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive.

**LAWN MOWERS.** High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

**WHEELBARROWS.** In Four different sizes.

If your Wholesale House does not offer you these articles

**SEND DIRECT TO US.**



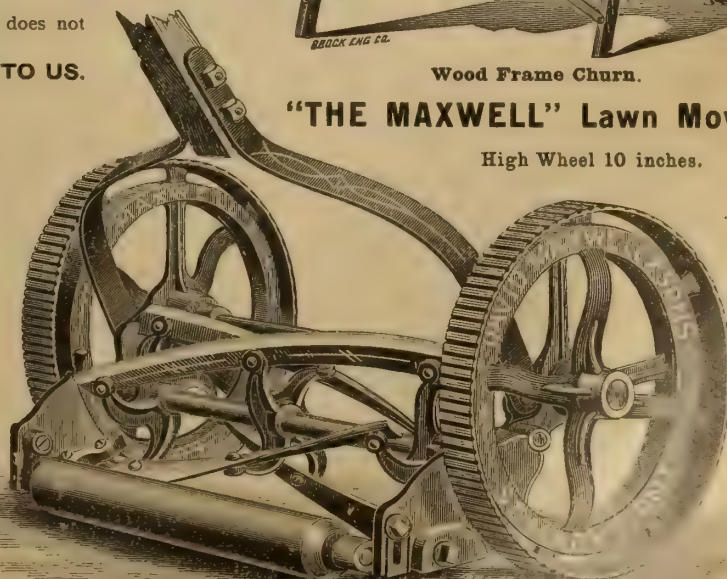
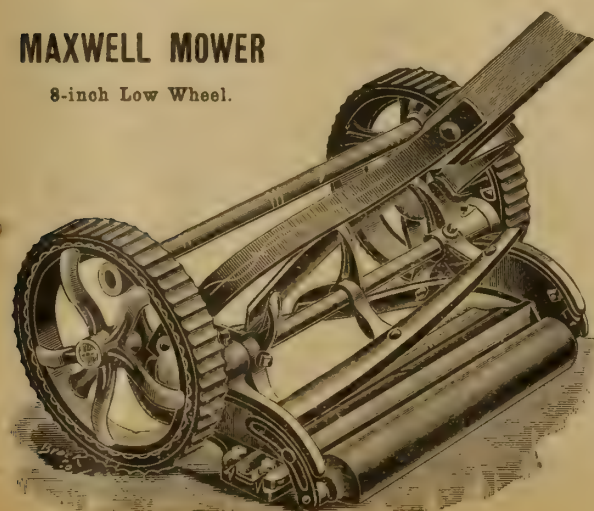
Wood Frame Churn.

## MAXWELL MOWER

8-inch Low Wheel.

## "THE MAXWELL" Lawn Mower

High Wheel 10 inches.





# HEATING AND PLUMBING

## SOME BUILDING NOTES.

THE village of Portland, Ont., expects a building boom this season. Many new buildings are to be erected this summer, among which there is likely to be a first-class hotel.

D. Johnston, Rodney, Ont., is erecting a new residence.

James Robinson, Trinity, Ont., is building a new house.

A. Brandenberger is building an opera house in Stratford, Ont.

D. Smallwood, Moosejaw, Man., is erecting a new residence.

The construction of a new elevator has been started in Meaford, Ont.

J. and E. Chinnick intend to build a two-storey residence in Chatham, Ont.

Tenders are asked before June 14 for a school house in Lumsden, N.W.T.

James A. Hewitt is building a residence for Hiram Smith at Stoney Creek, Ont.

W. Y. Montgomery intends building a new business block in Port Arthur, Ont.

The construction of J. T. Emerson's new block in Fort William, Ont., has been started by Contractor Smith.

Mr. Francis MacLennan is building a summer residence at Lorette, Que. Miss H. J. Macdonnell is the architect.

The Grand Orange Lodge, of Manitoba, have decided to erect in Manitoba a Scott memorial hall to cost about \$35,000.

The corner stone of the new Brydon block at Rat Portage, Ont., has been laid. The interior work is now being done.

N. James & Son, veneer manufacturers, Orillia Ont., are considering extensive improvements and enlargements to their factory.

A Ruthven, Ont., correspondent writes that a three-storey brick block, with 120 feet frontage, will be started in that place on or before July 15.

E. J. Schmidt, Rodney, Ont., has had plans prepared by Mr. Darrach, of St. Thomas, for the erection of a dwelling and store on the main street.

Several large buildings are going up in Fredericton, P.E.I. Hatt, Morrison & Co. are erecting an immense coal shed to be covered with a steel roof. John Macpherson will shortly rebuild the Colwell carriage factory, to make a livery stable of it. His present stable will then be built up as a business block. An addition to the C. N. Clark building is being built by Willard Kitchen, to be used as boiler, engine and drying rooms for the Fredericton Steam

Laundry. E. R. Everett is remodeling his building at the corner of Carlton and King streets.

The erection of a large brick block for Senator Lougheed, in Calgary, has been commenced. Wm. Dowd, architect, is superintending the work.

J. D. Renault, of the Windsor hotel, St. Albert, N.W.T., has increased the size of his premises by raising it to three storeys and erecting an addition.

## BUILDING PERMITS.

Building permits have been issued in Ottawa, as follows: Wm. Hill, five brick veneered houses, Albert street, \$5,000; Robert Burns, two brick veneered dwellings, Lorne avenue, \$1,500; Mrs. Matilda Lachapelle, two frame dwellings, Rochester street, \$1,200; Mrs. E. Poulin, two frame tenements, Rochester street, \$1,200; Joseph Lavigne, brick veneered shop and dwelling, Broad street, \$1,000; Chas. Ledward, solid brick shop and dwelling, Somerset street, \$2,000; D. V. Ranger, six brick veneered and frame dwellings, Broad street, \$3,000; John Goodwin, five brick dwellings, Lloyd street, west side, \$3,500; R. W. Stephens, addition to shop on Sparks street (occupied by The Two Macs) \$1,000; James Shannon, brick dwelling, Cambridge street, \$1,500; Joseph Beauchamp, brick veneer hotel, Broad street, \$4,000; John McPherson, two brick dwellings, Lloyd street, \$2,000; Mrs. Eveline Blais, three detached houses, frame, Rochester street, \$2,100; Thomas Ahearn, brick hotel, Duke street, \$4,000; F. X. Ayotte, brick veneer dwelling, Lisgar street, \$1,000; James Matthews, solid brick house, Albert street, \$1,000; Calixte Guitard, two frame dwellings, Archibald street, \$1,200.

In Toronto, the following building permits have been granted: A. W. Croft, a brick dwelling on Maple avenue, \$10,000; M. A. Clark, a brick residence at 40 Harvard avenue, \$2,500; W. C. Davidson, a two-storey addition to 103 Yonge street, \$3,500; A. & S. Nordheimer, a five-storey brick and stone warehouse at 75 to 79 York street, \$28,000; W. S. Scott, a two-storey and attic brick residence at 32 Howland avenue, \$2,300; W. & D. Dineen Co., Limited, additions to the business block at the north-west corner of Yonge and Temperance streets, \$2,000, and G. H. Watson, Esq., Q.C., alterations and a two-storey addition to 79 St. George street, \$7,000.

## THE USE OF THE HOUSE-TRAP.

AMONG the things that have come up for discussion in connection with the advisability of abandoning a portion of the plumbing systems as used in the larger cities of the United States to-day is the question of the house-trap. The use of the house-trap is a proposition that has two sides, and eminent sanitarians have been arrayed on both of them.

The plumbing regulations of Orange, N.J., do not permit the use of the house-trap. The sewerage system of that city was designed and built by the late Col. George E. Waring. This system allows for the air to enter the sewer freely through the various manholes, and, as the house-drainage system of every building along the line that is connected with it has no house-trap to intercept the circulation of air through the pipes in the building, it is claimed, by those who take this side of the question, that the natural warmth within the building induces a continual flow of air through the sewers and the house-pipes out through the vent-pipe system above the roof.

This method of ventilation, it is pointed out, brings fresh air so constantly in contact with all that is within the sewerage system that otherwise might be harmful, that its capacity for harm is either destroyed or nullified to a great extent. On the other hand, it is claimed by those who favor the use of the house-trap that in the case of some diseases each house is isolated, so that the disease, which otherwise might be transmitted by means of the house sewerage system, is averted by the house-trap, which intercepts and prevents the entrance into buildings in which there is no disease of any air that has been in contact with the infected sewage.

There can be no doubt that the waste from buildings in which there is disease is discharged into the common sewer with all the infection it may carry, and the house-trap surely isolates the building and forms another barrier, in addition to the trap which is used on every fixture, against entrance to the building of air that has been in contact with the infected sewage. The value of this additional barrier, however, it is claimed, by no means offsets the advantage that would be gained by abolishing its use and permitting the street and house sewerage systems to be thoroughly ventilated by a constant flow of air through them.

This idea has been taken up by some of





## BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us. Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return. "Clippings from any Canadian paper on any subject."

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## The Bailey

## Cutlery Co.

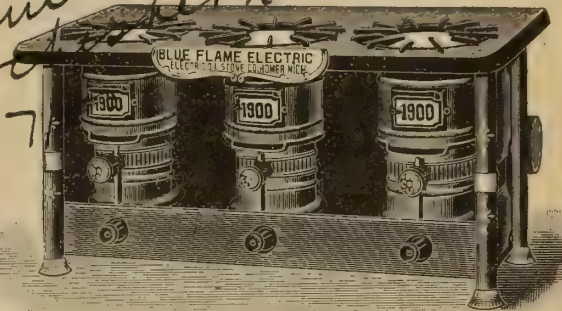
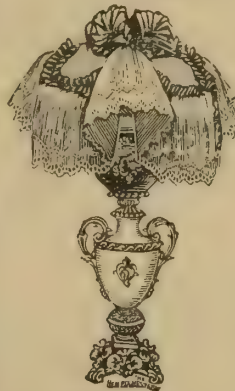
BRANTFORD, CAN.

Hot weather will soon be upon us and every dealer will want some of our

## Electric Blue Flame Oil Stoves.

Send for catalogue and prices. We are back of the guarantee that every stove will give perfect satisfaction.

We also carry a full stock of lamps suitable for all uses.



## The Rochester Lamp Co. of Canada

24 Front Street West, TORONTO.

the best plumbers in different parts of the country, and it is now being discussed by some of the plumbers in New York City, with the view of asking the bureau of plumbing and the proper officials in the board of health to make a careful investigation, and then not only to do away with the further use of the house-trap in all new work, but also in all repair work, so that eventually New York City will have its sewers and house-drainage systems subject to the beneficial effects that attend through ventilation. —Metal Worker.

### NEW SCHOOLS PROPOSED.

The Toronto public school board are asking for an appropriation of \$45,000 to build a new school on Bathurst street. The separate school board have decided to build a \$35,000 school on the St. Michael's Cathedral grounds, and a four-roomed \$6,000 school on Edwin avenue, Toronto.

### PLUMBING AND HEATING CONTRACTS.

Purdy, Mansell & Co., Toronto, have secured the contracts for hot-water heating in a residence for John Macdonald, Chatsworth, Ont., and in two residences for James Hunter, Jamieson avenue, Toronto.

### PLUMBING AND HEATING NOTES.

Daniel McGillivray, contractor, Vancouver, is dead.

The West Lorne Electric Co., Limited, West Lorne, Ont., has been incorporated.

The stock of Charles Vezina, plumber, etc., Quebec, has been sold at 65¼c. on the dollar.

The Hamilton plumbing by-law has been passed with a few slight alterations by the board of health.

A. Barker, plumber, tinsmith, etc., Victoria, has discontinued his tinsmithing department, but will continue as plumber.

Feek & Phillips, plumbers, Quebec street, Guelph, Ont., have dissolved, George Feek retiring from the firm after a continuous business connection extending over a period of 30 years. Robert Phillips will continue the business as sole proprietor.

The strike of the journeymen plumbers of Halifax has been practically settled by the action of 12 of the strikers, who have opened up in business for themselves on Gerrish street, Halifax. As most of the other striking journey men have left Halifax, there are now practically no union men left to continue the strike. The question now is, whether the 12 men who are now masters

will act with the other masters of the city to make plumbing a profitable business in Halifax.

The Halifax Board of Health has completed its revision of the Halifax plumbing by-laws. The effect of the new ordinance will be to make it impossible for any person but a plumber to secure a master plumber's certificate. The adoption of the measure by the city council will make it necessary for some owners of plumbing businesses to have a license taken out in the name of one of the workmen.

### A TRADE-WINNER FOR PLUMBERS.

The Mechanics' Supply Co., wholesale and retail dealers in electrical supplies, Quebec, have issued another of their illustrated sheets displaying the many novelties they are now offering. As the success of these sheets as trade-winners has been thoroughly established, it is hardly necessary to advise all plumbers and dealers in electrical fixtures to secure a copy of this sheet and keep it hung up in a convenient place in their offices or salesrooms. They can be had on application.

G. Silvester intends building a new hardware store in Elkhorn, Man., this summer.



### TOURIST ATTRACTIONS IN NOVA SCOTIA.

A Wolfville, N S., paper says: "The summer season is fast approaching us, and the time for the tourists will soon be here. Recently, the council of the board of trade met in A. V. Pineo's office for the consideration of the tourist attractions in and about the town. It will be remembered that last year the leasing of the Bowser lot, which contains the old well and cemetery, etc., was discussed. This matter was brought up at the meeting and the committee which was appointed to look into the matter reported that a lease could be had. It was decided to lease it. This year the places of interest will be designated for the convenience of the visitors. Another place of interest which attracts the attention of the tourist is the old church at Grand Pre. The church is out of repair and if something is not done it will soon tumble down. It is the object of the board to get the consent of those interested to allow them to fix it up. In all probability a fund will be raised to put it in a safe condition.

"The committee on steamboats was present. The committee is composed of several men who are interested in securing a small steamer to carry visitors from the town to Blomidon and other places on Minas Basin. It was finally decided to correspond with those who had steamers and see what arrangements could be made."

### TO CONCENTRATE DEBTS.

It has always been our opinion that a business man should, so far as he possibly can, concentrate his debts.

It is far better to owe two men \$1,000 each than 1,000 men \$2 each. Much discomfort, annoyance, and, at times, even disaster, has been brought about by scattering too much what one owes. It is far from pleasant and comfortable to have a dozen debtors hounding you all the time for funds and looking up your commercial standing to ascertain how you stand.

Better owe one man all you owe, and keep that man thoroughly posted on your condition. All others will then believe that, as you are asking no credit, you are in good financial shape.—American Investments.

A. E. Domville, manager St. Thomas, Ont., Car Wheel Co., has returned from a two and a-half months' business trip to England. The British Griffin Chilled Iron and Steel Co. are erecting a foundry in the north of England with a capacity of manufacturing 500 wheels a day, and Mr. Domville superintended the making of the plans and specifications.

## HARRINGTON & RICHARDSON ARMS CO.

WORCESTER, MASS., U. S. A.

Makers of

# High Grade REVOLVERS

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and Hardware Stores almost everywhere.

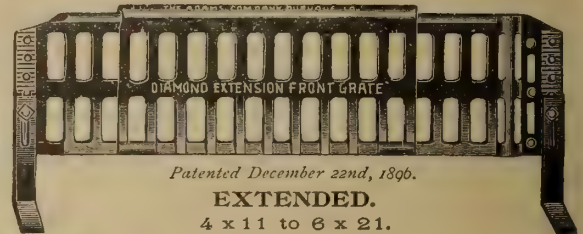


### DIAMOND EXTENSION FRONT GRATE.

Ends Slide in Dovetails similar to Diamond Stove Back.

## Diamond Adjustable Cook Stove Damper

Patented March 14th, 1893.



Patented December 22nd, 1896.

EXTENDED.

4 x 11 to 6 x 21.



For Sale by Jobbers of Hardware.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.  
A. R. WOODYATT & CO., Guelph, Ontario.



## E. B. SALYERDS

Manufacturer of

# Hockey Sticks

PRESTON,

Ontario, - Canada.

The Best Stick.

Made of Rock Elm.

Wholesale Trade Only Supplied.

Ask your Wholesale House for the Preston make of Stick.

Write for Prices.

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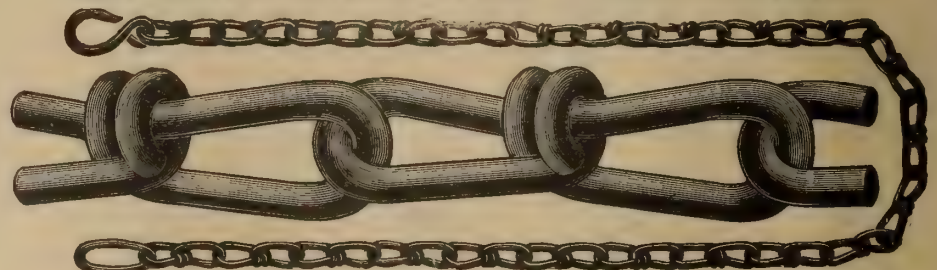
Babbitt Metals . . .  
Tinnners' and Plumbers' Solder  
Ingot Brass, etc.

### IMPORTERS AND DEALERS

Pig Tin, Pig Lead  
Ingot Copper . .  
Antimony, etc.

SYRACUSE SMELTING WORKS. Factories: MONTREAL, and SYRACUSE, N.Y.

## IMPROVED STEEL WIRE TRACE CHAINS.



Every chain guaranteed. Most profitable and satisfactory chain to handle.

## The B. GREENING WIRE CO., Limited

Hamilton, Ont., and Montreal, Que.



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Representing British and American manufacturers of  
1. Plates, Tinned Sheets, Terne Plates, Canada Plates Gal-  
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Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.



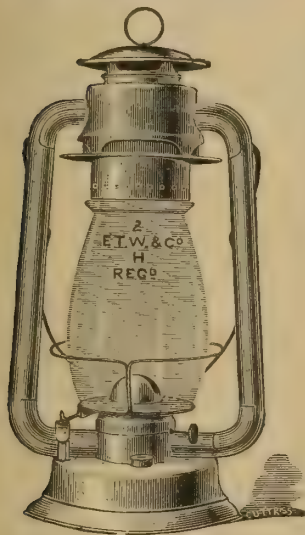
**VanTuyt & Fairbank**

Petrolia, Ont.

Headquarters for...

Oil and Artesian Well  
Pumps, Casing, Tubing  
Fittings, Drilling  
Tools, Cables, etc.

*McLaskill, Dougall & Co*  
*Fine Varnish & Japan*  
*Manufacturers*  
*Montreal*  
*Price Lists on application*



**E. T. WRIGHT & CO.**  
Hamilton, Ont.

**WRIGHT'S**  
Ask your Jobber for

The only genuine  
Cold Blast Lantern made.



**"JARDINE"**  
**TIRE UPSETTERS**  
**WILL UPSET TIRES**

Some machines sold as Upsetters will not.  
Perhaps you make as much money on the  
sale of a useless Upsetter as on a good  
one, but your customer does not. He  
don't want a machine because it is called  
an Upsetter he wants a machine to upset  
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

**A. B. JARDINE & CO.**  
**HESPELER, ONT.**

**...FREE**  
To anyone for the asking  
**1900 Catalogue, showing complete line**  
**Tinners' and Roofers' Supplies.**  
Large Stock, Great Variety, Prompt Shipments. GET OUR PRICES.  
**BERGER BROS. CO.,**  
231 AND 237 ARCH STREET, - PHILADELPHIA  
Factory—3114-16-18 and 20 North 17th Street.

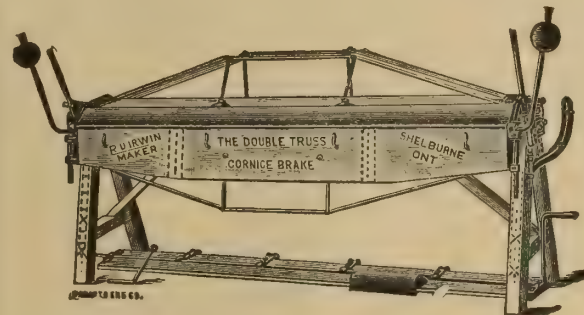
**Hardwood CHARCOAL** in Bulk or Sacks.  
**WOOD ALCOHOL** equalling Methylated Spirits as a solvent.

Manufactured only by...

**THE STANDARD CHEMICAL CO., Limited**

Factories { Fencelon Falls.  
Deseronto.

Gooderham Building, **TORONTO**



This eight-foot Brake bends 22-gauge iron  
and lighter, straight and true.

**Price, \$60**

Very handy header attachment, \$15 extra  
if required.

Send for circulars and testimonials to

**The Double Truss Cornice**  
**Brake Co.** **SHELBURNE, ONT.**



**STEVENS FINE TOOLS**

We make a perfect line  
of

**CALIPERS and DIVIDERS**

Also such tools as Surface Gauges, Tool Makers'  
Clamps, Center Punches, etc.

Write for our New Catalogue containing a description of our Tools. It is also  
a valuable hand-book of information for mechanics and people interested in  
such lines.

**J. Stevens Arms & Tool Co.**

P.O. Box 216, Chicopee Falls, Mass., U.S.A.

Carried by our representatives at Toronto and Montreal.

**HUTCHISON, SHURLY & DERRETT**

**DOVERCOURT**  
**TWINE MILLS.**

**1078 BLOOR STREET WEST**  
**TORONTO.**

Having equipped our Factory with entirely new machinery, we are prepared  
to furnish the best made goods in the market at closest prices and make  
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,  
Cotton and Russian Hemp Plough Lines, plain and colored.  
Cotton and Linen Fish Lines, laid and braided.  
Netted Hammocks, white and colored, Tennis and Fly Nets.  
Shipping Ropes, Jute, Hemp and Flax Twines.



## GOLDFIELDS OF NEW ONTARIO.

THE result of recent developments in the New Ontario goldfields is something phenomenal, and, as soon as the inevitable European capital commences to flow in this direction for their development, cannot fail to have an important effect on the world's gold supply.

A prominent South African, who has lately reported upon them for the Central Canada Chamber of Mines, has stated without reservation that they are destined to become the most productive in the world, covering such an immense territory, some 350 by 150 miles in area, and the phenomenal size of the bodies of high-grade ore.

No known goldfield is so

EASY OF ACCESS,

and in so close proximity to the European centres of population and capital, and in comparing them with the enormously-productive African mines from \$9 ores extracted from 10-foot reefs bodies, by shafts averaging 3,000 feet in depth, the advantage is greatly in favor of Canadian ores, which are infinitely higher grade, and will undoubtedly lead to surprising results in the near future.

There is no doubt whatever that the mines of Central Canada are

GREATLY SUPERIOR

to any yet known in South Africa as regards extent, size of ore body, and grade of ore. The conditions and facilities for economical working are also greatly in their favor owing to low cost of labor, abundance of water power, cheapness of provisions, accessibility through regular railway communication in all directions, and the important fact that the reefs are payable from the surface with appliances requiring not more than one-tenth the cost required for equipping the deep mines of South Africa, superior results can, without doubt, be achieved.

THE CAPITALISTS OF EUROPE

are now beginning to turn their attention in this direction, brought about by the phenomenal extraction of a few mines with no equipment that can in any way compare with the modern appliances in vogue elsewhere; in fact, the only comparison which could adequately convey a correct idea of the primitive appliances hitherto in use in New Ontario is to compare a steam dredge excavator to a barn door fowl scratching in a farmyard. The conditions for economical working cannot be equalled in any known gold field in the world.

The quartz lodes being in the primary rocks, are unique, for never before in any part of the world has it been possible to mine in such

ANCIENT GEOLOGICAL FORMATION

as the Eozoon Canadina (Dawn of Life) so

close to the original matrix of the precious metal, which, had it not been for the violent glacial erosion of prehistoric ages, would now, as elsewhere, be some thousands of feet under the present surface. This erosion can be clearly traced by the chain of lakes extending from the northwest through the continent and ending in the great lakes of Superior and the St. Lawrence, commencing with the gold fields of Klondyke and Alaska, the whole path of which has been channelled out to the Laurentian rocks and primary quartz matrix by these colossal glaciers,

MILES IN BOTH WIDTH AND THICKNESS, and inconceivable weight. They are, therefore, of the most permanent character, and will prove far more important to Canada than any alluvial field no matter how productive it may be for the short period of its existence.

Astonishing assay returns are general, ranging from \$50 to as high as \$2,000 to the ton, mostly from surface prospects. The reefs are exceedingly wide, ranging up to 200 feet on the outcrop, but, at present, excepting in a few instances, nothing more than mere surface prospecting has been done.

A year ago, the Government reported only some 2,000 men working on the goldfields; now, there are over 10,000, and, as an indication that the field is likely to prove

PERMANENT AND PROFITABLE,

to those interested, it may be observed that the output from the only four mines actually working, and these with most primitive appliances, are as follows: The Mikado, \$286,680; the Sultana, \$413,000; the Olive, \$63,000, and the Regina, \$86,000.

The indications clearly justify the opinion that this goldfield will, in the near future, become one of the most important industries of the Dominion of Canada and a great factor in her future prosperity.

## SATURDAY HALF-HOLIDAYS.

The hardware trade is one of the foremost factors in the business life of St. John. It is in the hands of men who keep abreast of the times. Having to use their brains as well as their muscle in these days of keen competition and small profits, they recognize the necessity of stated periods of rest. Last summer they tried the experiment of a Saturday half-holiday. The results were such that the experiment will be repeated this year, commencing this afternoon. It may not be long ere other branches of trade will follow the example of the hardwaremen. All work and no play makes the head of the house as dull as the proverbial boy Jack. And when the head of the house is dull business does not prosper.—St. John Sun, June 2.

## Horse Sense.

"Horse Sense" is only another way of expressing "common sense." It is common sense to suppose that if we have made nothing else but horse nails for the past 35 years, that our knowledge of their manufacture is greater than any other maker with a less experience. That is horse nail sense also.

It is common sense to suppose, that as we are the oldest and largest makers of horse nails in Canada we must obtain the best obtainable material to maintain the acknowledged position of our "C" brand as the standard horse nail in Canada. That is "horse sense" also.

It is common sense to suppose that we would not guarantee every nail sold by us to be absolutely perfect, with the privilege of returning any at our expense should they prove otherwise, unless we had every confidence in our work. It is common sense to suppose that the "C" brand always commands the best price because it is recognized by both merchant and farrier as the best nail.

It is common sense to suppose that the best goods cost the most to produce and are always sold at the highest price.

It is common sense to suppose that the poorest goods cost the least to produce and are sold at the lowest price.

What brand of horse nails sold in Canada has always sold at the best price? The "C" brand.

What brand of horse nails has always sold at the lowest price? Answer: look for the poorest goods.

If you want to obtain the farrier trade for your customers, give them the best horse nails you can get. They will bear the "C" brand and have our name on each box.

**Canada Horse Nail Company,**

**MONTREAL.**



## CANADA IRON FURNACE CO.,

Manufacturer of Limited

## CHARCOAL Pig IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que.  
Lac a lac Tortue.Three Rivers.  
Grand Piles.

Geo. E. Drummond,

Managing-Director and Treasurer

James Warnock &amp; Co., - Galt, Ont.

We Manufacture

AXES, PICKS  
MATTOCKS, MASONS'  
and SMITH HAMMERS  
and MECHANICS' EDGE  
TOOLS.

All our goods are guaranteed.

## CURRENT MARKET QUOTATIONS.

June 8, 1900.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

## METALS.

## Tin.

Lamb and Flag—  
56 and 28 lb. ingots, per lb. .... 0 35  
Straits ..... 0 35

## Tinplates.

Charcoal Plates—Bright  
M.L.S., equal to Bradley. Per box  
I.C., usual sizes ..... \$7 00  
I.X. .... 8 50  
I.X.X. .... 10 00

Famous—  
I.O. .... 7 50  
I.X. .... 8 50  
I.X.X. .... 9 50  
Raven & Vulture Grades—  
I.C., usual sizes ..... 5 25  
I.X. .... 6 25  
I.X.X. .... 7 25  
D.C., 12½x17 ..... 8 25  
D.X. .... 4 75  
D.X.X. .... 5 50  
D.X.X. .... 7 50

## Coke Plates—Bright

Bessemer Steel—  
I.C., usual sizes ..... 4 60  
I.C., special sizes, base. .... 4 85  
20x28 ..... 9 50

## Charcoal Plates—Terne

Dean or J. G. Grade—  
I.O., 20x28, 12 sheets ..... 9 50  
I.X., Terne Tin ..... 11 50

## Charcoal Tin Boiler Plates.

Cookley Grade—  
X.X., 14x56, 50 sheet bxs } Per lb.  
" 14x60 " } 0 07  
" 14x65 " } 0 07½

## Tinned Sheets.

72x30 up to 24 gauge ..... 0 08  
" 26 " ..... 0 08½  
" 28 " ..... 0 09  
" 28 " ..... 0 09½

## Iron and Steel.

Common Bar per 100 lbs ..... 2 30  
Refined " ..... 2 85  
Horse Shoe Iron ..... 2 70  
Hoop steel, 1½ to 3 in. base,  
extras for smaller sizes ..... 3 25

Swedish " ..... 4 00  
Sleigh Shoe Steel " base ..... 2 85  
Tire Steel ..... 2 85  
Machinery ..... 3 25  
Cast Steel, per lb ..... 0 10  
Toe Calk Steel ..... 3 50  
Thos. Firth & Sons' Cast Steel ..... 0 12  
Russian Sheet, per lb ..... 0 10½  
Tank Plates, 1-5 and thicker. 3 00  
Boiler Rivets ..... 4 50

## Boiler Tubes.

1½-inch ..... 0 13  
2 " ..... 0 15  
2½ " ..... 0 18  
3 " ..... 0 19

## Steel Boiler Plate.

¼ inch ..... 3 25  
3-16 inch ..... 3 40  
½ inch and thicker ..... 3 25

## Black Sheets.

18 gauge ..... 3 20  
20 " ..... 3 20  
22 to 24 " ..... 3 30  
26 " ..... 3 40  
28 " ..... 3 60

## Canada Plates.

All dull, 52 sheets ..... 3 50  
Half polished ..... 3 60  
All bright ..... 4 00

## Iron Pipe.

Wrought pipe, per 100 feet, ¼ to ¾ inch  
\$3 60; ½ inch, \$3.70; ¾ inch, \$4.20; 1 inch,  
\$4.90; 1½ inch, \$7.85; 2 inch, \$9.75; 2½ inch,  
\$13.00. 2½ to 6 inch, discount 45 p.c.  
Galvanized, ½ inch, \$5.30; ¾ inch, \$6.35;  
1 inch, \$9.00; 1½ inch, \$12.45; 2 inch, \$13.75;  
2½ inch, \$19.90.

## Galvanized Sheets.

G.C. Comet. Amer. Queen's  
16 gauge ..... 4 50  
18 to 24 gauge 4 60 4 20 4 50 4 60  
26 " 4 85 4 45 4 50 4 85  
28 " 5 10 4 70 4 75 5 10  
Less than case lots, 15c. per 100 lb. additional  
28 gauge American equals 26 gauge English.

## Chain.

Proof Coil, 3-16 in., per 100 lb .....  
" 5-16 " ..... 8 50  
" ¾ " ..... 6 00  
" 7-16 " ..... 5 45  
" 1 " ..... 5 15  
" 1½ " ..... 5 00  
" 2 " ..... 4 85  
" 2½ " ..... 4 75

Halter, kennel and post chains, 40 and 50 p.c.  
Cow ties ..... 40 p.c.  
Stall fixtures ..... 35 p.c.  
Trace chain ..... 25 and 5 p.c.  
Jack chain, iron, single and double, dis-  
count 35 p.c.  
Jack chain, brass, single and double, dis-  
count 40 p.c.

## Copper.

Ingots  
English B.S., ton lots ..... 0 19½  
Lake Superior ..... 0 20½  
Bolt or Bar  
Cut lengths, round, ½ to ¾ in. 0 23½  
round and square 0 25  
1 to 2 inches. 0 23½

## Sheet.

Untinned, 14 oz., and light, 16  
oz., 14x48 and 14x60 ..... 0 23  
Untinned, 14 oz., and light, 16  
oz., irregular sizes. .... 0 23  
NOTE.—Extra for tinning, 2 cents per  
pound, and tinning and half planishing 3  
cents per pound.  
Tinned copper sheets ..... 0 26  
Planished ..... 0 32

## Braziers (In sheets.)

4x6ft. 25 to 30 lbs. ea. per lb. .... 0 25½  
35 to 45 " ..... 0 24½  
50-lb. and above, ..... 0 23½

## Boiler and T. K. Pitts.

Plain Tinned, per lb ..... 0 28  
Spun, per lb ..... 0 32

## Brass.

Roll and Sheet, 14 to 30 gauge, 10 per cent.  
Sheets, hard-rolled, 2x4 ..... 0 24  
Tubing, base, per lb ..... 0 24

## Zinc Spelter

Foreign, per lb ..... 0 07  
Domestic " ..... 0 07½

## Zinc Sheet.

5 cwt. casks ..... 0 07½  
Part casks ..... 0 07½

## Lead.

Imported Pig, per lb ..... 0 05  
Bar, 1 lb. .... 0 06½  
3 sheets, 2½ lbs. aq. ft., by roll. .... 0 05½  
Sheets, 3 to 6 lbs., ..... 0 05½  
NOTE.—Cut sheets ½ cent per lb. extra  
Pipe, by the roll, usual weights per yard, lists  
at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.  
NOTE.—Cut lengths, net price, waste pipe  
8-ft. lengths, lists at 7½ cents.

## Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00  
per 100 lb.; buck, seal and bal., \$7.50. Dis-  
count, 7½ p.c. Prices are f.o.b. Toronto,  
amit n. Montreal, St. John and Halifax.  
Terms 3 per cent. cash, freights equalized on  
Montreal.

## Sole Pipe and Fittings.

Discount, 50 per cent. on medium and extra  
heavy, and 45 per cent. on light.

## Solder.

Bar half-and-half ..... 0 21  
Refined ..... 0 20½  
Wiping ..... 0 20

NOTE.—Prices of this graded according to  
quantity. The prices of other qualities of  
solder in the market indicated by private  
brands vary according to composition.

## Antimony.

Cookson's, per lb ..... 0 11

## White Lead.

Pure, Assoc. guarantee, ground in oil  
25 lb. irons ..... 6 87½  
No. 1 do ..... 6 50  
No. 2 do ..... 6 12½  
No. 3 do ..... 5 75  
No. 4 do ..... 5 37½  
Munro's Select Flake White ..... 7 12½  
Elephant and Decorators' Pure ..... 6 87½

## Red Lead.

Genuine, 560 lb. casks, per cwt. .... \$5 50  
Genuine, 100 lb. kegs, per cwt. .... 5 75  
No. 1, 560 lb. casks, per cwt. .... 5 25  
No. 1, 100 lb. kegs, per cwt. .... 5 00

## White Zinc Paint.

Elephant Snow White ..... 0 08  
Pure White Zinc ..... 0 08  
No. 1 ..... 0 06  
No. 2 ..... 0 05

## Dry White Lead.

Pure, casks ..... 5 75  
Pure, kegs ..... 6 25  
No. 1, casks ..... 5 70  
No. 1, kegs ..... 6 00

## Prepared Paints.

In ¼, ½ and 1 gallon tins.  
Pure, per gallon ..... 1 20  
Second qualities, per gallon ..... 1 00  
Barn (in bbls.) ..... 0 75  
The Sherwin-Williams Paints ..... 1 35  
Canada Paint Co's Pure ..... 1 20  
Sanderson Peary's Pure ..... 1 20  
Stewart & Wood's Champion Pure ..... 1 10

## Colors in Oil.

25 lb. tins, Standard Quality.  
Venetian Red, per lb ..... 0 05  
Chrome Yellow ..... 0 11  
Golden Ochre ..... 0 06  
French ..... 0 05  
Marine Black ..... 0 09  
Green ..... 0 09  
Chrome ..... 0 08  
French Imperial Green ..... 0 19

## Colors, Dry.

Yellow Ochre (J.C.) bbls ..... 1 35  
Yellow Ochre (J.F.L.S.) bbls ..... 2 75  
Yellow Ochre (Royal) ..... 1 10  
Brussels Ochre ..... 2 00  
Venetian Red (best), per cwt. 1 80  
English Oxides, per cwt. 3 00  
American Oxides, per cwt. 1 75  
Canadian Oxides, per cwt. 1 75  
Super Magnetic Oxides, 93 p.c. 2 00  
Burnt Sienna, pure, per lb. .... 0 10  
do Raw ..... 0 09  
Drop Black, pure ..... 0 09  
Chrome Yellows, pure ..... 0 18  
Chrome Greens, pure, per lb. .... 0 12  
Golden Ochre ..... 0 03½  
Ultramarine Blue in 28-lb.  
boxes, per lb. .... 0 08  
Fire Proof Mineral, per 100 lb. .... 1 00  
Genuine Eng. Litharge, per lb ..... 0 07

Mortar Color, per 100 lb. .... 1 25  
English Vermilion ..... 0 80  
Pure Indian Red, No. 45, lb. .... 0 80  
Whiting, per 100 lb. .... 0 55

## Blue Stone.

Casks, for spraying, per lb. .... 0 07  
100-lb. lots, do. per lb. .... 0 08

## Putty.

Bladders in bbls. .... 2 10  
Bladders in 100 or 200 lb. kegs or bxs 2 25  
Bulk in bbls., per 100 ..... 1 95  
Bulk in less quantities ..... 2 10  
25-lb. tins, 4 in case ..... 2 35  
12½-lb. tins, 8 in case ..... 2 60

## Varnishes.

(In 5-gal. lots.) Per gal.  
Carriage, No. 1 ..... 2 90  
" body ..... 8 00  
" rubbing ..... 4 00  
Gold Size, Japan ..... 3 00  
Brown Japan ..... 2 40  
Elastic Oak ..... 2 90  
Furniture, extra ..... 2 40  
" No. 1 ..... 1 60  
Hard Oil Finish ..... 2 70  
Light Oil Finish ..... 3 20  
Denmar ..... 3 30  
Shellac, white ..... 4 40  
" orange ..... 4 00  
Furniture Brown Japan ..... 1 40  
Black Japan ..... 2 80  
" No. 1 ..... 1 60

Discount—general trade discount, 50 per  
cent. and four months' time; special cash  
discount of 3 per cent. in thirty days, or 3½  
per cent. spot cash.



The Imperial  
Varnish & Color  
Co's, Limited  
Elastilite Varnish,  
1 gal. can, each.  
\$3.00.

Granatine Floor  
Finish, per gal.  
\$2 75.

Maple Leaf  
Coach Enamels;  
Size 1, \$1.10;  
Size 2, 60c.; Size  
3, 40c. each.

## Linseed Oil.

1 to 4 bbls delivered ..... \$0 86  
5 to 9 bbls ..... 85

Montreal, Toronto, Hamilton, Quebec,  
London, Ottawa, Kingston and Guelph,  
2c. less.

## Turpentine.

Single barrel, freight allowed ..... 0 77  
2 to 4 barrels ..... 0 76  
Toronto, Hamilton, London, Guelph, 2c. less.

## Castor Oil.

East India, in cases, per lb. .... 0 10  
" small lots. .... 0 10½

## Cod Oil, Etc.

Cod Oil, per gal. .... 0 50  
Pure Olive, ..... 1 20  
" Neatsfoot ..... 90

## Glue.

Common ..... 0 09  
French Medal ..... 0 14  
Cabinet, sheet ..... 0 12  
White, extra ..... 0 18  
Gelatine ..... 0 22  
Strip ..... 0 18  
Coopers ..... 0 19  
Huttner ..... 0 18



# STEEL, PEECH & TOZER, Limited

Phoenix Special Steel Works. The Ickles, near Sheffield, England.

Manufacturers of

Axles and Forgings of all descriptions, Billets and Spring Steel, Tyre, Sleigh Shoe and Machinery Steel.

Sole Agents for Canada.

## JAMES HUTTON & CO., - MONTREAL

### HARDWARE. Ammunition.

Cartridges.  
B. B. Caps, Dom., 50 and 5 per cent.  
Rim Fire Pistol, dis. 45 p. c., Amer.  
Rim Fire Cartridges, Dom., 50 and 5 p. c.  
Rim Fire, Military, net list, Amer.  
Central Fire Pistol and Rifle, 18 p. c. Amer.  
Central Fire Cartridges, pistol sizes, Dom.  
30 per cent.  
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.  
Central Fire, Military and Sporting, Amer. net list. B. B. Caps, discount 45 per cent. Amer.  
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p. c.  
Brass shot Shells, 55 and 10 per cent.  
Primers, Dom., 30 per cent.

Wads, per lb.  
Best thick white felt wadding, in 3/4-lb. bags, 1 00  
Best thick brown or grey felt wads, in 1/2-lb. bags, 0 70  
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges, 0 99  
Best thick white card wads, in boxes of 500 each, 10 gauge, 0 35  
Best thick white card wads, in boxes of 500 each, 8 gauge, 0 55  
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges, 0 20  
Thin card wads, in boxes of 1,000 each, 10 gauge, 0 25  
Thin card wads in boxes of 1,000 each, 8 gauge, 0 55  
Chemically prepared black edge grey cloth wads, in boxes of 250 each—  
11 and smaller gauge, 0 60  
9 and 10 gauges, 0 70  
7 and 8 gauges, 0 90  
5 and 6 gauges, 1 10  
Superior chemically prepared pink edge, best, white cloth wads, in boxes of 250 each—  
11 and smaller gauge, 1 15  
9 and 10 gauges, 1 40  
7 and 8 gauges, 1 65  
5 and 6 gauges, 1 90

Adzes.  
Anvils.  
Per lb. 10 0 12 1/2  
Anvil and Vise combined, 4 50  
Wilkinson & Co.'s Anvils, lb. 0 09  
Wilkinson & Co.'s Vices, lb. 0 09 1/2

Augers.  
Gilmour's, discount 50 and 10 p. c. off list.

Axes.  
Chopping Axes—  
Single bit, per doz. 5 50 10 00  
Double bit, 12 00 18 00  
Bench Axes, 40 and 15 p. c.  
Broad Axes, 35 1/2 per cent.  
Hunters' Axes, 5 50 6 00  
Boy's Axes, 5 75 6 75  
Splitting Axes, 6 50 12 00  
Handled Axes, 7 00 10 00

Axle Grease.  
Ordinary, per gross, 5 75 6 00  
Best quality, 13 00 15 00

Bath Tubs.  
Zinc, 3 90 4 00  
Copper, discount 40 and 10 p. c. off revised list

Baths.  
Standard Enameled.  
5 1/2-inch rolled rim, 1st quality, 30 00  
" 2nd, 22 00

Anti-Friction Metal.  
Tandem "A", per lb. 0 27  
" "B", 0 21  
" "C", 0 11 1/2  
Magnolia Anti-Friction Metal, per lb. 0 25

Bells.  
Hand.  
Brass, 60 per cent.  
Nickel, 55 per cent.

Cow.  
American make, discount 68 1/2 per cent.  
Canadian, discount 45 and 50 per cent.

Door.  
Gongs, Sargent's, 5 50 8 00  
" Peterboro', discount 27 1/2 per cent.

Farm.  
American, each, 1 25 3 00  
House.  
American, per lb., 0 35 0 40

Bellevue.  
Hand, per doz., 3 35 4 75  
Moulders', per doz., 7 50 10 00  
Blacksmiths', discount 40 per cent.

Belting.  
Extra, 50 and 10 per cent.  
Standard, 60 per cent.  
No. 1 Agricultural, 60 and 10 p. c.

Bits.  
Auger.  
Gilmour's, discount 50 and 10 per cent.  
Rockford, 50 and 10 per cent.  
Jennings' Gen., net list.

Car.  
Gilmour's, 47 1/2 to 50 per cent.  
Expansive.  
Clark's, 40 per cent.

Gimlet.  
Clark's, per doz., 0 65 0 90  
Diamond, Shell, per doz., 1 00 1 50  
Nail and Spike, per gross, 2 25 5 20

Blind and Bed Staples.  
All sizes, per lb., 0 07 1/2 0 12

Bolts and Nuts. Per cent.  
Norway Bolts, full square, 65  
Coach Screws, 65  
Sleigh Shoe Bolts, 70  
Blank Bolts, 52 1/2  
Bolt Ends, 62 1/2  
Nuts, square, 3 1/2 c. off  
Nuts, hexagon, 4 c. off  
Tapping Nuts, 60  
Tire Bolts, 60  
Stove Bolts, 60 and 10  
Stove rods, per lb., 5 1/2 to 6 c.  
Plough Bolts, 50

Boot Calks.  
Small and medium, ball, per M., 4 25  
Small heel, per M., 4 50

Bright Wire Goods.  
Discount, 55 per cent.

Broilers.  
Light, dis., 65 to 67 1/2 per cent.  
Reversible, dis., 65 to 67 1/2 per cent.  
Vegetable, per doz., dis. 37 1/2 per cent.

Henis, No. 8, 6 00  
Henis, No. 9, 7 00  
Queen City, 7 50 0 00

Butchers' Cleavers.  
German, per doz., 6 00 11 00  
American, per doz., 12 00 20 00

Building Paper, Etc.  
Plain building, per roll, 0 30  
Tarrad lining, per roll, 0 40  
Tarrad roofing, per 100 lb., 1 60  
Coal Tar, per barrel, 3 50  
Pitch, per 100-lb., 0 80  
Carpet felt, per ton, 45 00

Bull Rings.  
Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

Butts.  
Wrought Brass, net revised list  
Cast Iron.  
Loose Pin, dis., 60 per cent.

Wrought Steel.  
Fast Joint, dis. 60 and 10 per cent.  
Loose Pin, dis. 60 and 10 per cent.  
Berlin Bronzed, dis. 70, 70 and 5 per cent.  
Gen. Bronzed, per pair, 0 40 0 65

Carpet Stretchers.  
American, per doz., 1 00 1 50  
Bullard's, per doz., 6 50

Bed, new list, dis. 55 to 57 1/2 per cent.  
Plate, dis. 52 1/2 to 57 1/2 per cent.

Cattle Leaders.  
Nos. 31 and 32, per gross, 50 9 50

Cement.  
Canadian Portland, 2 80 3 00  
English, 3 00  
Belgian, 2 75 3 00  
Canadian hydraulic, 1 00 1 10

Chalk.  
Carpenters, Colored, per gross, 0 45 0 75  
White lump, per cwt., 0 60 0 65  
Red, 0 05 0 06  
Crayon, per gross, 0 14 0 18

### Chisels.

Socket, Framing and Firmer.  
Broad's, dis. 70 per cent.  
Warnock's, dis. 70 per cent.

### Churns.

Revolving Churns, metal frames—No. 0, \$8—  
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—  
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,  
wood frames—20c. each less than above.  
Discounts: Delivered from factories, 18  
p. c.; from stock in Montreal, 56 p. c.  
Terms, 4 months or 3 p. c. cash in 30 days.

### Clips.

Axle dis. 65 per cent.

### Closets.

Plain Ontario Syphon Jet, \$8 00  
Emb. Ontario Syphon Jet, 8 50  
Fittings, 1 00  
Plain Teutonic Syphon Washout, 4 75  
Emb. Teutonic Syphon Washout, 5 25  
Fittings, 1 00  
Plain Richelieu, 4 75  
Emb. Richelieu, 5 00  
Fittings, 1 25  
Closet connection, 1 25  
Basins, round, 14 in., 0 65  
" oval, 17 x 14 in., 1 55  
" 19 x 15 in., 2 30

Compasses, Dividers, Etc.  
American, dis. 62 1/2 to 65 per cent.

Cradles, Grain.  
Canadian, dis. 25 to 33 1/2 per cent.

Crosscut Saw Handles.  
S. & D., No. 3, per pair, 17 1/2  
" 6, " 22 1/2  
" 8, " 15  
Boynston pattern, 20

Door Springs.  
Torrey's Rod, per doz., (15 p. c.) 2 00  
Coil, per doz., 0 88 1 60  
English, per doz., 2 00 4 00

Draw Knives.  
Coach and Wagon, dis. 50 and 10 per cent.  
Carpenters, dis. 70 per cent.

Drills.  
Hand and Breast.  
Miller's Falls, per doz., net list.

DRILL BITS.  
Morse, dis., 37 1/2 to 40 per cent.  
Standard, dis. 50 and 5 to 55 per cent.

Faucets.  
Common, cork-lined, dis. 35 per cent.  
ELBOWS. (Stovepipe.)  
No. 1, per doz., 1 80  
No. 2, per doz., 1 60  
Bright, 20c. per doz. extra.

ESCUTCHEONS.  
Discount, 27 1/2 per cent.

ESCUTCHEON PINS.  
Iron, discount 40 per cent.

FACTORY MILK CANS.  
Discount off revised list, 40 per cent.

FILES.  
Black Diamond, 50 and 10 to 60 per cent.  
Kearney & Foote, 60 and 10 per cent. to 60,  
10, 10.

Nicholson File Co., 50 and 10 to 60 per cent.  
Jowitt's, English list, 25 to 27 1/2 per cent.

FORKS.  
Hay, manure, etc., dis., 50 and 10 per cent  
revised list.

FRUIT PRESSES.  
Henis', per doz., 3 25 3 50  
Shepard's Queen City, dis. 15 per cent.

GLASS—Window—Box Price.

Size Per Star D. Diamond  
United Per Per Per  
Inches 50 ft. 100 ft. 50 ft. 100 ft.

Under 26, 2 20 4 20 6 25  
26 to 40, 2 40 4 60 7 00  
41 to 50, 5 00 7 50  
51 to 60, 5 25 8 25  
61 to 70, 5 50 9 50  
71 to 80, 6 00 10 50  
81 to 85, 6 85 11 50  
86 to 90, 7 65 13 50  
91 to 95, 15 00  
96 to 100, 18 00  
101 to 105, 20 00  
106 to 110, 23 00  
111 to 115, 27 00  
16 x 16 10 per cent. off.

### GAUGES.

Marking, Mortise, Etc.  
Stanley's dis. 50 to 55 per cent.  
Wire Gauges.  
Winn's, Nos. 26 to 33, each, 1 65 2 40

### HALTERS.

Rope, 3/8 per gross, 9 00  
" 5/8 to 3/4, 14 00  
Leather, 1 in., per doz., 3 87 1/2 4 00  
" 1 1/4 in., 5 15 5 20  
Web, — per doz., 1 87 2 45

### HAMMERS.

Nail  
Maydole's, dis. 5 to 10 per cent. Can. dis.  
25 to 27 1/2 per cent.

### Tack.

Magnetic, per doz., 1 10 1 20  
Canadian, per lb., 0 07 1/2 0 08 1/2

### Sledge.

English and Can., per lb., 0 22 0 25

### HANDLES.

Axe, per doz., net, 1 50 2 00  
Store door, per doz., 1 00 1 50

### Fork.

C. & B., dis. 40 per cent. rev. list.  
Ho. C. & B., dis. 40 per cent. rev. list.

### Saw.

American, per doz., 1 00 1 25  
Plane, 3 15 3 75  
Hammer and Hatchet.  
Canadian, 40 per cent.

### Cross-Cut Saws.

Canadian, per pair, 0 13 1/4

### HANGERS.

Steel barn door, doz. pairs, 5 85 6 00  
Stearns, 4 inch, 5 00  
" 5 inch, 6 50  
Lane's covered—  
No. 11, 5-ft. run, 8 40  
No. 11 1/2, 10-ft. run, 10 80  
No. 12, 10-ft. run, 12 60  
No. 14, 15-ft. run, 21 00  
Lane's O.N.T. track, per foot, 4 1/2

### HARVEST TOOLS.

Discount, 50 and 10 per cent.

### HATCHETS.

Canadian, dis. 40 to 42 1/2 per cent.

### HINGES.

Blind, Parker's, dis. 50 and 10 to 60 per cent  
Head "T and strap, 4-in., per lb., 0 06 1/2  
" 5-in., " 0 08 1/2  
" 6-in., " 0 08  
" 8-in., " 0 05 1/2  
" 10-in., " 0 05 1/2

Light T and strap, dis. 60 and 5 per cent.  
Screw hook and hinge—  
6 to 12 in., per 100 lbs., 4 50  
14 in. up, per 100 lbs., 3 50  
Spring, 12 00

### HOES.

Garden, Mortar, etc., dis. 50 and 10 p. c.  
Planter, per doz., 4 00 4 50

### HOLLOW WARE.

Discount, 45 and 5 per cent.

### HOOKS.

Cast Iron.  
Bird Cage, per doz., 0 50 1 10  
Clothes Line, per doz., 0 27 0 63  
Harness, per doz., 0 72 0 88  
Hat and Coat, per gross, 1 00 3 00  
Chandelier, per doz., 0 50 1 00

### Wrought Iron.

Wrought Hooks and Staples, Can., dis.  
47 1/2 per cent. Wire.  
Hat and Coat, discount 45 per cent.  
Belt, per 1,000, 0 60  
Screw, bright, dis. 55 per cent.

### HORSE NAILS.

"O" brand 50 p. c. dis. } Oval head.  
"M" brand 50 p. c. }

Acadian, countersunk head and oval  
top 50 and 10 per cent.



# THOS. FIRTH & SONS, Limited, SHEFFIELD

## Tool Steel and Rock Drill Steel

The Standard for past 50 years  
in Canada and United States.

ALWAYS CARRIED IN STOCK.



### H. W. DeCOURTENAY & Co.

Sole Agents for Canada.

476 St. Paul St., MONTREAL.

Always Specify this BRAND When Ordering.

#### HORSESHOES.

| Iron Shoes.                | F.O.B. Toronto<br>No. 2<br>and<br>larger. | No. 1.<br>and<br>smaller. |
|----------------------------|-------------------------------------------|---------------------------|
| Light, medium, and heavy.  | 4 05                                      | 4 30                      |
| Snow shoes.                | 4 30                                      | 4 55                      |
| Steel Shoes.               |                                           |                           |
| Light.                     | 4 35                                      | 4 60                      |
| Featherweight (all sizes). | 5 60                                      | 5 60                      |
| Toe weight steel shoes.    |                                           | 6 70                      |

#### JAPANNED WARE.

Discount, 45 and 5 per cent. off list, June 1899.

#### ICE PICKS.

Star, per doz. 3 00 3 25

#### KETTLES.

Brass spun, 7 1/2 p.c. dia. off new list.

Copper, per lb. 0 30

American, 60 and 10 to 65 and 5 p.c.

#### KEYS.

Lock, Can., dis., 27 1/2 p.c.

Cabinet, trunk, and padlock,

Am. per gross. 60

#### KNOBS.

Door, japanned and N.P., per

doz. 1 50 2 50

Bronze, Berlin, per doz. 2 75

Bronze Genuine, per doz. 3 25

Shutter, porcelain, F. & L.

screw, per gross. 1 30 4 00

White door knobs—per doz. 1 25

#### HAY KNIVES.

Discount, 50 and 10 per cent.

#### LAMP WICKS.

Discount, 60 per cent.

#### LANTERNS.

Cold Blast, per doz. 7 50

No. 3 "Wright's" 8 50

Ordinary, with O burner 4 25

Dashboard, cold blast 9 50

No. 0. 6 00

Japanning, 50c. per doz. extra.

#### LEMON SQUEEZERS.

Porcelain lined, per doz. 2 20 5 60

Galvanized 1 87 3 85

King, wood 2 75 2 90

King, glass 4 00 4 50

All glass 1 20 1 30

#### LINES.

Fish, per gross. 1 05 2 50

Chalk 1 90 7 40

#### LOCKS.

Canadian, dis. 33 1/2 p.c.

Russell & Erwin, per doz. 3 05 3 25

Cabinet.

Eagle, dis. 30 p.c.

English and Am., per doz. 50 6 00

Scandinavian, 1 00 2 40

Eagle, dis. 15 to 17 1/2 p.c.

#### MACHINE SCREWS.

Flat head, discount 25 p.c.

Round head, discount 20 p.c.

#### MALLETS.

Tinsmiths', per doz. 1 25 1 50

Carpenters', hickory, per doz. 1 25 3 75

Lignum Vitae, per doz. 3 85 5 00

Caulking, each. 60 2 00

#### MATTOCKS.

Canadian, per doz. 8 50 1 00

#### MEAT CUTTERS.

American, dis. 25 to 30 p.c.

German, 15 per cent.

#### MILK CAN TRIMMINGS

Discount, 25 per cent.

#### NAILS.

Quotations are:

2d. and 3d. \$3 85 \$4 20

3d. 3 50 3 85

4 and 5d. 3 25 3 70

6 and 7d. 3 15 3 55

8 and 9d. 3 00 3 35

10 and 12d. 2 95 3 30

16 and 20d. 2 90 3 25

30, 40, 50 and 60d. (base). 2 85 3 20

Steel Cut Nails 10c. extra.

Miscellaneous wire nails, dia. 70 per cent.

#### NAIL FULLERS.

German and American. 1 85 3 50

#### NAIL SETS

Square, round, and octagon,

per gross. 3 38 4 00

Diamond 12 00 15 00

#### NETTING.

Poultry, 40 and 5 per cent. for McMullen's.

OAKUM. Per 100 lb.

Navy 6 00

U. S. Navy. 7 25

#### OIL.

Canada refined (Toronto) 0 13 1/2

Sarnia Water White 0 15

Pratt's Astral. 0 18

Sarnia, Prime White. 0 14

American w. w. 0 16 1/2

#### OLERS.

McClary's Model galvan. oil

can, with pump, 5 gal. 0 00 10 00

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz. 1 25 3 50

Brass, 1 50 3 50

Malleable, dis. 25 per cent.

#### GALVANIZED PAIRS.

Dufferin pattern pails, dis. 50 to 50 and 10 p.c.

Flaring pails, discount 45 per cent.

Galvanized washtrubs, discount 45 per cent.

#### PIECED WARE.

Discount 40 per cent. off list, June, 1899.

#### PICKS.

Per doz. 6 00 9 00

#### PICTURE NAILS.

Porcelain head, per gross. 1 50 3 00

Brass head, 0 40 1 00

#### PLANES.

Wood, bench, Canadian dis. 55 per cent.

American dis. 55.

Wood, fancy Canadian or American, 37 1/2

to 40 per cent.

Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.

Miscellaneous, dis. 25 to 27 1/2 per cent.

Bailey's Victor, 25 per cent.

#### PLANE IRONS.

English, per doz. 2 00 5 00

#### PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37 1/2

40 p.c.

Button's Imitation, per doz. 5 00 9 00

German, per doz. 0 60 2 60

#### PLUMBERS' BRASS GOODS.

Impression work, discount, 60 per cent.

Fuller's work, discount 65 per cent.

Rough stops and stop and waste cocks, dis-

count, 55 per cent.

Jenkins' disk globe and angle valves, dis-

count, 55 per cent.

Standard valves, discount, 60 per cent.

Jenkins' radiator valves discount 55 per cent.

Quick opening valves, discount, 60 p.c.

No. 1 compression bath cock 2 00

No. 4 2 00

No. 7, Fuller's 2 50

No. 4 1/2, 3 00

#### PRESSED SPIKES.

Discount, 20 per cent.

#### PULLEYS.

Hothouse, per doz. 0 55 1 00

Axle 0 22 0 33

Screw 0 27 1 00

Awning 0 35 2 50

#### PUMPS.

Canadian cistern 1 80 3 60

Canadian pitcher spout. 1 40 2 10

#### PUNCHES.

Saddlers', per doz. 1 00 1 85

Conductors' 9 00 15 00

Tinners' solid, per set. 0 00 0 72

" hollow, per inch. 0 00 1 00

#### RANGE BOILERS

Galvanized, 30 gallons 7 25

" 35 " 8 15

" 40 " 9 25

Copper, 30 " 22 00

" 35 " 26 00

" 40 " 30 00

Discount off Copper Boilers 10 per cent.

#### RAKES.

Cast steel and malleable Canadian list dis.

50 and 10 p.c. revised list.

Wood, 25 per cent.

#### RASPS AND HORSE RASPS.

New Nicholson horse rasp, discount 60 p.c.

Globe File Co.'s rasps, 60 and 10 to 70 p.c.

Heller's Horse rasps, 50 to 50 and 5 p.c.

#### RAZORS.

Geo. Butler & Co.'s, per doz. 8 00 18 00

Boker's 7 50 11 00

Wade & Butcher's 3 60 10 00

Theile & Quack's 7 00 12 00

Elliot's 4 00 18 00

#### REAPING HOOKS.

Discount, 50 and 10 per cent.

#### REGISTERS.

Discount, 60 per cent

RIVETS AND BURRS.

Carriage, Section, Wagon Box Rivets, etc.,

50 p.c.

Black M. Rivets, 50 p.c.

Black and Tinned Rivets, 50 p.c.

Extras on Iron Rivets in 1-lb. cartons, 1/2c

per lb.

Extras on Iron Rivets in 1/2-lb. cartons, 1c.

per lb.

Copper Rivets & Burrs, 35 p.c. dis., and

cartons, 1c. per lb. extra, net.

Extras on Tinned or Coppered Rivets in

1/2-lb. cartons, 1c. per lb.

Burrs, iron or steel, 45 per cent.

Terms, 4 mos. or 3 per cent. cash 30 days.

#### RIVET SETS.

Canadian, dis. 35 3/4 per cent.

#### ROPE, ETC.

7-16 in. and larger, per lb. 11 1/2

3/4 in. 12 1/2

1/2 and 5-16 in. 12 1/2

Cotton base, 1/4-inch and

larger 14 1/2

Russia Deep Sea 15 1/2

Jute 8 3/4

Lath Yarn 10 1/2

New Zealand Rope.

#### RULES.

Boxwood, dis. 75 and 10 p.c.

Ivory, dis. 37 1/2 to 40 p.c.

#### SAD IRONS.

Mrs. Potts, No. 55, polished. 0 85

No. 50, nickel-plated. 90

Usual rebate on 12 and 50 case lots.

#### SAND AND EMERY PAPER.

Dominion Flint Paper, 47 1/2 per cent.

B & A. sand, 40 and 2 1/2 per cent.

Emery, 40 per cent.

#### SAP SPOUTS.

Bronzed iron with hooks, per doz. 9 50

#### SAWS.

Hand, Diaston's, dis. 12 1/2 p.c.

S. & D., 40 per cent.

Crosscut, Diaston's, per ft. 0 35 0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each. 0 75 2 75

frame only. 0 75

#### SASH WEIGHTS.

Sectional, per 100 lbs. 3 25

Solid, 1 50

#### SASH CORD.

Per lb. 0 23 0 30

#### SAW SETS.

"Lincoln," per doz. 6 50

#### SCALES

Gurney Scales, 45 p.c.





Agent for Railway Fencing:

# McMULLEN'S

**POULTRY NETTINGS** and **LAWN FENCINGS** are not surpassed in the world.

Their **WOVEN WIRE FENCINGS** have stood years of successful testing; special offers are now made on **HOG FENCINGS**.

All of the above goods are manufactured by **THE ONTARIO WIRE FENCING CO., Limited**, of Picton, Ont., and are sold by

**The B. Greening Wire Co.,** OF HAMILTON and MONTREAL.  
Limited.

GENERAL AGENTS; ALSO BY THE CANADIAN HARDWARE JOBBERS.

**MR. JAMES COOPER, Montreal.**

|                                                |          |
|------------------------------------------------|----------|
| Trunk nails, black .....                       | 65       |
| Trunk nails, tinned .....                      | 65 and 5 |
| Clout nails, blued and tinned .....            | 65       |
| Chair nails .....                              | 35       |
| Cigar box nails .....                          | 35       |
| Patent brads .....                             | 40       |
| Fine finishing .....                           | 40       |
| Picture frame points .....                     | 10       |
| Lining tacks, in papers .....                  | 10       |
| " " in bulk .....                              | 15       |
| " " solid heads, in bulk .....                 | 75       |
| Saddle nails in papers .....                   | 10       |
| " " in bulk .....                              | 15       |
| Tufting buttons, 22 line, in dozens only ..... | 60       |
| Tin capped trunk nails .....                   | 15       |
| Zinc glazier's points .....                    | 5        |
| Double pointed tacks, dozens .....             | 85       |
| " " bulk .....                                 | 35       |

|                                  |           |
|----------------------------------|-----------|
| <b>TAPE LINES.</b>               |           |
| English, ass skin, per doz. .... | 2 75 5 00 |
| English, Patent Leather .....    | 5 50 9 75 |
| Chesterman's each .....          | 0 90 2 85 |
| " steel, each .....              | 0 80 8 00 |

|                                                    |  |
|----------------------------------------------------|--|
| <b>THERMOMETERS</b>                                |  |
| Tin case and dairy, dis. 75 to 75 and 10 p.c. .... |  |

|                         |      |
|-------------------------|------|
| <b>TRANSOM LIFTERS.</b> |      |
| Payson's per doz. ....  | 2 60 |

|                                         |  |
|-----------------------------------------|--|
| <b>TRAPS. (Steel.)</b>                  |  |
| Game, Newhouse, dis. 2 1/2 p.c. ....    |  |
| Game, H. & N., P. S. & W., 65 p.c. .... |  |
| Game, steel, 72 1/2, 75 p.c. ....       |  |

|                                       |           |
|---------------------------------------|-----------|
| <b>TROWELS.</b>                       |           |
| Disston's, discount 10 per cent. .... | 4 75 6 00 |
| German, per doz. ....                 |           |
| S. & D., discount 35 per cent. ....   |           |

|                                   |           |
|-----------------------------------|-----------|
| <b>TWINES.</b>                    |           |
| Bag, Russian, per lb. ....        | 0 21      |
| Wrapping, mottled, per pack. .... | 0 50 0 60 |
| Wrapping, cotton, per lb. ....    | 0 17 0 18 |
| Mattress, per lb. ....            | 0 33 0 45 |
| Staging, " .....                  | 0 27 0 35 |
| Broom, " .....                    | 0 30 0 55 |

|                              |             |
|------------------------------|-------------|
| <b>VICES.</b>                |             |
| Hand, per doz. ....          | 4 00 6 00   |
| Bench, parallel, each .....  | 2 00 4 50   |
| Coach, each .....            | 6 00 7 00   |
| Peter Wright's, per lb. .... | 0 12 0 13   |
| Pipe, each .....             | 5 50 9 00   |
| Saw, per doz .....           | 6 50* 13 00 |

|                                                                        |  |
|------------------------------------------------------------------------|--|
| <b>ENAMELLED WARE.</b>                                                 |  |
| White, Princess, Turquoise, Blue and White, discount 50 per cent. .... |  |
| Diamond, Famous, Premier, 50 and 10 p.c. ....                          |  |
| Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent. ....     |  |

|                                                                             |  |
|-----------------------------------------------------------------------------|--|
| <b>WIRE.</b>                                                                |  |
| Brass wire, 50 to 50 and 2 1/2 per cent. off the list. ....                 |  |
| Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory. ....     |  |
| Smooth Steel Wire, base, \$3.20 per 100 lb. List of extras: Nos. 2 to 5, ad |  |

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| vance 7c. per 100 lb.—Nos. 6 to 9, base—No. 10, advance 7c.—No. 11, 14c.—No. 12, 20c.—No. 13, 35c.—No. 14, 47c.—No. 15, 60c.—No. 16, 75c. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, \$2—oil, 10c.—special hay-baling wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net, 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.                                                                                                                                                                      |
| Fine Steel Wire, dis. 12 1/2 per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 5c.—oil, 10c.—in 25-lb. bundles, 15c.—in 50 and 100-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in 1/2-lb. hanks, 75c.—in 1/4-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c. |

|                                                                                                                                                                           |      |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------|
| Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.95—No. 9, \$3.20—No. 10, \$4.10—No. 11, \$4.15—No. 12, \$3.35—No. 13, \$3.45—No. 14, \$4.50—No. 15, \$5.00—No. 16, \$5.25. |      |
| Clothes Line Wire, 19 gauge, per 1,000 feet.....                                                                                                                          | 3 30 |

|                                                                                                                                  |      |
|----------------------------------------------------------------------------------------------------------------------------------|------|
| <b>WIRE FENCING</b>                                                                                                              |      |
| F.O.B. Toronto                                                                                                                   |      |
| Galvanized, 4 barb, 2 1/2 and 5 inches apart. ....                                                                               | 3 35 |
| Galvanized, 2 barb, 4 and 6 inches apart. ....                                                                                   | 3 35 |
| Galvanized, plain twist. ....                                                                                                    | 3 35 |
| Galvanized barb, f.o.b. Cleveland, \$3.15 in less than carlots, and \$3.05 in carlots. Terms, 60 days or 2 per cent. in 10 days. |      |
| Ros's braid truss cable .....                                                                                                    | 4 50 |

|                                             |      |
|---------------------------------------------|------|
| <b>WIRE CLOTH.</b>                          |      |
| Painted Screen, per 100 sq. ft., net. ....  | 2 00 |
| Terms, 4 months, May 1; 3 p.c. off 30 days. |      |

|                                                         |           |
|---------------------------------------------------------|-----------|
| <b>WRENCHES.</b>                                        |           |
| Acme, 35 to 37 1/2 per cent. Agricultural, 60 p.c. .... |           |
| Coe's Genuine, dis. 20 to 25 p.c. ....                  |           |
| Towers' Engineer, each. ....                            | 2 00 7 00 |
| " S., per doz. ....                                     | 5 80 6 00 |
| G. & K's Pipe, per doz. ....                            | 3 40      |
| Burrell's Pipe, each. ....                              | 3 00      |
| Pocket, per doz. ....                                   | 0 25 2 90 |

|                                                            |         |
|------------------------------------------------------------|---------|
| <b>WRINGERS.</b>                                           |         |
| Leader. .... per doz. ....                                 | \$60 00 |
| Royal Canadian. ....                                       | 58 00   |
| Royal American. ....                                       | 50 00   |
| Discount, 45 per cent.; terms 4 months, or 3 p.c. 30 days. |         |

|                                       |  |
|---------------------------------------|--|
| <b>WROUGHT IRON WASHERS</b>           |  |
| Canadian make, discount, 25 per cent. |  |

When We Say

# STOVEBOARDS



SEAMLESS, NO CORNER CLIPS.

It means the very best goods that brains, selected material, and machinery can produce.

Our **Seamless Stoveboards** with **Seamless Corners** are special features, **original with us.** Our ample facilities for lithographing enable us to furnish goods of the highest grade of excellence and artistic design. Printed with indelible inks, they combine a harmony of color with smoothness and greatest durability.

## Elegant Boards

are high grade, of Mosaic design, artistic, attractive.

## Decorated Steel Boards

of 1900 creation, are unique, bright, catchy.

WE LEAD THE MARKET IN TASTY GOODS OF THIS CLASS.

**THE THOS. DAVIDSON MFG. CO., Limited, Montreal, P.Q.**







Est. 1868

Inc. 1895

## Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals

Awarded  
By **JURORS** at  
International Expositions  
Special Prize

Gold Medal at Atlanta, 1895

HAVE YOU TRIED IT?

"PYRAMID" BRAND



BLUESTONE

## HIGH PRESSURE PACKING

FOR STEAM

HOT or COLD WATER and AIR.

Packs equally well for all.

There is no Packing made that will last as long or withstand  
as well the action of Steam Heat.

Stock rolls about 36 inches wide and  $\frac{1}{32}$ ,  $\frac{1}{16}$ ,  $\frac{3}{32}$ , or  $\frac{1}{8}$  in. thick.

Sole Manufacturers:

**THE GUTTA PERCHA AND RUBBER MFG. CO.**  
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GALVANIZED SHEETS, Best Bloom  
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Cost does not end  
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There's the working to be considered.  
Imperfect material means imperfect  
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**"BEST BEST POPLAR" BRAND**  
GALVANIZED FLAT SHEETS

Always turn out well, smooth,  
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Langwell's Babbitt. Montreal.

CANADIAN

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AND METAL  
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO JUNE 16, 1900.

NO. 24

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The Most Economical.  
The Least Wearing.  
The Most Durable.  
Friction Preventing.

"Tandem" Metals are better than  
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### A QUALITY

For Heaviest Pressure and Medium Speed  
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### B QUALITY

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The largest smelters of Anti-Friction  
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Lysaght's brands of Galvanized Iron are  
as popular as in Canada or Australia.  
It must do our boys good to see the old  
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Makers of Galvanized Iron, Black Sheets, and Wire Netting.



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We have samples of the latest designs in Lee-  
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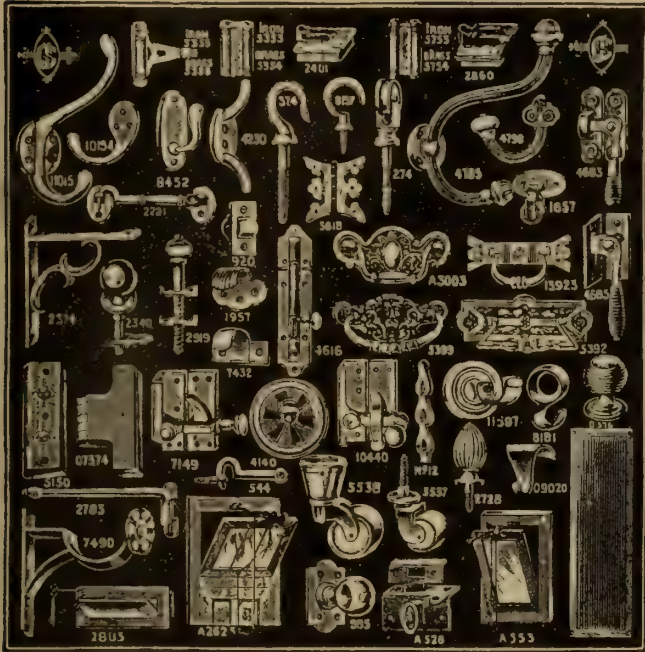
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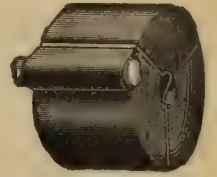
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with these brands  
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of wear for the  
money.

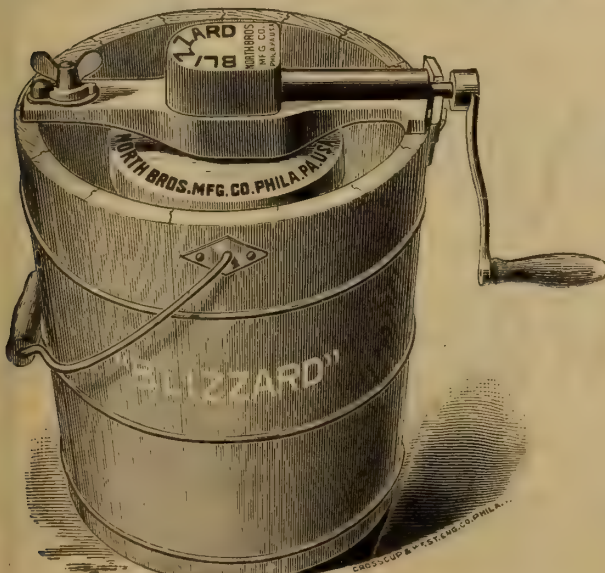
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**MONTREAL,  
TORONTO,  
WINNIPEG.**

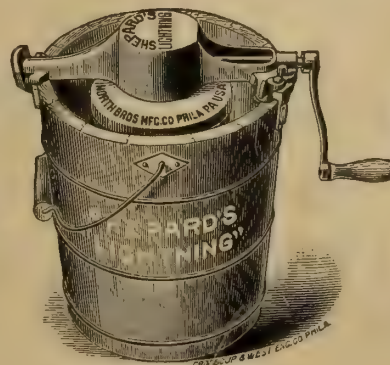


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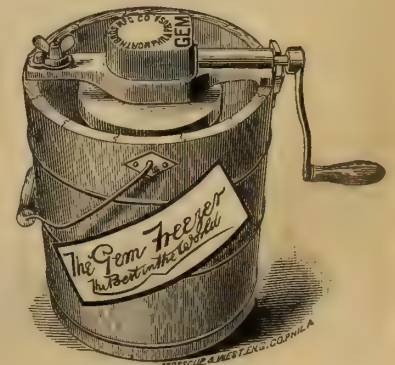
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## ICE CREAM FREEZERS

They are well advertised, in demand, easily sold, satisfactory in use, and of known reputation. They excel in easy running, quick freezing, economy of ice and salt, and in convenience in use and in practical results.

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If you are not pleased with the twine you are handling, if it comes back because it breaks, tangles, falls in the ball, if it gives your customer trouble, why not

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No other twine is "just as good as PLYMOUTH."

DISTRIBUTERS:

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**M. & L. Samuel, Benjamin & Co.**

have removed their Warehouse and Offices to

**27 WELLINGTON STREET WEST**

where they will carry a full stock of

**Metals, Tinplates, Galv. Sheets, etc.**

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The Latest  
and Best.

The  
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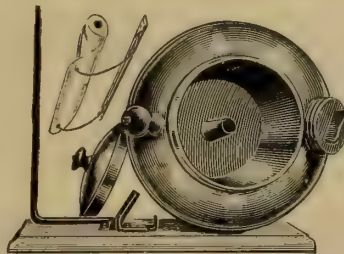
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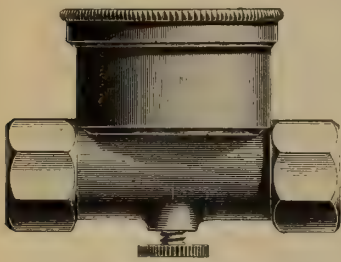
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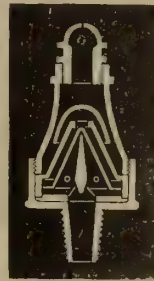


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**Peebles' Automatic Gas Governors**

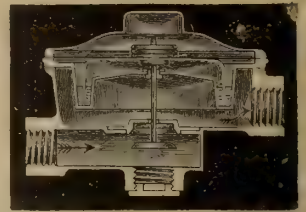
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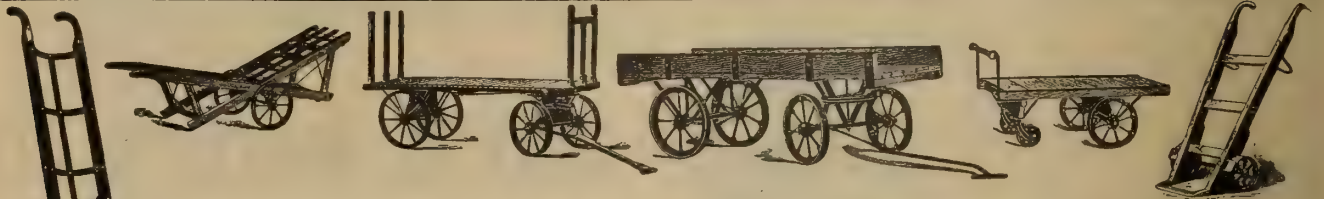


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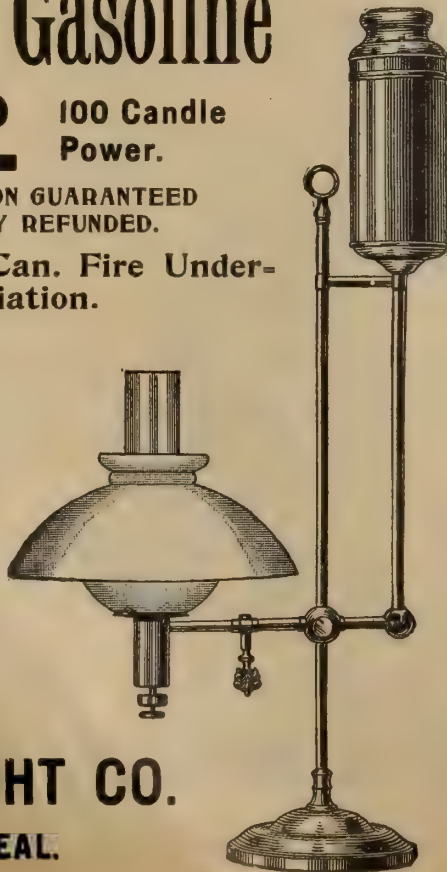
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FOR  
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**AUER LIGHT CO.**

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**...Defiance  
Cold  
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Lantern**With **Patent Fluted  
Plate**, by which the air is  
admitted so as to come in  
contact with the Globe, so  
tending to keep it cool.Sold by Leading  
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**MONTREAL.****WALL PAPER  
MANUFACTURERS**



# The Selling Qualities

Of our new

## IMPERIAL OXFORD

make them the most desirable stock you  
can handle.

**THEIR DIFFUSIVE FLUE CONSTRUCTION  
FRONT DRAW-OUT GRATE  
OVEN THERMOMETER  
DRAW-OUT OVEN RACK**

and other improved features give them a quickly appreciated precedence over other ranges.

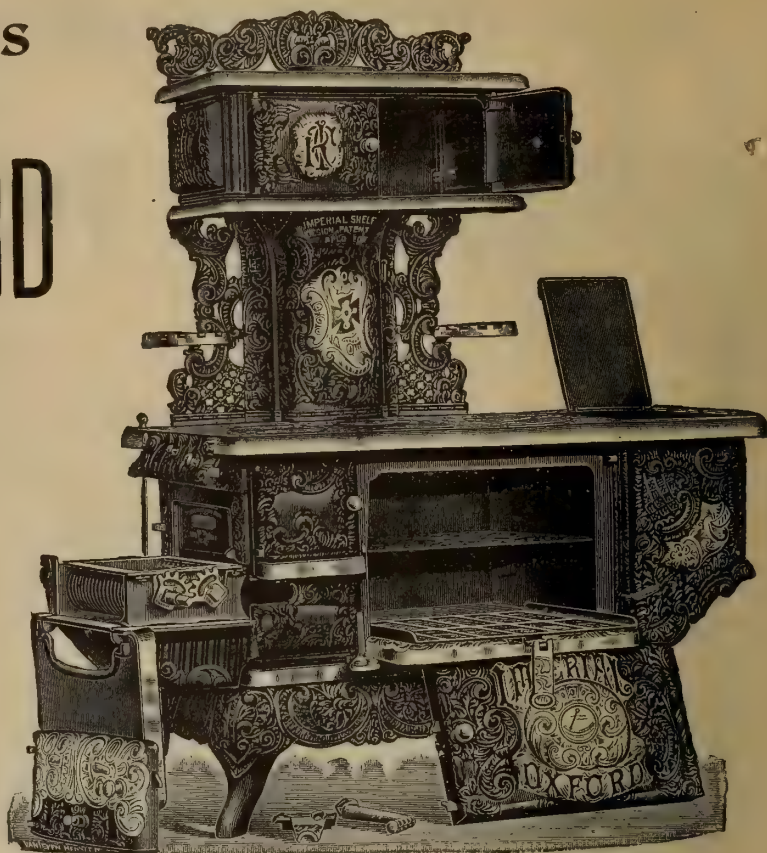
Customers realize the superiority on sight—sales are easy.

They're the popular range of Canada.

Write for our Price List.

**THE GURNEY FOUNDRY CO., Limited**  
Toronto, Winnipeg, Vancouver.

The Gurney-Massey Co., Limited, Montreal.



# SEASONABLE SUGGESTIONS



Our Water Coolers are well made.  
They have Nickel Plated Faucets.  
They are finished in attractive designs  
and colors.

Our Refrigerator and Water Cooler combined is the acme of utility. It will do the work of an expensive refrigerator with less ice.

It has an oak grain finish.

It has a Nickel Plated Faucet and does the work of a Water Cooler as well as a refrigerator.

That's why we sell so many.



WE WILL BE GLAD TO QUOTE YOU PRICES.

**Kemp Manufacturing Co.,** Toronto,  
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President,  
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### UN SOUND LOAN COMPANIES.

**W**HEN the Central and one or two other banks in Canada failed several years ago, the country awoke to a realization of the fact that the law governing the chartered banks of Canada was altogether too lax.

During the past two or three years there have been some disastrous failures among the loan companies. And now people are awakening to the fact that there has been a great deal of laxity in the laws governing these institutions.

Just as there was a Montreal Bank with its strong foundations at the time there was a Central Bank, rotten and crumbling, so there are loan and building companies to-

day which are sound financially and conducted by able and honorable men. But that does not alter the fact that there are loan companies which the present laxity of the laws have allowed to carry on business in anything like a sound businesslike way.

The Daily Sentinel-Review, of Woodstock, Ont., has of late been giving much attention to this subject. The articles show a careful study of the subject, and are well written. In its issue of June 7 is an interesting article in which is traced the development of opinion in Great Britain regarding legislative regulation of insurance companies and loan companies, showing how the let-alone policy of years gone by has given place to the belief that corporations which received their power from the state should be regulated by the state.

The Sentinel-Review has apparently been inspired, in publishing the articles it has, by the career of a certain loan company, through whose alleged unsound methods much money is likely to be lost by people living in the immediate vicinity of Woodstock.

In demanding more efficient laws, it says that "in Ontario at least legislation in relation to loan and kindred corporations has been progressive and conservative. This can scarcely be said, however, of Dominion legislation; and it cannot be said of that of some other Provinces."

It is to be hoped that the crusade inaugurated by The Sentinel-Review will result in the laws relating to loan companies being so amended that the public interest will be better guarded than it obviously is at present.

### FLUCTUATION IN SCOTCH PIG IRON.

**S**INCE the beginning of the present month, so far as the Glasgow pig iron quotations are a criterion, there has been a decidedly unsettled feeling in the British iron market.

On June 1 warrants were quoted at Connal's stores at 67s. 7d. From that figure they steadily declined until they had recorded a drop of 3s. 8d., the bottom price being 63s. 11d. At this level a reaction set in, and the quotation has gradually stiffened until on Tuesday last it was cabled at 66s. 11d., a recovery of 3s.

Mail advices this week state that the dealing was wholly of a professional character, but that a noteworthy point of the situation was that stocks in public stores were still being depleted at a heavy rate, the stock of Scotch having fallen, on the week of June 2, 3,341 tons, and total stocks in Britain 8,223 tons. In the Cleveland district, the output of pig continues to be fully taken up, but, while stocks are declining, other indications undoubtedly point to waning trade.

Compared with a year ago it is interesting to note that there has been practically no variation in Scotch pig, Glasgow warrants on June 12, 1899, standing at 66s. 5d. In the United States, on the other hand, values are still considerably above last year's level, American pig iron warrants a year ago being quoted at \$13, whereas to-day they stand at \$15, and No. 1 foundry iron at Pittsburg \$20 this year, as against \$18.25 in 1899, making a difference in the latter of \$1.75.



## WHERE SHALL OUR MANUFACTURERS EXHIBIT ?

THE Canadian Manufacturers' Association, through its secretary, Mr. T. A.

Russell, has addressed a letter to manufacturers in the country asking their opinions in regard to exhibiting at the Pan-American Exposition, Buffalo, and the Industrial Exposition, Toronto. The purely interrogatory part of the letter is :

(1) Do you think that our manufacturers should exhibit largely both at Buffalo and Toronto ?

(2) Or do you think that they should confine their energies entirely to Toronto, and to there make a representative showing for Canadian manufactures ?

The questions asked are important and demand the careful attention of the manufacturers of the country.

As an object lesson an exhibit of manufactured goods, or of any other goods for that matter, is a good thing. But the measure of its value depends upon its character. If it is non-representative and poor, its value is in proportion. And sometimes it would have been infinitely better if no exhibits had been made.

There has not yet been at any exhibition at home or abroad a representative display of Canadian manufactured products. There certainly was not at the World's Fair in Chicago seven years ago. In certain classes there were good exhibits of Canadian manufactures as far as quality was concerned, as the prizes which they carried off prove. But, taken in a general sense, the exhibits of the products of the Canadian factories were nothing short of humiliating to those who had some idea of the capability of the Dominion in the manufacturing sense.

At Toronto, where the largest exhibition in Canada is annually held, a representative exhibit of Canadian manufactures could not have been expected. There were too many discouragements and obstacles the past few years to make that possible.

The first question in the letter sent out by the Manufacturers' Association, asks, as already pointed out : "Do you think that our manufacturers should exhibit largely both at Buffalo and Toronto."

In the first place, is it possible for the Canadian manufacturers to "exhibit largely" at both places? We think not. Aside altogether from the work it would entail there is the expense account, for it must be remembered that during a part of

the time the two exhibitions will be contemporaneous.

If then, it is not possible to exhibit largely at both Buffalo and Toronto, at which of the two places should the manufacturers make displays of their goods?

The manufacturers have certainly not had any encouragement in the past to exhibit at the Toronto Industrial. But there are signs that they will fare better in the future, even though the Industrial Association has been forced by the criticism of press and commercial organizations to accord better treatment to those engaged in the manufacturing industry.

Then, as to Buffalo, it is a city situated in a foreign country, whose Customs tariff is decidedly discouraging to the importation of manufactured products.

There was a time when the United States was Canada's chief customer for manufactured goods. Only 10 years ago, of the total exportation of manufactured articles, over 46 per cent. went to the United States, but last year the proportion was less than 27 per cent. The following table gives the exports of manufactured goods from Canada to the United States and the total to all countries during the past 10 years :

|           | To U. S.    | Total to all Countries. |
|-----------|-------------|-------------------------|
| 1890..... | \$2,667,282 | \$ 5,741,184            |
| 1891..... | 3,006,423   | 6,206,249               |
| 1892..... | 3,006,708   | 7,040,988               |
| 1893..... | 3,563,827   | 7,693,959               |
| 1894..... | 2,448,607   | 7,692,755               |
| 1895..... | 3,030,449   | 7,768,875               |
| 1896..... | 3,531,239   | 9,365,384               |
| 1897..... | 3,213,677   | 9,365,384               |
| 1898..... | 2,829,510   | 10,678,316              |
| 1899..... | 3,150,711   | 11,706,707              |

Our exports of manufactured goods to the United States increased by only 17 per cent. during the 10-year period, while our total exports of these goods to all countries increased by over 100 per cent.

It is obvious, if the object aimed at in exhibiting goods is to secure customers, that the encouragement to exhibit at the Buffalo Exhibition is small. Of course, if the aim is merely to show the development of the manufacturing industry in Canada, that is a horse of another color.

At any rate, if they are going to exhibit at all, the manufacturers of the Dominion should concentrate their efforts on the home exhibition, which in 1901 will be known as the Dominion Exhibition.

## MODERN TRADE RETURNS AT LAST.

THE announcement is made that the Hon. W. Paterson, Minister of Customs, has decided, at the request of the Canadian Manufacturers' Association, to hereafter issue the monthly trade reports in classified form, the same as in the annual report.

This is a reform which THE CANADIAN GROCER has advocated for some years, and was one which was badly needed. As the monthly returns are issued at present, they are of very little value, and, compared with those issued by other countries, are nowhere. We get some attempt at detail in regard to imports, but as to the country from which the goods come no idea whatever is given. And, as far as the exports are concerned, the conditions are still worse, being only given in a half dozen classifications.

Hon. William Paterson since he took charge of the Department has proved himself to be always willing to conform, as far as possible, with the desires of the commercial interests of Canada. This is, no doubt, due to the fact that he is himself a practical and successful business man. It is a pity that the same cannot be said of Ministers of the Crown generally.

## PROPOSED COMBINE IN CUTLERY.

An effort is being made to form a combination among the cutlery manufacturers of Sheffield. Some doubt, however, exists as to its consummation.

We have no information as to the details of the scheme. But it is scarcely likely that some of the old firms, particularly those who have been in existence a century or two, would consent to sink their identity. They are too proud of their long business careers for that.

It is often the unexpected that happens, but it would be an unexpected thing indeed were a combination in which were included the principal cutlery firms of Sheffield to be effected.

## CAMPING GOODS.

Now that the camping season is on, it will pay hardwaremen to give special attention to goods which are naturally in demand at this time. And, in pursuance of this, the importance of the window display and of the advertisement should not be overlooked.



### A YEAR'S OUTPUT OF NAILS.

THE report of the American Iron and Steel Association giving the report of the production of wire nails and cut nails during 1899 has been issued. It contains a great deal of interesting information and some surprises.

The surprises are in connection with the output of wire nails, for, in spite of the active trade which was done last year, the quantity produced was very little more than that of 1898, while, compared with 1897, it was 1,397,723 kegs less.

The total production of cut and wire nails during each of the last four years in kegs was :

|                   | 1896.     | 1897.      | 1898.     | 1899.     |
|-------------------|-----------|------------|-----------|-----------|
| Cut nails .....   | 1,653,870 | 2,106,799  | 1,572,221 | 1,943,400 |
| Wire nails .....  | 4,793,860 | 8,997,245  | 7,418,475 | 7,899,522 |
| Grand total ..... | 6,447,730 | 11,104,044 | 8,990,696 | 9,842,922 |

Had there been no consolidation of the wire nail interests it is most probable there would have been a larger output of wire nails last year than is recorded in the above table. It is also probable there would have been a larger consumption, for prices would scarcely have attained the high mark they did had it not been for the influence of the consolidation.

### A CHANGE IN TERMS.

THE American Wire and Steel Co. has made some changes in its terms on barbed wire, plain wire and wire nails.

In barbed wire the difference between galvanized and painted is now 30c. per 100 lb. instead of 15c. Galvanized wire is quoted as before, but painted is reduced 15c. per 100 lb. To jobbers an advance of 5c. is charged instead of 2½c. per 100 lb. in carlots, while the terms are 60 days, 2 per cent. cash in 10 days instead of 30 days, 1 per cent. for cash in 10 days.

The price of plain wire to jobbers is unchanged except in quantities less than carlots, for which an advance of 2½c. is charged. To retailers the price has been reduced 5c. per 100 lb., reducing the difference between the figures to the retailer and to the wholesaler to 10c. per 100 lb.

In wire nails there is a reduction of 5c. per 100 lb. to the retailer and an advance of 2½c. per lb. to the wholesaler in less than carlots. The price of carload lots to the jobber is unchanged, but for less than carlots 5c. per 100 lb. is charged for

handling instead of 2½c. A reduction of 5c. per 100 lb. is made to retailers in carload and in less than carload lots, making the difference between jobbers' and retailers' price 10c. per 100 lb., instead of 15c. Terms are made 60 days, or 2 per cent. off in 10 days, instead of 30 days.

### GLASS PRICES CHANGED.

THE usual spring revision in the price of window glass has been made this week. It will be seen, by comparing the price list published below with that heretofore ruling, that all sizes of both star and double diamond up to 85 united inches are reduced, while sizes from 86 inches up are higher in price than formerly.

The reason for this revision in prices is that the arrivals of import glass via Montreal have filled up stocks well, and there has been a tendency exhibited by some houses to quote below the market. Consequently, though prices are firmly maintained in Europe, there is a decline in the smaller sizes.

It will be remembered that last fall, owing to heavy stocks in the larger sizes, prices were lowered below the usual proportion. The present revision, by advancing the price of the larger sizes, brings prices to the usual proportion. The list is now as follows:

|                  | Star       |             | D. Diamond |             |
|------------------|------------|-------------|------------|-------------|
|                  | Per 50 ft. | Per 100 ft. | Per 50 ft. | Per 100 ft. |
| Under 28 .....   | 2 25       | 4 00        | ....       | 6 00        |
| 28 to 40 .....   | 2 30       | 4 35        | ....       | 6 65        |
| 41 to 50 .....   | ....       | 4 75        | ....       | 7 25        |
| 51 to 60 .....   | ....       | 5 00        | ....       | 8 50        |
| 61 to 70 .....   | ....       | 5 35        | ....       | 9 25        |
| 71 to 80 .....   | ....       | 5 75        | ....       | 10 50       |
| 81 to 85 .....   | ....       | 6 50        | ....       | 11 75       |
| 86 to 90 .....   | ....       | 7 25        | ....       | 14 00       |
| 91 to 95 .....   | ....       | ....        | ....       | 15 50       |
| 96 to 100 .....  | ....       | ....        | ....       | 18 00       |
| 101 to 105 ..... | ....       | ....        | ....       | 21 00       |
| 106 to 110 ..... | ....       | ....        | ....       | 24 00       |
| 111 to 115 ..... | ....       | ....        | ....       | 28 00       |

It will be noticed that there is not now the discount of 10 per cent. on the 16 x 16 size as has been the case for some months.

Honesty may now and then lose a customer; but nine times out of ten it can be depended upon as a custom-keeper, of course providing that ability is not absent.

### LINSEED OIL IS STIFF.

Linseed oil continues to stiffen in England. A cable was received this morning quoting an advance of 1s. per cwt. At the basis this establishes, and at the new tariff linseed oil could not be laid down in Toronto after July 1 for less than 84½c.

The market here naturally feels the effect of such an advance, and though no change has yet been made the tendency is altogether towards an advance.

### A TRAVELER'S FORETHOUGHT.

THE American Lumberman tells a good story of the way in which a lumber drummer escapes being crowded to the wall when traveling. He says he got tired being shoved around in cars by those who have no respect for a fellow's claim to a seat unless he is holding it down himself, consequently he carries a small sample case lettered "Nitro-Glycerine" in plain letters.

Time and again smart young men and women have dragged his coat and grips from a seat, piled them up in a corner and forced him to sit on the wood box. He didn't want to get into a fight every day, and so he had his case lettered as it is. When he leaves a seat he lays the case letter side up on it, and, with a single exception, he has never failed to hold it. Once a near-sighted young lady sat on the case, and when Mr. Deckert returned with an anxious look on his face, he said to her she was probably ignorant of what was under her, when she hitched along far enough to see the letters, gave a squeal and came near jumping through the window on the other side of the car.

On one occasion the people left the end of the car in which he was sitting, and he had it all to himself. Passengers have appealed to the conductors and the conductors to Mr. Deckert, but up to the present time the latter has succeeded in convincing the conductors that there is no law against a man carrying samples of explosives around with him.

To make the deception appear still more real, Mr. Deckert carries in his case a long, thin vial filled with castor oil, which, in appearance, closely resembles nitro glycerine. When conversation centres on his case he says, "Yes, I carry it, and have never been blown up yet!" Then he opens the case and takes from it the vial of castor oil and reaches it toward those whose curiosity is aroused. He says never yet has a man taken it from him, but invariably they back away as though he was aiming a rattlesnake at them.

### A SEASONABLE WINDOW.

Now is the time for window displays of fishing tackle. A Michigan firm, according to an exchange, recently had an attractive window display in the shape of a fishing scene. There was a high grassy bank, a creek made of running water, in which a number of fish sported themselves over the gravel bottom, and on the other side was a meadow. A colored lad, equipped with fishing tackle, was holding out tempting bait for the fish. This occurrence afforded a splendid opportunity for the firm to present their line of fishing tackle to good advantage.



## DEVELOPMENT OF THE HARDWARE TRADE IN CANADA.

By a Canadian correspondent in Iron Age.

**T**HE time seems short since that pleasant June morning when I walked into a hardware store looking for employment. I had decided to get into a store of some kind, and a friend gave me a hint as to a probable opening in a well-known hardware establishment.

Many men in the trade have had larger experience than mine, yet, in looking back, I cannot but recount many changes that have taken place in the different classes of goods handled, the methods of doing business and the growth of Canadian manufacturing interests.

### CHANGES.

England at that time had the major share of Canada's hardware business. Now things are different, as hardwaremen buy the greater part of their stocks from our own (Canadian) manufacturers, and import from Germany and the United States as well. German hardware makers have made a bold push for trade within the last 10 years, and have been wonderfully successful. In fact, unless English makers bestir themselves they will be left behind in the race.

### THE BEST WAY TO BUILD UP FOREIGN BUSINESS.

The Germans have agents here who are shrewd salesmen. They are generally men who have served an apprenticeship in a factory or business office in their own country and are well posted in the goods they sell.

They will send home patterns of goods which may be wanted and are able to duplicate them exactly and at prices which are amazingly cheap.

### GERMAN VS. ENGLISH MANUFACTURERS.

The trouble with English manufacturers on the other hand is that it is difficult to get them to imitate exactly a given sample. The spirit of John Bull, who is proverbial for notions of his own, seems to have such a grip upon the mentality of the average British manufacturer that he disdains to make an article at variance in style and appearance from those prevailing at home. He has thus lost much trade which has been captured by his more enterprising and astute Teutonic cousin.

### A TRIBUTE TO GERMAN CUTLERY.

Even cutlery, which is supposed to be made of better quality and finish in Sheffield than in any other town on earth, is imported largely to-day from Germany. In razors

they make beautiful goods, and they are gaining a foothold among the trade as reliable goods of superior quality. Also in higher grades of pocket knives they are pushing the English competitor hard; while in cheap grades the appearances are decidedly in favor of the German product.

### GROWTH OF CANADIAN MANUFACTURES.

**Locks and Knobs.**—Seventeen years ago there was not a factory in Canada making the better grades of mortise locks and door knobs. Now there are two factories which make goods equal in style and finish to American makes, and largely control the home market for this class of hardware. Although the large factories in the United States still do some business, their trade is much less than formerly.

**Padlocks.**—In padlocks, however, the Americans seem to have the trade which a few years back went mostly to England.

**Chisels and Drawing Knives.**—Chisels and drawing knives were formerly imported from England and the United States, but are now produced in Canada.

**Nails.**—In the nail trade the change has been most marked. Formerly iron cut nails were used exclusively, and these were followed by steel cut nails, which were considered a step in advance, but wire nails have now taken the place of both. I well remember the first wire nails which came into our store. They came from Germany and were packed in boxes of 25 lb. each. Now these goods are all made in Canada, there being upward of a dozen wire nail factories in the country. The sale of clinch nails, which was quite an item a few years ago, has now dropped off entirely, wire nails having taken their place completely. Again, the prices at which these goods are sold is no less marvelous. While prices have generally changed much during that period it is only the past year that prices have regained their old-time limit.

### ALTERED METHODS OF DOING BUSINESS.

The manner of doing business has likewise changed considerably. Wholesale houses, while they employed traveling salesmen at that time, did not rely so much upon their aid as they do at present. There were many that we called half-yearly accounts; men who came to town each spring and fall and paid their old bills and then bought their next six months' supply.

The travelers 17 years ago made about three trips during the year—spring and fall, with a trip between to sell harvest tools.

Now they are kept on the road almost continuously in order to hold their trade.

To do the same amount of business almost double the effort is required and more expense is incurred, the selling profit of the goods having declined.

### RETAILERS' LOST OPPORTUNITIES.

Seventeen years ago it was much easier for a retailer who had good credit to buy direct from manufacturers, and consequently at a price more nearly that of the jobber. To-day, the retailer cannot buy as low no matter how high his credit, as the present condition of the trade, with the various trade associations, makes a difference between jobbers' and retailers' buying price.

These organizations in the trade regulate prices largely, and make the buying price of certain lines much more uniform than formerly.

### TIN MANIPULATION.

Discussing the manipulation of late in tin at London which has resulted in an advance in the spot article, and a heavy backwardation in futures, W. I. Russel & Co. remarked in a recent circular that it has been for the purpose of squeezing the bears caught short of June deliveries. The small stock has made this an easy matter and it is quite possible that considerably higher figures for spot tin in London may be seen in the immediate future. Private advices state that even at the heavy discount tin for future delivery is practically unsalable, and the so-called "recorded sales" are reported to be largely fictitious. The stock of tin held in this market is becoming very much reduced and on June 15 will probably be below 1,000 tons, while the arrivals during the last half of June will be absorbed by current consumption. For July consumptive requirements some tin will, no doubt, have to be imported from London. During that month the tinplate works will, to some extent shut down. It has been stated that all the works would shut down for the entire month, though we are told they may not do so for more than ten days or two weeks.

# WIRE NAILS TACKS WIRE

Prompt Shipments

**The ONTARIO TACK CO.**  
Limited  
HAMILTON, ONT.



**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**A** MEETING of the creditors of Donald & Ellen Kennedy, general merchants, Caledonia, Ont., who have assigned, will be held on May 15, at the office of Henry Barber, assignee, Toronto.

Hunter Bros., general merchants, Sandon, B.C., are seeking to compromise.

Sneath Bros., general merchants, Elmvalle, Ont., have assigned to John McEachern.

Leonidas Gagnon, general merchant, St. Celestin, Que., has assigned to Gagnon & Caron.

Andrew Holiday, general merchant, Boissevain, Man., has assigned to C. H. Newton.

J. McD. Haines has been appointed curator of Abbe J. Cassidy, general merchant, St. Antoine, Que.

A meeting of the creditors of A. Wren & Co., mfrs. agricultural implements, Forest, Ont., has been held.

PARTNERSHIPS FORMED AND DISSOLVED.

Ferg & Riller, blacksmiths, Listowel, Ont., are about dissolving.

Derois & Latrelippe, tinsmiths, Plessisville, Que., have dissolved.

Herd & Campbell, blacksmiths, Cookshire, Que., have registered partnership.

Lemont & Sons, furniture dealers, Fredricton, N.B., have dissolved, Martin Lemont continuing.

J. & C. Marchessault have registered partnership as general merchants in St. Boniface des Shawenegan, Que.

H. H. Sutherland & Co., general merchants, Sydney, N.S., have admitted F. C. Sutherland into partnership.

C. P. England & Co., general merchants, Dunham, Que., have dissolved, Clarence P. England continuing under unchanged style.

Henry J. Warsap has issued a writ asking a dissolution of partnership, and the appointment of a receiver for The B. C. Portland Cement Co. (James K. Fisher).

SALES MADE AND PENDING.

Weston & Sim are starting as hardware dealers, etc., in Barwick, Ont.

Alex. Colquhoun, blacksmith, St. Marys, Ont., has been succeeded by L. German.

J. R. Tourangeau, dealer in agricultural implements, etc., Windsor, Ont., has sold out to H. Hamlin.

Sophie Landry has registered as proprietress of Poisson & Co., blacksmiths, Emberton, Que.

Joseph Ethier, tinsmith, etc., Weymouth Bridge, N.S., has sold his business to

*It is Good Judgment*

to push S.-W. P. against lead and oil—to put all your effort into a paint with profit and satisfaction in it.

It's a policy that pays in every sense of the word. Here's what one of the men who are doing it says:

THE SHERWIN-WILLIAMS CO.,

GENTLEMEN,—On March 15th I got 500 lb. of Best White Lead, and two barrels of Oil. I have left yet 450 lb. of lead and one barrel of oil, but have furnished The Sherwin-Williams Paint for at least a dozen buildings, and the paint season has only just begun.

It is a pleasure to hear the compliments every day on your paint.

It is my aim to sell nothing else but The Sherwin-Williams Paint. I let the paint advertise itself and it seems to do the work.

I am, yours truly,

J. W. WINZELER.



**THE SHERWIN-WILLIAMS CO.**

**PAINT AND VARNISH MAKERS.**

Canadian Division:  
Montreal.  
21 St. Antoine St.,

CLEVELAND. BOSTON.  
CHICAGO. TORONTO.  
NEW YORK. SAN FRANCISCO.  
MONTREAL. KANSAS CITY.

Charles McLaughlin, and has removed to Montreal.

The stock of the estate of T. F. Robinson & Co., general merchants, West Lorne, Ont., has been sold at 70c. on the dollar to R. Roome.

CHANGES.

W. H. Swayze, general merchant, Winger, Ont., is giving up business.

C. H. Thompson, general merchant, Copetown, Ont., has sold out to G. H. Greene.

F. S. Moule, general merchant, Killarney, Man., has sold out to The Killarney Trading Co.

Stetson, Cutler & Co., sawmillers, etc., Kingsville, N.B., have been burned out; insurance \$15,000.

D. H. Keswick & Son, general merchants, etc., St. Leonards, N.B., have been succeeded by Keswick & Hammond.

Marie J. Massicotte has registered as proprietress of T. N. Massicotte & Cie., general merchants, St. Thecle, Que.

DEATHS.

Jacques Verret, general merchant, baker, etc., Charlesbourg, Que., is dead.

Eugene Raymond, of M. Raymond & Co., general merchants, Ste. Anne de Beaupre, Que., is dead.

**BUSY OSHAWA.**

Business is booming in Oshawa, many sales of real estate having taken place lately.

J. W. Borsbery, eastern traveler for The Eby, Blain Co., Limited, made a sale of his Music Hall block last week for \$15,000 or \$16,000. This is the largest sale made in the town for many years.

The McLaughlin Carriage Co. will commence to manufacture in their new factory next month. This is the largest building of the kind in Canada. It is three storeys high, 700 ft. long and 80 ft. wide. The company expects to employ 600 hands.

**NEW STEAMER FOR MONTREAL ROUTE.**

On Saturday the Ontarian, the latest vessel built for the Allan Line, will sail from Glasgow for Montreal. The Ontarian, which was launched last month, is a fine vessel of 7,000 tons, and she will make the third new steamer the Allans have launched for the Canadian service this season. First came the Tunisian, which vessel made her maiden voyage to Halifax in April; then the Corinthian, now on her maiden voyage, and now the Ontarian. The latter vessel will enter the Glasgow-Montreal service. The three vessels have an aggregate of some 25,000 tons, and this of itself is no insignificant fleet.



### INQUIRIES FOR CANADIAN PRODUCTS.

THE following were among the recent inquiries relating to Canadian trade received at the High Commissioner's office in London during the week ending May 25:

1. The addresses of Canadian manufacturers of round wood dowels are asked for by a London importer.
2. A London paper agent, who has had experience in handling the products of Canadian mills, desires to get into communication with manufacturers in the Dominion who desire to open up an export trade.
3. Inquiry has been received respecting copper deposits in Canada which have not yet been worked to any extent.
4. Information is desired regarding firms engaged on a large scale quarrying sandstone in Canada.
5. A merchant in the north of England, who can place exporters of canned apples, tomatoes, lobsters, etc., in communication with large distributors of such foods, will be glad to hear from Canadian firms doing business in these lines.

[The names of the firms making the above inquiries can be obtained on application to the editor of **HARDWARE AND METAL**.]

Mr. Harrison Watson, curator of the Canadian Section of the Imperial Institute is in receipt of the following inquiries:

1. A Liverpool firm wishes to hear from Canadian importers of sal ammoniac for fertilizing purposes.
2. A London house desires to obtain supplies of wood dowels, and asks for names of Canadian makers.
3. An east coast manufacturer would like to hear from Canadian makers of broom, brush and tool handles who can fill orders.
4. There are several inquiries for addresses of Canadian firms who are engaged in the export of cattle bones, etc.
5. A London fruit broker would like to hear from Canadian exporters of apples, etc., who may wish to utilize his services. Good references.
6. A Scotch firm asks for names of Canadian makers of pick, shovel, spade, fork and hammer handles, also edge tool handles, of which supplies are wanted.
7. A French manufacturer of toilet brushes invites offers from Canadian exporters of bones suitable for handles, etc.
8. A Bordeaux firm dealing in sulphate of copper would like to hear from Canadian producers desiring to be represented in France.
9. Inquiry has again been received for names of Canadian exporters of fish guano.

### HOW TO MAKE PAINTS FOR TICKETS.

Any dry color, mixed with a little turpentine and mucilage, makes a good paint, but for the nicest and most satisfactory paint the following formula will be correct. If for a purple, red, green, blue, or any desired color, take a package of Diamond dye. Put about  $\frac{1}{4}$  of the package in a cup and add enough mucilage to it to make a thick paste (no more). Then add water enough to give it the right shade. For darker or lighter shades of one color,

increase or decrease quantity of water. For instance, if you have a dark blue and require a pale blue add enough water to give it the desired shade. By mixing two shades together other colors can be made. For instance, yellow and dark blue make green. Other colors are made in the same way. One package of dye will last a year. If paint dries up in cup, add water and stir and it will be found as good as ever again. The ordinary brush is a camels hair, No. 12 or 15. A brush for each color is preferable, but one brush is sufficient for all the colors, as it can be used for all colors by rinsing it in a cup of water several times before using a different color from the first one. Any intelligent clerk can make good cards with a little perseverance and practice. It is surprising to a beginner how fast he will pick up the art, and with a little patience and steady practice will soon be able to write a good business show card. Give the letters lots of room.

Don't crowd. Say as little as possible on the card, and to the point. One fault with most card writers is, they say too much and spoil it. A card is no use unless it can be read at a glance. Practice simple letters at first. Rule your lines lightly with pencil and draught out letters with pencil first before going over with the brush. Do the outside edges of letter first and then fill in centre afterwards. The simple style of letter is considered the best. Fancy letters cannot be easily read. The beauty of a neat business-bringing card lies in its simplicity. The plain white cardboard is preferable and can be bought in any stationer's in sheets about  $2\frac{1}{2}$  ft. x 3 for about 5c. a sheet.

### BUILDING OPERATIONS IN HULL.

The business as well as the residential portion of Hull is being rapidly rebuilt. City Engineer Farley has issued over 60 building permits since the fire by-law went into force a week ago.

Camille D'Amour is having his planing mill rebuilt on Brewery street at a cost of \$10,000. Excavation work has started for the rebuilding of St. James' Anglican church on the old site on Main street. The new structure will seat 250 and will cost \$8,000. The rectory adjoining is expected to cost about \$3,000. The congregation, it is hoped, will occupy the church before winter. The excavation work for the Bank of Ottawa building on Main street is progressing rapidly, and the foundation work for the Scott block is almost completed. In Wards Nos. 2 and 3, Hull, building operations are very brisk. Dr. Graham is rebuilding his residence on Front street, and Joseph Larose is building a fine block of stores and dwellings on Bridge street. Christie Wright's hotel on the same street is nearing completion. F. Bernier is building a business block on the corner of Bridge and Wright streets, and Mr. Bisson is building a hotel on Wellington street. On this street Mayor Barette and M. J. Laverdoux are also erecting brick business blocks. Many permanent and temporary residences are also being erected in other parts of the city. Some delay is being caused in building operations on Main street, owing to the Hull Council's action in expropriating land for the widening and improvement of the streets. When this work is completed, preparations will be made for the erection of several blocks of stores. As yet the work of rebuilding the post office and court house has not been commenced.

**\$15.00  
Easily  
Saved**

**IVER JOHNSON  
BICYCLES**

**HIGHEST  
GRADE**

**\$35.00.**

Our highest grade bicycle lists at \$35 00. Other manufacturers ask \$50 00. We claim our \$35 00 wheel is equal to any \$50 00 machine on the market, and it's \$15.00 cheaper.

Descriptive Catalogue Free.

**Iver Johnson's Arms & Cycle Works**

Branches—  
New York  
Boston  
Worcester

**FITCHBURG, MASS.**



# H. S. HOWLAND, SONS & CO.

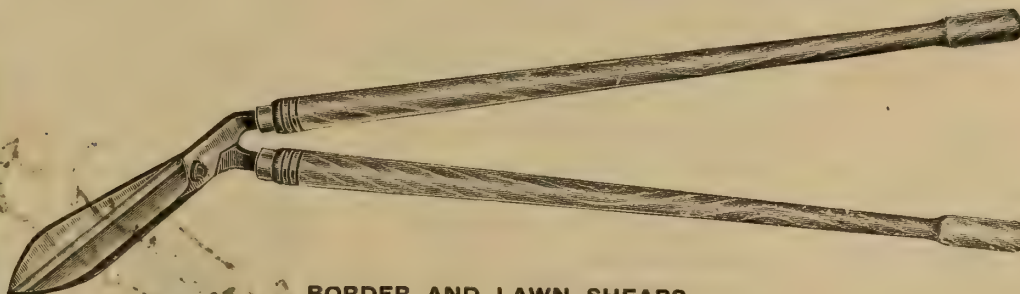
ONLY  
WHOLESALE

37-39 Front Street West, **Toronto.**

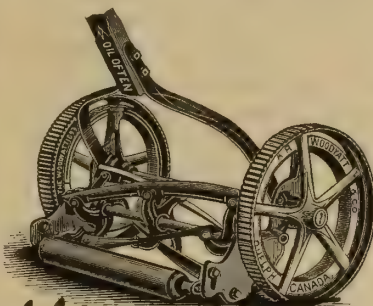
WHOLESALE.  
ONLY



**GARDEN SHEARS.**  
Plain and Notched.  
7½, 8, 9, 10-in.  
blades.

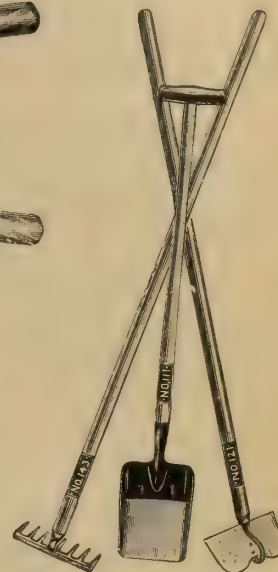


**BORDER AND LAWN SHEARS.**



*all returned to  
Lawn Mowers.  
"Star," 3 knives, 9-in. wheels.  
"Woodyatt," 3 knives, 10-in. wheels.*  
**Howlands 9/7/00**

**GRASS CATCHERS**  
for Woodyatt Lawn Mowers only.



**GARDEN SETS.**  
3 and 4 pieces.



**HAY RAKES.**  
Wood and Iron Bows.



**GRAIN CRADLES.**  
Wood and Iron Braces.



Lawn and Brush Scythes.



Grass and Cradle Scythes.



No. 3 Drive Ring.



No. 2 Drive Ring.  
4-Hole Socket.



**SNATHS.**



No. 1 Loop and Slide Socket.



No. 2 Drive Ring and  
Slide Socket.



No. 00 Loop and Patent Swing Socket.



No. 3 Loop and Solid Plate.  
No. 2 " " "



Double Ring Bush Snath.

FOR FULL LINE SEE OUR CATALOGUE.

**H. S. HOWLAND, SONS & CO., Toronto.**

OUR PRICES  
ARE RIGHT,

Graham Wire and Cut Nails are the Best.

WE SHIP  
PROMPTLY



## TRADE IN COUNTRIES OTHER THAN OUR OWN.

**A**N English trade paper says: "The Belgian bar iron manufacturers have dropped their export prices considerably, and until they are full up, or restore their prices to a higher level, it will not be easy for our makers to sell export quality bars for shipment to the East."

### THE SHEET METAL TRADE.

The course of business in the sheet trade is erratic. The general tendency is to weakness. Sales are effected on the basis of from £10 10s. to £10 15s. for doubles. It is, however, difficult to give anything like fixed quotations, prices being governed by the particular circumstances of makers, which vary greatly. Galvanized-sheet makers are disinclined to follow these fluctuations, and this department shows much greater steadiness.—Ironmonger.

### IRON AND STEEL TRADE OF SHEFFIELD.

The manufactured iron and steel trade continues in a most satisfactory condition, and all the works in the district have as much work as they can deal with. The home trade is particularly buoyant, and buyers are entering into fresh contracts for the summer and autumn delivery with confidence which speaks well for the future. The demand for hoop iron continues to exceed the supply. For the best class of bar iron there is an excellent demand, and both iron and steel plates are still wanted in good quantities. Whatever may be the course of shipping business it seems certain that the home trade will be excellent all the year.—Iron and Steel Trades Journal.

### TINPLATE TRADE IN WALES.

Business in the tinplate trade is in a state of suspension, the matter of a strike of the members of the Steel Smelters' Union being still in the balance. These men number about 3,000, and, as they have decided to hand in a month's notice next Monday, nobody is disposed to enter into contracts till the dispute is settled one way or the other. The notices will affect 33 works. The amount in dispute is very small. It is only a question of 2½ per cent. as against 5 per cent. advance, but, as the former was offered by the employers at a time when the prices of tinplates were considerably higher than they are now, it is hardly likely they will give way. All the works in the district are running at great pressure, with the object of clearing off as many orders as possible, and last week there were received at the dock warehouses over 66,000 boxes of plates, or nearly 20,000 more than were shipped. Stocks are fairly heavy, amount-

ing in the whole to 264,000 boxes. There is a pretty good demand for finished black plate, but prices continue to weaken, the quotation at present being from £11 17s. 6d. to £12. In other descriptions of plates, however, there is not much doing. Merchants in British Columbia and San Francisco are well bought for this season's pack, and are holding off in anticipation of lower prices.—Ironmonger, June 2.

### GALVANIZERS IN BIRMINGHAM.

There were more galvanizers than usual on the market, and they seemed to be urging the black sheet manufacturers to take their business for deliveries in July and August. These, however, were deemed unprofitable, and, therefore, the bargains closed did not represent much. Orders for the mills are not wanted yet awhile, and before the manufacturers desire further work they expect buyers will be coming in and anxious to purchase.—Iron and Steel Trades Review.

### NEW YORK METAL MARKET.

**PIG TIN**—Outside of a little switching, there is no movement in anywise extensive way. In short, it looked like a ragged market, with prices at a considerable discount in this and in the foreign market. Five-ton lots were quoted at 29 to 29 50c. for spot delivery and 28¼ to 29½c. for July and later delivery. There was a blank on the 'Change blackboard.

**COPPER**—None but ordinary business was reported in any variety of the metal, but prices were held steadily at 16¼ to 16½c. for Lake Superior ingot and 16 to 16¼c. for other varieties in large lots for prompt or near future delivery. There was none but ordinary fluctuation in the foreign market.

**PIG LEAD**—Merely fair business is passing and the market remains steady at 3¾ to 3.90c. for common domestic, according to quantity, delivered in New York.

**SPELTER**—Consumers are buying in moderate way only in this locality. Offerings by some sellers are quite free, however, and serve to keep prices steady at 4.45 to 4.55c. for carload lots of prime Western, delivered in New York or vicinity. There were reports late in the day of offers to sell prime Western at 4.35c., delivered in New York, in carload lots. The London cable to the Exchange quoted £20 10s. for good merchant brands.

**ANTIMONY**—Regulus is steady in price at 9½ to 11c., as to brand and quantity, but is selling in moderate way only.

**TINPLATE**—Moderate business only is transpiring, and prices remain almost stationary.

**IRON AND STEEL**—All branches of the market are rather quiet, but there is no unusual pressure to sell and prices remain steady.—New York Journal of Commerce.

### A NEW HOUSEHOLD SCALE.

A new household scale has been recently put on the market by The Burrow, Stewart & Milne Co., Limited, Hamilton, of which the accompanying is an illustration.



The maximum capacity of the scale is 10 lb. The style of the scale can be gathered from the illustration. The scale can be retailed at \$3. H. S. Howland, Sons & Co. have just taken a shipment into stock.

### SHIPBUILDING IN SCOTLAND.

A British trade paper says: "During May 30 vessels of 53,581 tons were launched from Scotch shipbuilding yards—24 vessels of 51,411 tons on the Clyde, three of 950 tons on the Forth, two of 1,000 tons on the Tay, and one of 220 tons on the Dee. This brings the aggregate for the year to date up to 180,055 tons, comparing with 217,745 tons in the corresponding period last year. The new tonnage booked does not exceed 10,000, so that it is not surprising that there are now quite a number of vacant berths to be seen. Some of the larger yards report that they have not booked a boat this year, and that there is no inquiry in the market. Costs are still too high for owners, and there will have to be a solid reduction in steel, coal and wages before new work in any quantity can come out."

John McLead is opening out in the blacksmith business at Manor, Assa.

The Kingston Locomotive Works will be sold by auction on July 10.

John Plaxton, J. B. Heatley, W. O. Hallett, A. J. Andrews and H. E. Plaxton are seeking incorporation under the style of The Dominion Steam Heating Co., Limited, Winnipeg.

The Vulcan Iron Co. are building a large warehouse on their property on Point Douglas avenue, north of the C.P.R. track, Winnipeg. The building is five storeys high, and covers a space of 100 by 50 feet.



## THE FLAG OF THE EMPIRE.

IN criticizing the inaccuracy of design in many of the cheaper Union Jacks put on the market, a writer in The Ironmonger, London, says: "The Union Jack—or, to be pedantically accurate, the Union flag—is an exceedingly difficult thing to draw, I know; but it must make a sailor smile to see the travesties hung up all around us. The point in which so many makers commit heraldic errors is in the white portion of the flag. This white portion surrounding the cross of St. George (the vertical and horizontal red cross, for England) is technically known as a 'fimbriation,' and should be only a narrow line just separating the red from the blue field of the saltire of St. Andrew (the diagonal white cross, for Scotland)."

"The same remark applies to half the white portion surrounding the red saltire of St. Patrick (for Ireland), for this white is used simply to avoid the heraldic crime of placing color on color. But the other half of the white surrounding the diagonal red should be wide to represent St. Andrew's saltire, or else Scotland is practically omitted from the flag. Looking at the Union flag, or either of the three ensigns with the staff on the left, the white saltire should show below the red saltire on the top right hand side of the centre, above on the top left-hand side, below on the right-hand lower side, and above on the lower left-hand side, the opposite sides of the red saltire being only protected from the blue field by the narrow line or fimbriation just mentioned.

"It might certainly be taken as a compliment to 'Bobs' to fly the cross of St. Patrick—a red saltire on a white ground—but few landmen would probably realize the true inwardness of the device. It might also pay someone to bring out some Transvaal and Orange Free State flags, and persuade folk to fly them upside down as a type of distress."

## LEAD PRICE AGAIN REDUCED.

New York Journal of Commerce, June 14, says: The American Smelting & Refining Co. yesterday announced another reduction of  $\frac{1}{4}$  c. a lb. in the price of pig lead. This brings the price down to 3.75c. per lb. for 50-ton lots, or 3.77 $\frac{1}{2}$  c. for single carload lots. This is 95 points below the price of 4.70c. which was in force about a month ago.

A representative of the company when questioned yesterday said that there was no more significance to the cut than to any of the others which had been made. "The buying demand," said he, "has been slow and we are simply trying to find the equi-

librium. The sooner it is reached the better I believe it will be, not only in lead, but in iron and other staples. In lead the reductions have gone about as far as they can."

## ATTRACTIVE NEW OFFICES.

The new offices and warehouse of M. & L. Samuel, Benjamin & Co., wholesale metal merchants, 27 Wellington street west, Toronto, are most compact and convenient. The warehouse proper runs back to a spacious yard in the rear, which is accessible from both Front and Wellington streets by lanes. The private offices of Messrs. Frank Benjamin and Sigimund Samuel are situated in the immediate front of the building. The walls and ceilings of these offices, as well as the business office immediately adjoining, have been finished by the Metallic Roofing Co., of Canada, Limited, Toronto, and they are decidedly pretty. The metallic centre-piece, an oblong, is particularly so. The offices are not only nicely fitted up and modern, but they have an abundance of natural light.

## CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

## FOR SALE.

TWENTY-NINE years well-established Hardware Business for sale, in the best wheat-growing and stock-raising country. Present stock, \$3,500. Reason for selling, ill-health. For particulars, apply to JOHN LORENTZ, (24) Baden, Ont.

OLD established business in Collingwood for sale. Owner retiring. Apply to J. HENDERSON, Barrie. (27)

## SITUATION WANTED.

WANTED—Situation, inside or travelling; 32 years old; 12 years' experience with furnace, stove and foundry work, kitchen furnishings, heavy hardware, mill supplies, plumbing, lamps, gas fixtures, etc. Address, P.O. Box 296, Yarmouth, Nova Scotia. (26)



"BUILD TO-DAY THEN,  
STRONG AND SURE.  
WITH A FIRM AND  
AMPLE BASE."  
—Longfellow.

DO YOU?  
WISH THIS TO BUILD  
an advertisement  
in the  
CONTRACT-  
RECORD,  
TORONTO  
will bring you  
tenders from the  
best contractors.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

WHY sharpen your bar of steel?  
USE only "Aylmer Drills."  
OLD fashioned drills waste time and money.  
WAYS change as inventions multiply  
Send for circular and prices to  
WM. J. CRAWFORD,  
Room 39, Canada Life Building, MONTREAL.

## R. C. LEVESCONTE

Barrister, Solicitor, Notary, Etc

THE McKINNON BUILDING  
Cor. Jordan and Melinda Streets

... TORONTO

Telephone 689.  
Cable "LeVesconte" Toronto.



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Lock and Dam, St. Andrew's Rapids, Red River, Man." will be received at this office until Monday the 10th day of July, 1900, for the construction of a concrete Lock and Dam at St. Andrew's Rapids, Red River, Province of Manitoba.

Plans and specifications can be seen at this Department; at the offices of Mr. Zeph. Malhiot, resident engineer of the Department at Winnipeg; Mr. H. A. Gray, resident engineer, Confederation Life Building, Toronto; Mr. C. Desjardins, Clerk of Works, Post Office, Montreal, and Mr. Ph. Beland, Clerk of Works, Post Office, Quebec. Forms of tender can also be obtained at the above mentioned places.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied and signed with their actual signatures.

The contractor will be required to conform to regulations to be made by the Governor-General-in-Council, respecting the accommodation, medical treatment and sanitary protection of the workmen employed on the work.

Each tender must be accompanied by an accepted bank cheque made payable to the order of the Honourable the Minister of Public Works equal to ten per cent. (10 p.c.) of the amount of the tender, which will be forfeited if the party decline to enter into a contract when called upon to do so, or if he fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,  
JOS. R. ROY,  
Acting Secretary.

Department of Public Works of Canada,  
Ottawa, June 13th, 1900.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (25)

## A NEW PROCESS FOR REFINING NICKEL.

The Societe anonyme de metallurgie du cuivre (P. Manhe's Processes) possesses, for France as well as foreign countries, patents relative to a new process for refining Nickel.

The object of these processes is to obtain in but two operations pure Nickel from the matt

In the first operation the matt is worked by the converter, "P. Manhe's," the iron is eliminated entirely and the result is a raw Nickel containing but 3 per cent. of sulphur.

In the second operation the raw Nickel previously obtained is treated in a shaft-furnace at a high temperature and with the aid of special disulfurant reagents a color of pure Nickel is obtained.

The great advantage of these processes is that but two operations are needed in place of the long series of operations required by the other methods employed formerly; in consequence, the cost of production is greatly reduced.

The great increase in the consumption of Nickel of late and the important place it has taken in manufacturing, especially in the steel industry, renders of capital interest this new process for the refining of Nickel and which cannot fail to attract the attention of specialists.

For particulars, address M. M. G. FREYDIER, DUBREUIL & X. JANICOT, Engineers, 31 rue de l'Hotel-de-Ville, Lyons, France.



## MANITOBA MARKETS.

WINNIPEG, June 11, 1900.

**T**RADE is very fair in all lines of shelf and heavy hardware, but prices have remained absolutely stationary for the week. Implement men report a very good trade in spite of the long spell of dry weather. We quote:

|                                            |                   |
|--------------------------------------------|-------------------|
| Barbed wire, 100 lb.                       | \$4 00            |
| Plain twist                                | 4 00              |
| Staples                                    | 4 50              |
| Oiled annealed wire                        | 10 4 12           |
| "                                          | 11 4 19           |
| "                                          | 12 4 25           |
| "                                          | 13 4 40           |
| "                                          | 14 4 52           |
| "                                          | 15 4 65           |
| Wire nails, 30 to 60 dy, keg.              | 4 00              |
| " 16 and 20                                | 4 05              |
| " 10                                       | 4 10              |
| " 8                                        | 4 15              |
| " 6                                        | 4 30              |
| " 4                                        | 4 35              |
| " 3                                        | 4 40              |
| Cut nails, 30 to 60 dy.                    | 3 20              |
| " 20 to 40                                 | 3 25              |
| " 10 to 16                                 | 3 30              |
| " 8                                        | 3 35              |
| " 6                                        | 3 40              |
| " 4                                        | 3 70              |
| " 3                                        | 3 95              |
| Horsenails, 45 per cent. discount.         |                   |
| Horseshoes, iron, No. 0 to No. 1.          | 4 90              |
| No. 2 and larger                           | 4 65              |
| Snow shoes, No. 0 to No. 1.                | 5 15              |
| No. 2 and larger                           | 4 90              |
| Steel, No. 0 to No. 1                      | 5 20              |
| No. 2 and larger                           | 4 95              |
| Bar iron, \$3.10 basis.                    |                   |
| Swedish iron, \$5 basis.                   |                   |
| Tool steel, Black Diamond, 100 lb.         | 8 50              |
| Jessop                                     | 13 00             |
| Sheet iron, black, 10 to 20 gauge, 100 lb. | 3 50              |
| 20 to 26 gauge.                            | 3 75              |
| 28 gauge.                                  | 4 00              |
| Galvanized American, 16 gauge.             | 4 25              |
| 18 to 22 gauge                             | 4 50              |
| 24 gauge.                                  | 4 75              |
| 26 gauge.                                  | 5 00              |
| 28 gauge.                                  | 5 25              |
| Genuine Russian, lb.                       | 12                |
| Imitation                                  | 8                 |
| Tinned, 24 gauge, 100 lb.                  | 7 55              |
| 26 gauge                                   | 8 80              |
| 28 gauge                                   | 8 00              |
| Tinplate, IC charcoal, 20 x 28, box        | 11 00             |
| " IX                                       | 13 00             |
| " IXX                                      | 15 00             |
| Ingot tin.                                 | 35                |
| Canada plate, 18 x 21 and 18 x 24          | 4 00              |
| Sheet zinc, cask lots, 100 lb.             | 9 00              |
| Broken lots.                               | 9 50              |
| Pig lead, 100 lb.                          | 4 50              |
| Wrought pipe, black up to 2 inch.          | 50 and 10 p.c.    |
| Over 2 inch.                               | 45 p.c.           |
| Rope, sisal, 7-16 and larger.              | 13 50             |
| " 3/4                                      | 14 00             |
| " 1/2 and 5-16                             | 14 50             |
| Manila, 7-16 and larger                    | 16 00             |
| " 3/4                                      | 16 50             |
| " 1/2 and 5-16                             | 17 00             |
| Solder                                     | 25 1/2            |
| Cotton Rope, all sizes, lb.                | 16                |
| Axes, chopping                             | \$ 7 00 to 12 00  |
| " double bits                              | 12 00 to 18 00    |
| Screws, flat head, iron, bright.           | 75 and 10 p.c.    |
| Round "                                    | 70 p.c.           |
| Flat " brass.                              | 70 p.c.           |
| Round " "                                  | 60 and 5 p.c.     |
| Coach                                      | 57 1/2 p.c.       |
| Bolts, carriage 5-16 and smaller.          | 42 1/2 p.c.       |
| 3/4 and larger.                            | 37 1/2 p.c.       |
| Machine.                                   | 45 p.c.           |
| Tire.                                      | 55 p.c.           |
| Sleigh shoe.                               | 65 p.c.           |
| Plough                                     | 40 p.c.           |
| Rivets, iron.                              | 37 1/2 p.c.       |
| Copper, No. 8, lb.                         | 33 1/2 p.c.       |
| Spades and shovels.                        | 40 p.c.           |
| Harvest tools.                             | 50, 10 and 5 p.c. |
| Axe handles, turned, s. g. hickory, doz.   | \$2 50            |
| No. 1.                                     | 1 50              |
| No. 2.                                     | 1 25              |
| Octagon extra.                             | 1 65              |
| No. 1.                                     | 1 25              |
| Linseed oil, raw, per gal.                 | 81                |
| " boiled "                                 | 78                |

|                                       |                   |
|---------------------------------------|-------------------|
| Ammunition, cartridges, Dominion R.F. | 50 p.c.           |
| Dominion, C.F., pistol.               | 30 p.c.           |
| " military.                           | 15 p.c.           |
| American R.F.                         | 40 p.c.           |
| C.F. pistol.                          | 10 p.c.           |
| C.F. military.                        | Net.              |
| Loaded shells, Robin Hood, M          | \$20 00           |
| Eley's soft, 12 gauge.                | 16 50             |
| chilled, 12 gauge.                    | 18 00             |
| soft, 10 gauge.                       | 21 00             |
| chilled, 10 gauge.                    | 23 00             |
| American, M.                          | 16 25             |
| Shot, Ordinary, per 100 lb.           | 7 25              |
| Chilled.                              | 7 50              |
| Powder, F.F., keg.                    | 4 75              |
| F.F.G.                                | 5 00              |
| Robin Hood                            | 10 00             |
| Tinware, pressed, retinned.           | 75 and 2 1/2 p.c. |
| " plain.                              | 70 and 15 p.c.    |
| Graniteware, according to quality.    | 50 p.c.           |
| Turpentine, by barrel.                | 87c.              |
| Less than barrel.                     | 89c.              |

## OLD SAWS RESET.

**U**NDER the above heading, the following timely advice is given by The Stoves and Hardware Reporter:

"There is exactly the difference of 99c. between the cent and the dollar. Many business men keep their hands and eyes too closely on the cent, yet neglect the coin of the larger value. Parsimony in management seldom pays; it belittles the management and may throw discredit on the goods. Saving the pennies is a good policy when it does not produce results which, in turn, drive the dollars away from the store.

"It is not always a good plan to have a fixed rate of profit on all the goods in stock. Some goods will stand a wider margin than others. Quick-selling lines cannot be put in the same classification with those that move slowly, yet which must be carried because they are staple and may be in demand at any time. They require a wider margin because of the cost in carrying them. A rate of profit arranged on a sliding scale, in accordance with the selling quality of the goods, will produce better results than where the rate is uniform throughout the entire line.

"All packages should be in keeping with the goods they contain. Goods that are nicely boxed or wrapped are more likely to please the customer than are the same goods put up in an old newspaper in any old way and tied with a bit of tangled twine. The manufacturers have made a marked improvement in packing, both as regards method and material, but their example has not always been followed by the retailers. Style in packages does not add to the value of the goods any more than dress can make the man, but it is noticed in the latter case that the good dresser almost invariably gets the best attention.

"Please call again!" This expression is often heard as a purchaser is leaving the store. It is a courtesy that loses none of its weight because it may be inspired by selfishness. But it is always useless when

the goods that are sold do not come up to the expectations of the buyer, or, if the arrangements of the store and the methods of the dealer or his clerks are not such as will induce the buyer to accept the proposition. It is not unusual for buyers to go out of their way for goods when they do not like the methods of a store which is more readily accessible."

## PROFITS OF BRITISH BLAST FURNACES.

There are 86 blast furnaces working in Scotland, four of these are at James Dunlop & Co.'s Clyde Works, and if these four are making a profit of £10,000 a month—what a colossal sum the Bairds, with more than 20 furnaces in blast, must be making. But the furnaces are not making all the Dunlop profits, for the company have a considerable surplus of coal from their pits for sale after supplying their iron works. The prospectus of James Dunlop & Co., advertised this week, shows that, after making every allowance for increased wages and the consequently higher cost of everything that goes to make iron, in Scotland the ironmasters are having a real good time making money hand over fist. This is quite satisfactory from every point of view, and especially when coming competition is considered, for obviously the ironmasters in Scotland have a very big margin of profit to deal with when it becomes necessary to face foreign competition. Consumers of pig iron have accepted the situation without grumbling, and cheerfully paid almost the highest prices on record for their raw material.—Iron and Steel Trades Journal.

## A NEW PUMP.

A new type of pump, which promises excellent results, is made in Berlin by Max Brandenburg. In this pump there is no cylinder and no piston; there are no sliding parts, and, consequently, no friction, no steam or vapor of any kind is used, and any kind of mud, sand or gravel, mixed with water enough to make it flow, can be pumped through it without inconvenience. The principle of the pump is simply that of the common bellows, a partial vacuum being produced by the extension of a flexible membrane, in a receptacle closed by a valve, and communicating with the liquid to be moved, and the liquid thus drawn into the receptacle being expelled through a nother valve by the compression of the membrane. In the Brandenburg pump, the membrane takes the form of a diaphragm of Para rubber, which is stretched across the receiver of the pump, and actuated by a rod, moved either by hand or by power of any sort, and the whole construction is extremely simple, every part being readily accessible for replacing in case of wear. The pump, as made in Berlin, will lift from a depth of 23 feet.



# PORTLAND CEMENTS

Best German, Belgian and English Brands.

Fire Bricks, Fire Clay, Flue Linings,  
Flue Covers, Drain Pipes  
Scotch and Canadian Tiles,  
Calcined Plaster,  
Granite Hard Wall Plaster,  
Wheelbarrows,  
Scotch Cranes and Derricks,  
Cement Concrete Mixers, Garden Vases,  
Ornamental Chimney Tops,  
Mortar Stains.

A full stock of Builders' and Contractors' Supplies.  
Write for Quotations.

**W. McNALLY & CO., Montreal**

# MOORE BROS.

LIMITED.

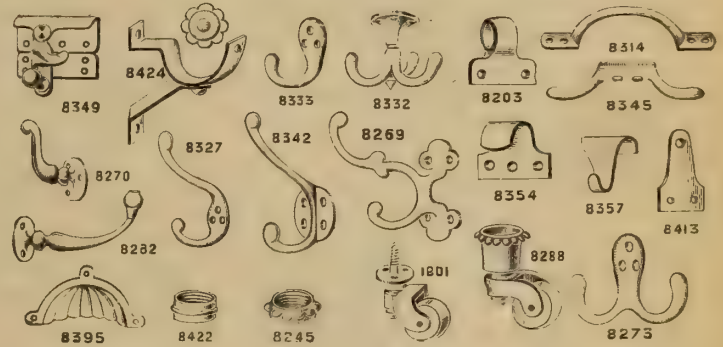
REGISTERED



TRADE MARK.

## BRASS AND IRON FOUNDERS

**BIRMINGHAM, ENGLAND.**



The original and sole manufacturers of the M.B. patent finished electro-brassed goods. Note the "Beehive" trade mark, and beware of imitations.

All goods put up in cardboard boxes.

Samples or illustrated lists free on application.

## KNOX HENRY

Heavy Hardware and Metal Broker  
Room 220½ Board of Trade, MONTREAL.

**SPECIALTIES** — C Brand Horse Nails — Canada Horse Nail Co.

**BOLTS** — Tire and Stove Rivets of all kinds — Chalcraft Screw Co.

**BRASS GOODS** — Gunn Castor Co., Limited, Birmingham, Eng.

## Buy the Best.



# HERCULES

**Sash Cord.**

Star Brand Cotton Rope  
Star Brand Cotton Clothes Lines  
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

# ECONOMY GASOLINE STOVES

— AND —

## QUICK-BAKER OVENS

are especially well adapted for baking, ironing, etc., in summer, and always give perfect satisfaction.



The Quick-Baker oven is adapted for use on gas, gasoline, or coal oil stoves.

THE TRADE CAN MAKE MONEY HANDLING THESE GOODS. WRITE FOR PRICES.

No Dust. No Dirt.  
No Ashes. No Waste.  
No Discomfort.

10 pounds bread baked  
for 1 cent.

8 dozen biscuits baked  
for 1 cent.

## The Cannom Stove & Oven Co., Limited

197 King St., LONDON, ONT.



# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

MONTREAL, June 15, 1900.

### HARDWARE.

**W**HILE there has been no radical change in the situation, the feeling appears to be more settled than it was. At least, orders for many lines are commencing to trickle in more freely, which, considering the general situation, is taken to mean that buyers are actually in need of supplies. In this connection rather more inquiry has been noted for wire, both barbed, galvanized and smooth, while wire and cut nails have shown more life, though the volume of trade is not very extensive. Screws, bolts and rivets have also attracted demand. The only actual change in values has been a further decline in cordage, owing to weaker cables from abroad and increased receipts of manila hemp from the Philippines.

**BARBED WIRE** — A few small lots are moving and prices are inclined to easiness, at \$3.35 per 100 lb.

**GALVANIZED WIRE** — The movement is confined to small lots. We quote : Nos.

6, 7, and 8 guage, \$3.95 ; No. 9, \$3.20 ; No. 10, \$4.10 ; No. 11, \$4.15 ; No. 12, \$3.35 ; No. 13, \$3.45 ; No. 14, \$4.50 ; No. 15, \$5 ; and No. 16, \$5.25.

**SMOOTH WIRE** — There is a moderate jobbing demand for oiled and annealed. Base price remains unchanged at \$3.20 per 100 lb.

**FINE STEEL WIRE** — Quiet, with discount 12½ per cent.

**BRASS AND COPPER WIRE** — Remain the same. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

**FENCE STAPLES** — These are asked for in a small way, and we quote bright, \$3.60.

**WIRE NAILS** — There is little change to report, though orders are somewhat larger than they were. We quote: \$3.20 for small, and \$3.10 for carlots.

**CUT NAILS** — There are more of these being called for also, and prices are steady at \$2.85 for small, and \$2.75 for carlots f.o.b., Montreal.

**HORSE NAILS** — Business in these continues dull and unimproved. Discount 50

per cent. on Standard and 50 and 10 per cent. on Acadia.

**HORSESHOES** — There is only a moderate demand for these. We quote as follows : Iron shoes, light and medium pattern, No. 2 and larger, \$3.90 ; No. 1 and smaller, \$4.15 ; snow shoes, No. 2 and larger, \$4.15 ; No. 1 and smaller, \$4.40 ; X L steel shoes all sizes, 1 to 5, No. 2 and larger, \$4.20 ; No. 1 and smaller, \$4.45 ; feather-weight, all sizes, \$5.45 ; toe weight steel shoes, all sizes, \$6.55 f.o.b. Montreal.

**SCREWS** — Trade, while moderate, has been noticeable. Discounts are as follows : Flat head bright, 80 per cent. off list ; round head bright, 75 per cent. ; flat head brass, 75 per cent. ; round head brass, 67½ per cent. ; flat head bronze, 67½ per cent. ; round head bronze, 62½ per cent.

**BOLTS** — There is only a moderate movement in these. Discounts are as follows : Tire bolts, 60 per cent. ; common carriage bolts, all sizes, 50 per cent. ; ditto, full square, 65 per cent. ; machine bolts, all sizes, 52½ per cent. ; coach screws, 65 per cent. ; sleigh-

## ICE CREAM



can be made in four minutes with a...

### White Mountain Freezer

which has the Original Triple Motion. It makes the smoothest cream in the shortest time.

Duplex Malleable Iron Dasher.  
Strong Waterproof Tub.  
Extra Heavy Charcoal Tin Plate Can.  
Covered Gearing. Double Scraper.  
Most Economical on Ice. **T T**  
Truly a Labor-Saver.

SPECIAL PRICES ON OTHER STYLES OF FREEZERS.

## THE FRUIT SEASON is now on

Replenish your stock of



Sizes ranging from  
2 TO 18 QUARTS.

## Enamelled Lipped Preserving Kettles

Made in two colors and grades.

**Famous Ware** — an extra heavy mottled ware.

**Imperial Ware** — a heavy speckled ware.

**Acid Proof** and most durable.

In addition to the above we manufacture a full line of utensils in **WHITE, FAMOUS** and **IMPERIAL WARES**.

Hold your Orders till our Traveller calls.  
His prices will interest you.

# THE McCLARY MFG. CO.

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER

WE GUARANTEE "PROMPT SHIPMENT."



American Sheet Steel Company  
Battery Park Building  
New York  
Manufacturers of all varieties of  
Iron and Steel Sheets  
Black and Galvanized

Representatives for Canada  
B. & S. H. Thompson & Company  
26 St. Sulpice Street  
Montreal

## Drain Pipes Portland Cements Fire Bricks

Contractors' and  
Founders' Supplies.

## F. HYDE & CO.

31 Wellington street, MONTREAL

## STANDARD GOODS

Banner Cold Blast Lanterns  
Climax Safety Tubular Lanterns  
Globe Files and Rasps  
Gurney Standard Scales  
Souvenir Stoves and Ranges  
The Gurney, Tilden Co.'s Locks, Knobs,  
and Hardware.

For sale by all prominent jobbers throughout  
the Dominion.

A stock of the above goods carried in Montreal.

WALTER GROSE, Selling  
Agent,

Nos. 28, 30, 32 and 34 St. Dizier Street,  
MONTREAL.

## Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

## Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable  
Castings, Boiler Tubes, Engine Cylinders, Hy-  
draulic and other Machinery where great strength  
is required; Strong, High Silicon Iron, for Foundry  
Purposes.

shoe bolts, 70 per cent.; blank bolts, 52½  
per cent.; bolt ends, 52½ per cent.; nuts,  
square, 3½c. per lb. off; nuts, hexagon,  
4c. off; stove bolts, 60 and 10; plough bolts,  
50 per cent.

RIVETS, ETC.—A quiet trade is noted. Dis-  
counts are: Best iron rivets, section, carriage,  
and wagon box, black rivets, tinned do.,  
coopers' rivets and tinned swedes rivets, 45  
per cent. off; swedes iron burrs, 40 per  
cent. off; copper rivets, 35 per cent.;  
coppered iron rivets and burrs, in 5-lb.  
carton boxes, 45 per cent. off.

CORDAGE—The tendency continues easy  
and manila is lower at 14 to 14½c. and  
sisal 10½ to 11c. base, while demand is  
light.

SUMMER GOODS—Such articles as ice  
cream freezers, gardening tools, etc., are  
meeting the usual inquiry.

SPADES AND SHOVELS—Orders are for  
small sorting lots of these. Discounts 40  
and 5 per cent.

FIREBRICKS—There has been a satis-  
factory business in firebricks and values are  
maintained at \$17 to \$24 per 1,000, as to  
brand, ex wharf.

CEMENT—Trade has been quiet in cement  
but the movement was of considerable  
volume within the past day or so. Forward  
orders for large lots are also under negotia-  
tion and may result in business before the  
week is out. We quote: German, \$2.40  
to \$2.60; English, \$2.30 to \$2.40; Belgian,  
\$1.80 to \$2.10.

### METALS.

Business in heavy iron and metals has  
continued extremely dull with few changes  
in value aside from the decline in coil chain  
which is quoted lower from 5-16 down to  
1 inch. Other lines show no actual altera-  
tion, for prices are largely nominal in the  
absence of business, but the tendency  
reported from outside markets in many  
staple lines is in a downward direction.

PIG IRON—There has been no business  
transacted in Scotch pig lately, and prices  
are nominal at \$24.50 to \$25.50 for No. 1  
as to quality.

BAR IRON—Demand is fair for forward  
account at the mills, but otherwise there is  
little to report. We quote the range \$2.35  
to \$2.45, as to quality.

BLACK SHEETS—There is little movement  
to report in these. We quote: 8 to 15, \$3.10;  
18 to 20, \$2.90; 22 and 24, \$2.95; 26, \$3.10,  
and 28, \$3.15.

GALVANIZED IRON—The movement  
from wholesale hands is light, and for fall  
importation the disposition is to hold off in  
the expectation of better terms. We quote  
as follows: No. 28 Queen's Head, \$4.75  
to \$5.00, and No. 26, \$4.50 to \$4.75;

## TIN TERNE CANADA PLATES

Best Standard brands at favorable prices.

INGOT TIN  
SHEET ZINC, Etc.

## A. C. LESLIE & CO.

MONTREAL.

SANDERSON'S CAST STEEL IN STOCK.



IRON AND  
BRASS

## Pumps

Force, Lift and Cistern  
Hand and Power.

For all duties. We can  
supply your wants with  
—quality the best and  
prices right. Catalogues  
and full information for a  
request.

THE R. McDOUGALL CO., Limited  
Manufacturers, Galt, Canada.

## ADAM HOPE & CO.

30 JOHN STREET N.

Hamilton, Ont.

Offer from Store,  
Montreal, Toronto and Hamilton:

PIG TIN, "Straits"  
INGOT COPPER  
PIG LEAD  
ZINC SPELTER  
ANTIMONY

WRITE FOR QUOTATIONS.

## NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

## Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel



# A Good Article Always Finds a Ready Market.

The demand for **GRANITINE FLOOR FINISH** is rapidly increasing.

Owing to its remarkable wearing qualities and fine finish, Architects are specifying it for natural wood floors in preference to wax.

Wears longer, looks better and is entirely free from slipperiness.

There is also a growing demand for it in pint and quart tins for Floor Oil Cloths, Linoleums, Cork Matting, etc., as it adds years to their wear and a newness to their finish.

This is a Floor Finish you can safely recommend.

MANUFACTURED ONLY BY

THE ...

## Imperial Varnish & Color Co.

LIMITED

TORONTO, ONTARIO, CANADA.

Comet, No. 28, \$4.45 to \$4.70, and No. 26, \$4.15 to \$4.45.

INGOT COPPER—The feeling outside has been rather firm during the past day or so, but spot prices remain unaltered at 17½c.

INGOT TIN—This metal is exhibiting a firm tendency outside also this week, but with little business doing here. Spot prices are unaltered at 35c.

LEAD—Cable advices have been quite firm this week but the spot situation has been unaffected by the fact, and we repeat last week's base price of \$4.15.

LEAD PIPE—There is a moderate movement in this. We quote: 7c. for ordinary and 7½c. for composition waste, with 15 per cent. off.

IRON PIPE—Dull and unaltered. We quote: ¾, \$3.10; ⅝, \$3.10; ½, \$3.40; ¾, \$3.85; 1, \$5.50; 1½, \$7.50; 1½, \$9.10, and 2-in., \$12.25.

TINPLATES—The jobbing demand continues dull, and reports of offers at concessions for fall importation do not tend to increase the demand. We quote: coke \$4.50 and charcoal \$4.75 on spot.

CANADA PLATE—Offers of these for fall delivery at concessions, also tend to check demand. Spot prices are unchanged. We quote: 52's \$3.25; 60's, \$3.35; 75's, \$3.45; full polished, \$3.50, and galvanized, \$4.85.

TERNE PLATE—There has been no change in these, the base remaining at \$8.50.

SWEDISH IRON—Remains firm at \$4.25.

COIL CHAIN—The jobbing prices on all sizes, from 5-16 down to 1-inch, have been materially reduced as follows: No. 6, 12½c.; No. 5, 11c.; No. 4, 10½c.; No. 3, 10c.; ¼-inch, 8½c.; 5-16, \$5.50; ¾, \$5.35; 7-16, \$5.00; ½, \$4.75; 9-16, \$4.70; ⅝, \$4.35; ¾, \$4.25; ⅞, \$4.20, and 1 inch, \$4.10.

SHEET ZINC—Unchanged, at 7 to 7¼c.

ANTIMONY—Quiet, at 10½c.

### PAINTS AND OILS.

The volume of business in this branch continues most satisfactory, the fine warm weather leading to a good movement of material. The only change of importance this week has been the decline of 3c. in the price of turpentine which is now quoted at 72 to 73c. as to quantity. Linseed oil continues firm and the upward tendency noted in seal oil last week is maintained, with a further advance expected owing to the active demand in Newfoundland from English buyers.

WHITE LEAD—Best brands, Government standard, \$6.75; No. 1, \$6.37½; No. 2, \$6; No. 3, \$5.62½, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

WE HAVE A LARGE AND FULLY ASSORTED STOCK OF

# HARVEST TOOLS

Forks,  
Rakes,  
Hoes,  
Scythes,

Snaths,  
Spades,  
Shovels,  
Etc.,

and will guarantee prompt shipment from warehouse for immediate orders.

## JOHN BOWMAN HARDWARE & COAL CO.,

....London, Ont.

DRY WHITE LEAD—\$5.75 in casks; kegs, \$6.

RED LEAD—Firm; casks, \$5.10; in kegs, \$5.35.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

PUTTY—We quote: Bulk, \$1.95; bladders, in bbls., \$2.10; bladders, in cases, \$2.25; in tins, \$2.35 to \$2.60.

LINSEED OIL—Raw, 84c.; boiled, 87c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 72c.; two to four barrels, 73c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—Firm; \$1.20 to \$1.40 per gallon.

CASTOR OIL—Firm; 8½ to 8¾c. in wholesale lots, and ½c. additional for small lots.

SEAL OIL—47½ to 50c.

COD OIL—32½ to 35c.

PARIS GREEN—Demand fair at firm prices; 1-lb. packets, 19½c., and drums, 18½c.

NAVAL STORES—A more active business \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c.



for colored, and 6 to 7½c. for white; oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

#### GLASS.

The is no change to report. We quote as follows: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

#### PETROLEUM.

Unchanged at last week's decline as follows: "Silver Star," jobbers, 16½c.; retail, 17½c.; "Imperial Acme," 17½ and 18½c.; "S. C. Acme," 19 and 20c.; "Astral," 20 and 21c.

#### HIDES.

Beef hides have declined ¼c. per lb. to 8c. for No. 1; 7c. for No. 2, and 6c. for No. 3. Calfskins are 1c. lower at 9c. for No. 1, and 7c. for No. 2.

#### ONTARIO MARKETS.

TORONTO, June 15, 1900.

#### HARDWARE.

**T**HERE has been no material change in the situation during the past week.

Confidence as to the future of prices has not yet been restored. At the same time, however, a fair trade is being done in small lots covering a general assortment of hardware, thus showing that stocks in seasonable lines at least are not large, and need assorting. Quite a number of letter orders have been received, and payments are fair. There is quite a little barbed wire going out from stock, and the same can be said of galvanized wire. A fair business is being done in oiled and annealed wire in small lots. Business in wire nails is quiet, but a fair trade is to be noted in cut nails. Screen doors and windows are going out rapidly in small quantities, and there are quite a few harvest tools and spades and shovels moving, although in small quantities. Guns and ammunition are beginning to move more freely. There is an active movement in gas stoves and oil stoves. In some lines of enameled ware prices are easier, and business is, on the whole, fairly good, but there is not much doing in tinware. Ice cream freezers are going out freely, but there has been a falling off in the demand for refrigerators. Churns are quiet. In cutlery there is only a sorting-up trade to be noted.

**BARBED WIRE**—Although the orders are not large, they have been rather numerous during the past week, and they have been mostly for shipment from stock. We still quote f.o.b. Cleveland \$3.05 in carlots, and \$3.15 in less than carlots; f.o.b. Toronto, \$3.35 for less than carlots.

Some . .

Reasons Why

## Our Rock-Faced Stone

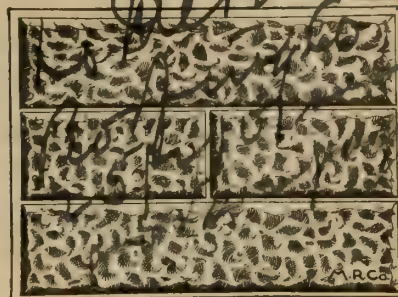
IS IN SUCH POPULAR DEMAND FOR ALL KINDS OF BUILDINGS:

It gives economical protection and a particularly good effect.

It is fire, cold and damp proof—can be quickly and easily applied, and costs very little.

Supplied either Galvanized or Painted. Equally adaptable for use on new buildings or for improving old ones—in very popular demand all over the country.

There's good business in handling this reliable siding—write us, if you've none on hand.



**METALLIC ROOFING CO., Limited** KING and DUFFERIN STREETS, **Toronto.**  
Wholesale Manufacturers.

**GALVANIZED WIRE**—A number of small orders have been received during the past week, and prices are as before. We quote from Toronto: No. 5, \$4.62½; Nos. 6, 7 and 8 gauge, \$3.95; No. 9, \$3.20; No. 10, \$4.10; No. 11, \$4.15; No. 12, \$3.35; No. 13, \$3.45; No. 14, \$4.50; No. 15, \$5.20; No. 16, \$5.25. The f.o.b. price Cleveland for No. 69 base is \$2.90 in less than carloads, and \$2.80 for carloads. Terms are 60 days or 2 per cent. 10 days.

**SMOOTH STEEL WIRE**—Trade is fairly good for this time of the year in oiled and annealed wire, although the quantities wanted are naturally small. The base price is unchanged at \$3.20 per 100 lb.

**WIRE NAILS**—Retailers are not taking any more wire nails than seem to be absolutely necessary, consequently the general report is of a quiet trade. The base price is still \$3.20 for small lots and \$3.10 for carlots.

**CUT NAILS**—There is just a fair business being done in cut nails, although jobbers report that some days during the past week they have sent out more cut nails than they have wire nails. The base price is \$2.85 per keg Toronto, Hamilton, London and Belleville.

**HORSESHOES**—These are decidedly quiet with prices unchanged. We quote as follows f.o.b. Toronto, Hamilton, London and Guelph: No. 2 and larger, light, medium and heavy iron shoes, \$4.05; snow shoes, \$4.30; light steel shoes, \$4.35; featherweight shoes, all sizes, \$5.60. No. 1 and smaller, light, medium and heavy iron shoes, \$4.30 per keg; iron snow shoes, \$4.55; light steel shoes, \$4.60; featherweight steel shoes, all sizes, \$5.60.

**HORSE NAILS**—Trade in horse nails is reported to be unusually quiet for even this

time of year. Discount 50 per cent. on standard oval head, and 50 per cent. on Acadia.

**SCREWS**—Trade in screws is keeping up remarkably well with prices steady and unchanged. We quote as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

**BOLTS AND NUTS**—A good trade is being done in stove bolts, and in tire bolts it is fair. We quote: Norway bolts, full, square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 62½ per cent.; nuts, square, 3½c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

**RIVETS AND BURRS**—Business is good in rivets and prices are unchanged. We quote as follows: Carriage section, wagon box, rivets, etc. 50 per cent.; black M rivets, 50 per cent.; iron burrs, 45 per cent.; copper rivets, 35 per cent.; bifurcated, with box, 5-lb. carton boxes, 30c. per lb.

**ENAMELED WARE**—A fairly good trade is being done in enameled ware, especially in preserving kettles, saucepans, teapots and pie plates. Prices on some lines are easier on account of outside competition.

**TINWARE**—The demand for tinware is light, and the market is without special feature.



**EAVETROUGH**—The demand is fairly good and is keeping up well. The ruling price is \$3.75 per 100 lb.

**ROPE**—Trade is rather quiet, but prices are unchanged at 11½c. per lb. for sisal, and 15½c. for manila.

**BINDER TWINE**—The market is a little easier for binder twine, and we quote sisal and standard at 11c. and pure manila at 14c. The latter, it will be remembered, was a short time ago quoted at 16c.

**SPADES AND SHOVELS**—There are quite a few of these going out in a small way. Discount 40 and 5 per cent.

**HARVEST TOOLS**—A fair sorting up trade is being noted in this line. Discount 50 and 10 to 50, 10 and 5 per cent.

**POULTRY NETTING**—There is a moderate quantity of this going out at the discount of 40 and 5 per cent.

**ICE CREAM FREEZERS AND REFRIGERATORS**—An active trade is still being done in ice cream freezers, but in refrigerators there has been a falling off in business during the past week. Inquiries are, however, still coming in.

**CHURNS**—Odd orders are coming in, but in the aggregate the average business is small. Trade in this line is much less than it was a few weeks ago.

**SCREEN DOORS AND WINDOWS**—There is quite an active demand this week for screen doors and windows, although the quantities wanted are not large.

**GREEN WIRE CLOTH**—There is a steady movement in small lots, but the price is unchanged at \$2 per 100 sq. ft.

**BUILDERS' SUPPLIES**—While no large orders are being received, quite a few small lots are going out to the retail trade.

**SPORTING GOODS**—Guns and ammunition are beginning to move more freely. Latest advices from Belgium are to the effect that it may be difficult from this on to replace repeat orders for guns.

**CUTLERY**—There is just a small sorting-up trade being done.

**GAS AND OIL STOVES**—The demand for gas stoves is quite active, and some of the factories find it difficult to supply the demand. A good business is also reported in oil stoves.

**CEMENT**—The movement keeps brisk. Prices are steady. We quote in barrel lots as follows: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

#### METALS.

The pig iron market is still quiet and somewhat unsettled, but in other lines of metals the market is, on the whole, fairly steady.

**PIG IRON**—The market in the United

States is a little steadier than it was, although prices are lower than they were a week ago in some kinds of iron. In Canada, we hear of no further change in values, and quote No. 1 Hamilton iron at \$23, and No. 2 at \$22.50 per gross ton f.o.b. the furnace.

**BAR IRON**—Trade is fairly good and the ruling prices are \$2.25 to \$2.30 base per 100 lb.

**HOOP STEEL**—The demand for hoop steel continues good with the base price unchanged at \$3.25 per 100 lb.

**PIG TIN**—The outside markets have shown some fluctuations during the week and at the time of writing the London, Eng., market, is reported to be easy. Local quotations are unchanged, still ruling at 34 to 35c. per lb.

**TINNED SHEETS**—The demand is moderate for small lots and prices are as before.

**TERNE PLATES**—There are a few of these going out, but business does not amount to very much.

**CANADA PLATES**—Although business is still light, there is a little better movement than there was a week ago. We quote all dull, \$3.50, half polished, \$3.60, and all bright, \$4.

**TIN PLATES**—The demand has been a little better during the past week, and a fair business has been done.

**GALVANIZED SHEETS**—The demand is nearly altogether for prompt shipment, and in this particular business is rather better than a week ago. Import orders are still coming forward. It is perhaps worthy of note that prices in England are at present higher than they were when stocks now in the hands of jobbers were bought. The ruling quotations are still \$5.10 for English and \$4.75 for American.

**BLACK SHEETS**—There was an active demand both for large and small lots during the past week. We still quote the base price at \$3.60.

**COPPER**—In ingot copper trade is only moderate, but in sheet copper a fair business is to be noted. The outside markets are at the moment steady as to price. We quote ingot at 19½ to 20c., and sheet at 23 to 23½c.

**BRASS**—Trade is rather active in a small way.

**ZINC SPelter**—There has been more demand for spelter during the past week and prices both here and in New York rule steady. Locally, we still quote 7 to 7½c.

**SHEET ZINC**—The demand is fairly active for small lots. We quote: 7½c. per lb. for casks and 7¾c. per lb. for part casks.

**LEAD**—The market rules steady as to price, but there is not much business being done. We quote 5 to 5½c. per lb.

**SOLDER**—A fair number of orders have been received, but the quantities, as a rule,

**Oakey's**

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

## 'WELLINGTON' KNIFE POLISH

**JOHN Oakey & Sons, Limited**

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

**JOHN FORMAN, 644 Craig Street MONTREAL**



**COVERT MFG. CO.**

West Troy, N.Y.

**DERBY SNAP.**

With Plated Rust Proof and Guarded Spring.

"THE LATEST AND BEST."

For Sale by all Jobbers at Manufacturers' Prices.



**PRIEST'S CLIPPERS**

Largest Variety, Toilet, Hand, Electric Power

**ARE THE BEST.**

Highest Quality Grooming and Sheep-Shearing Machines.

**WE MAKE THEM.**

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., USA

The Best Door Closer is . . .

**NEWMAN'S INVINCIBLE FLOOR SPRING**

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

**W. NEWMAN & SONS,**

Hospital St., BIRMINGHAM.

**BURMAN & SONS', LIMITED HORSE CLIPPERS**

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many qualities.

Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts.

Power Sheep Shearing Machines.

**BURMAN & SONS, Limited, Birmingham.**

## LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

**B. S. VANTUYL, - Petrolia, Ont**



**Pullman Sash Balance Co.**

Makers of the

**"Pullman" Hardware Specialties**

Main Office and Works,

**Rochester, N.Y., U.S.A.**

On sale all round the globe.



are small, being largely for 25 to 50-lb. lots. We still quote: Half-and-half, 21 to 22c. per lb.; refined, 20 to 21c., and wiping, 20 to 20½c.

**IRON PIPE**—Prices are not being cut as much as they were, but the anticipated advance has not yet taken place. The explanation is that as some of the jobbers were out of the city it was not possible to hold the desired conference. We quote black pipe as follows: ½ inch, \$3.50; ¾ inch, \$3.85; 1 inch, \$3.40; 1¼ inch, \$2.88; 1½ inch, \$5.50; 1¾ inch, \$7.44; 2 inch, \$8.94; 2½ inch, \$11.93. Galvanized pipe is quoted as follows: ¼ inch, \$4.92; ½ inch, \$5.81; 1 inch, \$8.34; 1¼ inch, \$11.38; 1½ inch, \$13.66; 2 inch, \$18.21.

**LEAD PIPE**—Business is still just moderate. We quote 7c. per lb., with discount 15 per cent., f.o.b. Toronto.

**RANGE BOILERS**—We quote: Standard, 30 gals., \$7.25; 35 gal., \$8.15; 40 gal., \$9.25. Standard, extra heavy, 30 gal., \$9; 35 gal., \$9.95; 40 gal., \$11.35.

#### PAINTS AND OILS.

There is a fair general trade doing. Mixed paints are in large demand. The movement of paris green and turpentine is light. Stocks of both linseed oil and turpentine are moderate. Linseed oil keeps firm, but turpentine has been reduced 2c. on account of an easier feeling on outside markets. We quote:

**WHITE LEAD**—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½; No. 3, \$5.75; No. 4, \$5; dry white lead in casks, \$5.75.

**RED LEAD**—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

**LITHARGE AND ORANGE MINERAL**—Litharge, 6 to 6½c.; orange mineral, 8 to 8½c.

**WHITE ZINC**—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

**PARIS WHITE**—90c.

**WHITING**—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

**GUM SHELLAC**—In cases, 22½c.; in less than cases, 25c.

**PUTTY**—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.15; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

**PLASTER PARIS**—New Brunswick, \$1.90 per barrel.

**PARIS GREEN**—Petroleum, bbls., 18c.; arsenic, kegs, 18¼c.; drums, 50 and 100 lb. 18¾c.; drums, 25 lb., 19¼c.; tins, 1 lb., 20¾c.; tins, ½ lb. 22¾c.; packages, 1 lb., 19¾c.; packages, ½ lb., 21¾c.

**PUMICE STONE**—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantities;

84,000 Daily Production.  
5 Factories. 5 Brands.

## NICHOLSON FILES

For sale all over the World.



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.  
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

## BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass**. Also of a durable, highly-polished material called "**MARBLETT**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No 68 St. Helens.

THE . . .

## Waggoner Extension Ladder.



The strongest, lightest and most convenient ladder in the market. The only really satisfactory extension ladder made. Pulls up with a rope. Made in all lengths. Also extension and other step ladders, sawhorses, ironing boards, painters' trestles, etc. All first-class goods. Write for quotations to

The Waggoner Ladder Company, Limited, London, Ont.



HERE to get

## GOOD PRINTING

We are careful that all our work shall be neat, artistic and up-to-date, and the price is very reasonable. Let us hear from you to-day. We can do your work quickly.

THE MacLEAN PUB. CO., Limited,

26 Front Street West,  
TORONTO.

Board of Trade Bldg.,  
MONTREAL.

tity; lump, 10c. in small lots, and 8c. in barrels.

**LIQUID PAINTS**—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

**SEAL OIL**—54c. per gallon, and yellow seal at 45c.

**CASTOR OIL**—East India, in cases, 10 to 10½c. per lb. and 10½ to 11c. for single tins.

**LINSEED OIL**—Raw, 1 to 4 barrels, 86c.; boiled, 89c.; 5 to 9 barrels, raw, 85c.; boiled, 88c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

**TURPENTINE**—Single barrels, 73c.; two to four barrels, 72c., delivered to outside points. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged. Toronto, Hamilton, London and Guelph, 2c. less.

#### GLASS.

Prices have been revised throughout. All the sizes smaller than 86 united inches are reduced, but the larger sizes are advanced. The cause of the revision is not any change in European market conditions, but the

arrival of import orders at Montreal, which have replenished stocks and caused some houses to sell smaller sizes below the market. We quote first break locally as follows: Star, in 50 foot boxes, \$2.25, and 100-foot boxes, \$4.00; double diamond under 25 united inches, \$6.00, Toronto, Hamilton and London; terms 4 months or 3 per cent., 30 days.

#### OLD MATERIAL.

There is a good movement. A decline of 5c. in all scrap iron prices has taken effect. We quote jobbers' prices as follows: Agricultural scrap, 70c. per cwt.; machinery cast, 70c. per cwt.; stove cast scrap, 40c.; No. 1 wrought scrap, 60c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 10½c.; heavy copper, 12c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, 11c.; scrap lead, 3c.; zinc, 3c.; scrap rubber, 5c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

#### COAL.

The feeling keeps firm, with a moderate business doing. We quote anthracite on cars at Buffalo and bridges for May delivery



as follows: Nut, egg and stove, \$4.25 per gross ton, or \$3.79 per net ton; grate, \$4 per gross ton, or \$3.57 per net ton.

#### PETROLEUM.

The movement is light. Prices are unchanged as follows: Pratt's Astral, 18½c. in bulk (barrels, \$1 extra); American water white, 18½c. in barrels; Photogene, 19c.; Sarnia water white, 17½c. in barrels; Sarnia prime white, 16½c. in barrels.

#### MARKET NOTES.

Glass prices have been revised. All sizes up to 86 united inches are reduced, those above are higher.

Turpentine has declined 2c.

A corrected list of prices for iron pipe is quoted in our prices current.

Some lines of enameled ware are easier.

#### ALUMINUM VS. COPPER.

The Aluminum World draws a comparison between copper and aluminum for cooking utensils. The latter is claimed to be not appreciably more costly than the former to manufacture, and to have the great advantage of requiring no tinning or re tinning. Some practical hints regarding the manipulation of aluminum sheet are given. In pressing or stamping into pots or pans, say, nine inches deep, the metal should be drawn up gradually. It will take two, and possibly three operations. The depth to which an article can be drawn depends upon its diameter. One aluminum stamper says he has no difficulty in drawing aluminum into ordinary culinary shapes without annealing, but that it takes considerable experience in handling the metal to draw it into such shapes in one operation. Generally speaking, the manufacture of aluminum kettles is similar to that of copper kettles with the exception of the soldering. In shaping the articles they are bumped up on anvils and finished with planishing mallets in much the same way as copper kettles are, only greater care is required in handling, more annealing and closer attention to the direction of the blows. Owing to the difficulties of soldering aluminum riveting is for the most part made to suffice, and the inlets and outlets are united with lock-nuts and packing. Some steam-jacketed kettles are made with the outer shell of copper, and require some insulating material at the junction of the two metals if galvanic action is to be avoided. Red lead may be used with advantage. In use aluminum utensils are said to stand heat quite as well as copper articles, and to carry the heat to their contents as quickly.

#### DON'TS FOR WINDOW TRIMMERS.

THE following "don'ts, suggested by W. A. Covell, in The Hardware Dealer's Magazine, are worthy of the attention of hardware window trimmers:

"Don't place all the goods of any particular kind you have in your display, or your window will look decidedly shabby after having sold out a part of it, or trampled some of the nicely arranged articles under foot.

"Don't leave the display in the window too long.

"Don't let the goods in the window become covered with dust, but keep them as clean as they were when first put in, and remember that the show window is the eye of the store.

"Don't let the glass become dusty, but keep it bright and clear, as but very few people would be tempted to stop and look at the finest display through a soiled glass.

"Don't praise your own trims; let the people do that.

"Don't imagine you are the whole thing because you have made a few good displays. There are others.

"Don't represent too many departments of your store in the window at the same time. Show up each line by itself, if possible.

"Don't allow the clerks to remove anything from the window unless it is promptly replaced with something else.

"Don't fail to use price cards, as your display will not be remunerative without their use."

#### A NEW ADJUSTABLE TABLE.

Adjustable tables for the displaying of goods in stores have become features in most up-to-date stores. And the mind of the inventive genius is still laboring on ideas with a view to increasing the utility of these store conveniences. Among those who have lately been applying themselves to this task is Mr. E. M. Marshall, a hardware merchant of Strathroy and Sarnia, Ont. Mr. Marshall set his mind to work when an extended illness prevented him attending to his business. He has now got his idea into practical form and has begun to manufacture what he will call Marshall's adjustable table. The inventor was in Toronto the other day with a sample table. It is certainly a most ingenious arrangement. The positions into which the table can be put seem almost unlimited, and that with marvelous rapidity and the employment of simple methods. The table stands on two legs and yet possess all necessary firmness. The table is made of ash with a golden oak finish, while the legs and framework are of steel, bronzed. Mr. Marshall's sickness was evidently not in vain.

# KHAKI!

# KHAKI!!!

# KHAKI!!!!

Have you seen it?  
Seen what?

## THE KHAKI FLOOR PAINT

24 QTS. or 12 ½-GALS.  
24 QTS. or 12 ½-GALS.  
IN A CASE.

Order a case. No advance in regular price.

For a good effect, paint the Floor, Steps, Verandahs and Stoops with the new color,

 **KHAKI** 

and trim with the **Canada Paint Co.'s Maroon Border.**

THE **PAIN** CO'Y, LIMITED  
CANADA

MONTREAL AND TORONTO



Write for Color  
Cards.



## THE SCIENCE OF BUYING.

**I**N these days of enhanced prices and cut profits it is very essential to study the art of buying well, says Stoves and Hardware Reporter. Some men are excellent salesmen, but are total failures as buyers, and yet it is just as important — if not more important—to buy well as to sell well. But for some reason or another this part of the business does not give some retailers much concern, for nearly all men who are poor buyers regard themselves as particularly fitted for that line of work. They go into the wholesale district to buy a lot of goods or interview a traveler without any idea of the conditions of the market. They do not read so thoroughly as they ought the trade journals published in their interest. They will tell you they do not need any literature of their business; that they have no time to read. These men, ignorant of the affairs of the business world in which they have such a vital interest, go to the market unprepared to buy well. They get worsted in first one line and then another, with the result that

most of the goods on their shelves, which require judgment in buying, are put there at such a cost that they must sell above the market or be satisfied with a smaller profit than their neighbor makes on his goods well bought. The man who buys well goes into the market with a good knowledge of conditions all over the country, and looks as far as he can into future conditions. The manufacturer or talkative traveler cannot sell him a lot of stuff he sells to the bad buyer, for they know their man is awake to prices, and he is handled accordingly. The man who reads all the news and literature of his business is certain to be a better buyer than the man who has "no time to read."

"I want to get one o' them things," said the old lady, pointing to an assortment of thermometers.

"Yes, ma'am," replied the dealer; "how high do you care to go?"

"Why, not too high and not too low. I want one that'll keep my house just right this summer."—Philadelphia Press.

## PAINTERS' PHILOSOPHY.

The Canada Paint Co., Limited, Montreal, are publishing, this week, in their advertisement, a letter from a Pembroke painter and decorator, which they describe as containing genuine philosophy, and as comparable or the wise sayings of "Josh Billings" to "David Harum."

## THE WORK OF WISEACRES.

A good story is being told at the expense of the wiseacres in the Army Contract Department. Three firms recently delivered to that Department a quantity of pocket knives, all of which had been made by the same set of men, from the same material and from the same shop. One lot was rejected, a second passed, while half of the third was accepted and the other half rejected. Those who made the goods declare that they were all alike in every respect. Nor, apparently, is this an isolated case of the kind. It is said that frequently goods are rejected for no apparent reason, whatever, but that, when returned in the same condition, with just a little new polish, they are accepted.—"Vulcan," in Iron-monger.

# EXTENDED INSURANCE.

One of the many liberal features embodied in the **UNCONDITIONAL ACCUMULATIVE POLICY** issued by the

## Confederation Life Association.

HEAD OFFICE--TORONTO.

is the provision for Extended Insurance. After three full annual premium have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

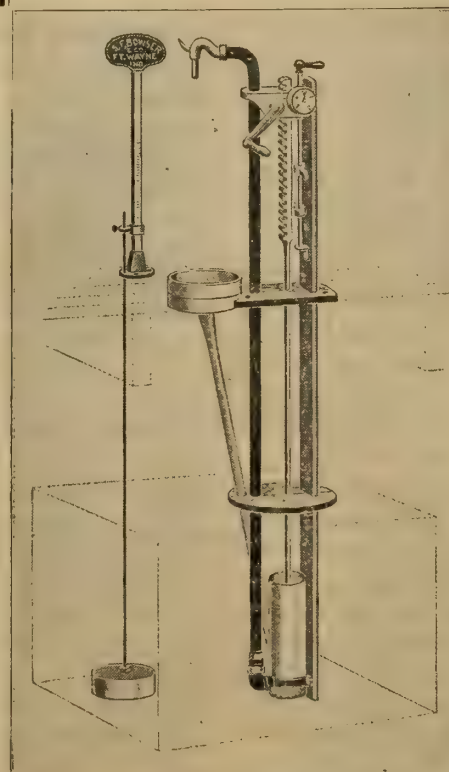
Rates and full information sent on application to the Head Office, Toronto, or to any of the association's agents.

**W. C. Macdonald,**  
Actuary.

**J. K. MACDONALD,**  
Managing Director.

On Wednesday last week Benjamin Barenger entered V. Straube's hardware store, Vancouver, and asked the clerk to show him revolvers and cartridges. After loading a revolver he started to walk out, and on being asked for pay threatened to shoot the clerk. He was, however, overpowered, the revolver taken from him and finally arrested.

## THE VITAL PART



of an oil tank is the valves in the pump.

### BOWSER

**3 Measure Self-Measuring**

### OIL TANKS

are equipped with

### Steel Ball Cage Valves

The only valves ever invented that hold kerosene oil indefinitely. The balls in these valves are guaranteed to us not to vary one-ten-thousandth part of an inch from a perfect sphere. No flat valves in ours. They won't hold. Our valves will hold oil "till the cows come home." Do you want an oil tank that you can rely upon to measure accurately all the time? The BOWSER tank will do it.

## BOWSER OIL TANKS

pump and measure accurate Imperial Gallons, Half-Gallons and Quarts at every stroke. Catalogue free.

## S. F. BOWSER & CO.,

P. O. Box 564, TORONTO.  
Factory: FORT WAYNE, IND.



# HEATING AND PLUMBING

## SOME BUILDING NOTES.

**D**R. CAMPBELL, Bradford, Ont., is asking for tenders for the erection of a brick residence.

C. B. Meissner is building a residence in Sydney, C.B.

L. Lyons has started to erect a residence in Wellington, Ont.

Geo. Green, contractor, Arthur, Ont., is building a house for himself.

J. Pilsworth, Moosomin, N.W.T., is building a residence.

J. C. Green is building a residence on Ridout street north, London.

The Presbyterians of Brandon, Man., will erect a church there this summer.

Grant Bros., Hintonburg, Ont., will build a new hardware store this summer.

I. Daze, proprietor of the Clarkson, Ont., hotel, is making improvements and additions.

W. R. Phillimore intends building a residence on Wellington street, Chatham. T. J. Rutley is the architect.

Norman McLeod is erecting a three-storey building at the corner of Great George and Falmouth streets, Sydney, C.B.

John Carson, Mrs. Burley, and Dr. Abbott, Kingston, Ont., are building summer cottages on the St. Lawrence.

Extensive improvements are to be made shortly to the Hawthorne Mills, Carleton Place, Ont., and a tower is to be added.

J. Siemon, who was voted a bonus to start a table factory in Wiarton, intends building at once. There is also talk of veneer works for Wiarton in the near future.

Tenders have been received for a new bank and office building in Winnipeg for the Merchants Bank of Canada, but the contract has not yet been let.

Louis Chevalier has been awarded the contract for building a presbytery in connection with the Church of our Lady of Grace at Dickinson's Landing, Ont.

It is reported that a summer hotel with nearly 1,000 rooms will be erected at Port Arthur, Ont., by The Standard Oil Co., who have several winter resorts in Florida.

Work is progressing satisfactorily with the new offices in Sherbrooke, Que., for The Stanstead & Sherbrooke Mutual Fire Insurance Co., which is going to be an ornament to the city.

George Snider has secured the contract for the erection of a new building on the

site of the old Prince of Wales' saloon Victoria, for John Hepburn. The contract price is in the neighborhood of \$11,000.

T. S. Sims & Co. have purchased from Mr. Wm. Wheeler the large block of land on Chipman's Hill, St. John, N.B., just above Schofield Bros., and, it is understood, will put up a modern building for their brush factory.

A Greenwood, B.C., correspondent writes that building operations have not slackened at all during the past month. Many new homes are being erected, and considerable improvement is being made in several of the business buildings.

On Tuesday, Owen Sound, Ont., voted \$15,000 to W. H. Merritt to start a furniture factory and \$6,000 to The Parkhill Basket Co. for a basket factory. Both these factories will be built this summer. A by-law to supplement a recent vote of \$18,000 with an additional \$7,000 for a new public school was defeated.

## TORONTO BUILDING PERMITS.

Building permits have been issued in Toronto to A. S. Goddard, for a semi-detached two-storey residence on Howland avenue, near Wells street, to cost \$1,600; to Alice R. Lowler, for a two-storey and attic residence on Avenue road, near Pears avenue, to cost \$3,200; to G. Brigden, for a two-storey and attic residence at 75 Rose avenue, to cost \$1,000; to T. Worthington, for a two-storey residence at 166 Markham street, to cost \$2,000; to the Toronto Mortgage Co., for alterations to their building at 13 Toronto street, to cost \$3,000.

## THE HAMILTON PLUMBING BY-LAW.

The Hamilton plumbing by-law, drafted by the local board of health, is unsatisfactory to both the Master Plumbers' Association and the United Association of Journeymen Plumbers. When the by-law was introduced at the council meeting on Monday, these organizations protested against its passage. The journeymen's union, in their letter, called the by-law ridiculous and impractical, and the proposed regulations a botch and very misleading to the citizens. The union objects to anyone but a practical plumber being appointed inspector, and intimates that the by-law has been framed in the interest of a prominent sewer-pipe manufacturer. The council referred the by-law to the finance and markets committee, the city solicitor and engineer.

## THE ANNUAL CONVENTION.

The annual convention of the National Association of Master Plumbers and Steam-fitters of Canada, which is to convene this year in Montreal, on Wednesday, June 27, will likely be well attended by Ontario plumbers. The Toronto branch of the association will be represented by Joseph Wright, W. H. Meredith, William McGuire, A. S. Purdy and possibly others.

## THE TORONTO PLUMBING BY-LAW.

The Toronto Master Plumbers' Association have the plumbing by-law which they propose to ask the city council to pass almost ready for the council. The by-law, which asks for several changes in the law, among which are the compulsory registration of both master and journeymen plumbers, will have the support of both these bodies. Over 120 journeymen have already signed the petition for the passing of the by-law, as well as the great bulk of the masters.

## PLUMBING AND HEATING NOTES.

Chandler & Co., plumbers, tinsmiths, etc., Ottawa, have suffered damage by fire and water.

McKenzie & Co., plumbers, Winnipeg, have lost by fire.

J. W. Chambers, heating and ventilating, London, Ont., has assigned in trust to R. W. McDonald.

The Halifax Board of Health have decided that the city engineer, the city plumbing inspector, and one representative each from the Master Plumbers' Association and the Journeymen Plumbers' Union shall constitute the board of examiners which the new Halifax plumbing by-law makes essential. The city engineer is chairman of the board.

## A HINT FOR THE CONVENTION.

Editor HARDWARE AND METAL,—There is one prevalent evil that the delegates to the 5th annual convention of the Dominion Association of Master Plumbers ought to do their utmost to control. I refer to the case in many places in which persons who have a little capital, and nothing more to recommend them, start in business as plumbers. A hustling game of grab business follows, just to show others that they must be worthy of confidence because some others happen to patronize them.

As a rule, the end to them comes not too quick. They injure themselves and the



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**PLUMBERS'  
and STEAMFITTERS'  
SUPPLIES**

FULL WEIGHT.  
BEST QUALITY.

The Jas. Morrison Brass Mfg. Co.  
TORONTO Limited.

## BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

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BROWN & CO.**

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Nuts, Square and Hexagon

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SHEFFIELD, ENGLAND.

Manufacturers of

"Union Jack" Galvanized Sheets  
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6 St. Sacramento St., MONTREAL  
CANADIAN REPRESENTATIVE.

AS GOOD AS THE  
BEST, AND BETTER  
THAN MOST.

## The Bailey



Send for Catalogue  
and  
Price List.

## Cutlery Co.

BRANTFORD, CAN.

# Painters' Philosophy.

The CANADA PAINT COMPANY, Limited, rarely publish testimonials, for, often, like letters of recommendation, they prove poor guarantees. This Company prefer that their manufactures should recommend themselves. "Good wine needs no bush." However, the following from Mr. Taylor, of Pembroke, one of the best Painters and Decorators in Eastern Ontario, contains some genuine philosophy, and is worth reproducing. "Josh Billings" or "David Harum" could not put it neater.

Pembroke, June 8th, 1900.

Messrs. The Canada Paint Co., Limited,  
Montreal.

Gentlemen: I am out of your Floor Paints—please ship at once. I must say I have been told by parties who used them that they are splendid. That is what I like to be told, and I feel confident that with a good word like that passing from one lady to another that I will double my sales for same, for I find if a man does a bad job or gives bad paint to one woman a thousand will know of it ere the sun goes down; I know my experience is that way.

Yours very truly,

J. M. TAYLOR.

## ROUND RE-ACTING WASHER

Quickest selling Washing Machine on the market.

None more satisfactory to dealers or users.

Every home requires a good Washing Machine.

Every Merchant should handle them.

Prices and full particulars on application.

THE...

**Dowswell Manufacturing Co.**

Limited.

HAMILTON, ONT.

Eastern Agents: W. L. Haldimand & Son,  
Montreal, Que.





trade generally. They can't live themselves, and they won't allow others to if they can help it. Of course, some members of the public have had bad work to meet the bad prices. They learn it, though just at the time Mr. Slipout has had time to get right out considerable sarcasm is added to the stock carried by the public, and so pitilessly directed, the more's the pity, as it does not stop to discriminate between the quack and the genuine worker.

The plumbers are to blame for the existence of the burlesque. The association ought to be determined in the matter. Owing to the reliance and confidence that the public have in representative bodies, and particularly owing to the high importance that good plumbing bears in modern life, it is the absolute duty of the plumber (i.e. the trained man) to teach, direct and to be always ready to prove to the people by thought, word and deed, that his trade is one that can only be understood and mastered by persistent practical application and all the mental energy possible.

The master plumber of the future should be he who has trained his mind and his hands and learned fully to thrive on his own industry and who will guard jealously the skill he has been at so much pains to acquire and the profits that should be directly his, and who will erect a barrier to hinder the entry of all pretenders to the plumbing trade and at once make it free to all enthusiastic lovers of the trade.

FLUX.

Ottawa, June 12, 1900.

### BUSINESS OPPORTUNITIES.

There are opportunities on every hand every day if they were taken advantage of; but the great difficulty with most men is that they don't see them until they are past and gone, says an exchange.

Opportunities can be made, and every keen, far-sighted man will admit this to be true. Instead of waiting and whining for something to turn up, go out into this great world determined to be somebody and do something; you will find golden chances on every side waiting to be utilized.

The world owes no man a living. If he will not work, failure and ruin will be his portion; but if he hustles while he waits, determined that he will get to the top of the ladder, and not be satisfied until he does get there, his fortune is assured.

Such a man never sighs for opportunities, but when one comes his way he grasps it and makes the very most and best of it. Luck is no factor.

### HOW AN ICE CREAM FREEZER WAS DISCOVERED.

A FEW years ago a gentleman was partaking of ice cream in a Philadelphia restaurant. He was so pleased with it that he asked the woman in charge how they made such fine ice cream. "It is largely due to the kind of freezer we use," said she. In reply to another question, she said that the maker of the freezer was an old tinsmith down the street. The gentleman immediately called on the tin-

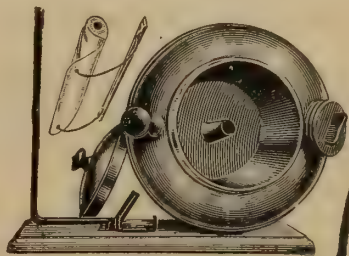


"Ideal" in position for freezing.

smith and found him at work upon a freezer, and, in conversation, he was told that if he turned out 50 in a year he considered he was doing well.

The freezer was constructed on quite a different principle from that commonly in vogue, and the gentleman at once conceived that if it was taken in hand and pushed it would take well. He shortly afterwards arranged terms with the old tinsmith whereby the latter was to transfer to him the right to make the freezer, and give the former a royalty. The first year 5,000 freezers were made, the second 15,000, and the third 48,000.

This freezer, which is named the "Ideal," is now being introduced into Canada by Rice Lewis & Son, Limited, of Toronto.



Interior of the "Ideal" Freezer.

On Saturday last, when the travelers were in the house and were being instructed in regard to this freezer, it was suggested that some cream, ice and salt be secured and that a test be made. The necessary ingredients were procured, and one of the travelers undertook to turn the machine, in three minutes there was ice cream so hard that the spoon could be with difficulty inserted. Another test was made, and the same results were obtained in two minutes.

The travelers naturally became enthusiastic. They started out on Monday morning, and by Wednesday orders had been secured for every freezer in the firm's first shipment, and it was necessary to request the manufacturers to forward another lot.

The interior and exterior views of the freezer are shown in the accompanying cuts.

The "Ideal" ice cream freezer differs from all others in that it is a new application of the old principle of freezing. The design is different in many ways. The board base on which it stands holds the freezer stationery by fastening to the table with a clamp. The freezer is so constructed that the can and tub are securely fastened together, preventing the possibility of salt water getting into the cream can. It requires four minutes to fill the ice compartment through a screw-cap opening. It is made absolutely water tight by replacing the screw-cap.

The shaft on which the freezer revolves holds it in an upright position. When freezing, it is inclined at an angle of about 45 deg. The scraper keeps the freezing surface of the can free, thereby producing fine, smooth ice cream or ices.

The tub is made of indurated fibre, handsomely finished in mahogany color. It is the best non-conductor of heat or cold known, consequently the tub can be made much lighter than the porous, cumbersome wooden affair in general use, and yet help to freeze the cream more rapidly. Heavy drawn steel plate, retinned, is used in the manufacture of the breast, can, dasher and all metal parts, to insure the greatest service and durability.

The "Ideal" will freeze any quantity, from one pint up to the capacity of the freezer, with equal perfection, and repeat as often as necessary to serve a reasonable number of people, without renewing ice or salt.

### PROFITS OF THE DOMINION COAL COMPANY.

The annual meeting of The Dominion Coal Co., Limited, of Nova Scotia, was held in Boston on June 7. The report of President Whitney for the year ending February 23 last, showed net proceeds from sales of coal and net income from steamships, railroads, barges, real estate, etc., of \$746,926; less renewals and extensions at mines during the year, \$89,741; total balance, \$657,185; less interest on bonds, dividends, etc., \$380,694; surplus of net income, \$276,490; less sinking fund for 1899, \$86,351; balance, \$190,139; charged off, \$125,178; balance to general surplus, \$64,961.



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Varnishes, Japans,  
Paints, Colors & Enamels,  
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**Salt Glazed Vitrified**



Double Strength Culvert Pipe  
a Specialty.

**THE CANADIAN SEWER PIPE CO.**

HAMILTON, ONT. TORONTO, ONT.  
ST. JOHNS, QUE.

## Cold Water

See how easy it is to use that permanent wall coating for the walls and ceilings of your rooms—Church's Alabastine. Cold water, a brush and a little care and you're ready to begin the work. Alabastine goes through a process of "setting" on the wall and grows harder with age. It will not rub off, scale or peel. Healthful, because it cannot decay like Kalsomines, which depend upon glue to hold them to the surface of wall.

Cold water! Think of the time you save—**hot water is not necessary.** Sixteen beautiful tints (and white)—best dealers sell it every where. Look for the trade mark, "the little church," on every package of Church's. Alabastine is never sold in bulk.

## Alabastine.

Free, to anyone that will mention this paper, a forty-five page book (The Decorator's Aid). It gives valuable information about wall and ceiling decorating.

The Alabastine Co., Limited  
Paris, Ont.

Trade in the Northwest supplied by  
G. F. Stephens & Co., Winnipeg, Man.  
Vancouver Hardware Co., Vancouver, B.C.



# DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA

## "MAXWELL FAVORITE CHURN"

PATENTED FEATURES: Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive.

**LAWN MOWERS.** High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

**WHEELBARROWS.** In Four different sizes.

If your Wholesale House does not offer you these articles

**SEND DIRECT TO US.**



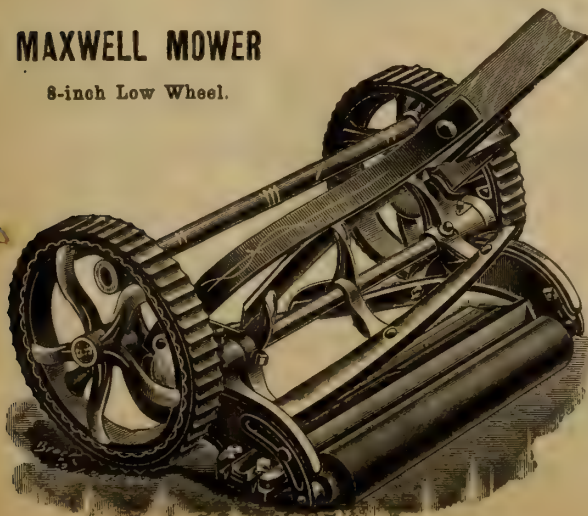
Steel Frame Churn.



Wood Frame Churn.

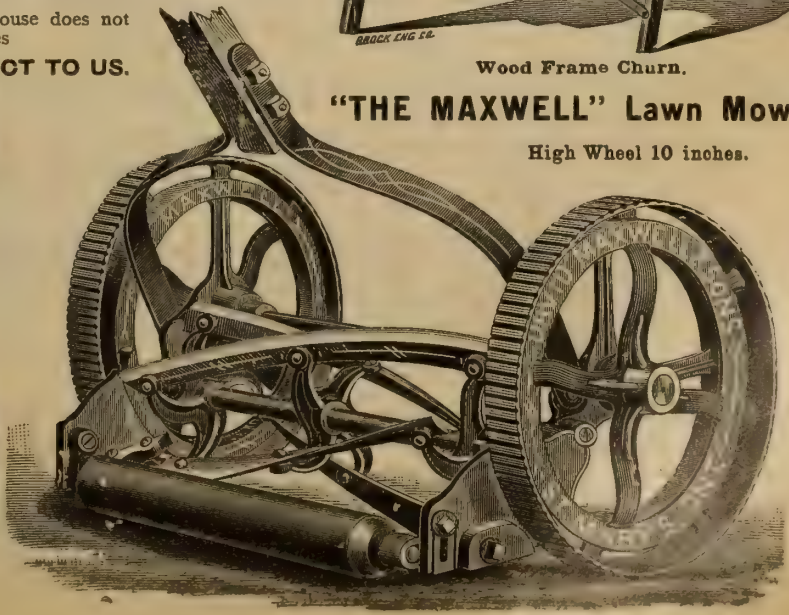
## MAXWELL MOWER

8-inch Low Wheel.



## "THE MAXWELL" Lawn Mower

High Wheel 10 inches.





**SELLING WIRE NETTING.**

A correspondent of Ironmonger, London, England, recently made the following suggestion regarding the displaying of wire netting:

Cut samples of each mesh netting kept in stock, say, 9 inches by 5 inches, and tie the same flat on stout cards about 18 inches by 12 inches, putting three different samples on each side. In this way two cards will show twelve different meshes, but, as the dealer may not have more than 10 sizes in stock, the two blank spaces may be utilized for prices thus:

| Mesh.              | $\frac{1}{2}$ -inch. | $\frac{3}{4}$ -inch. | 1-inch. | 1 $\frac{1}{4}$ -inch. | Etc.                          |
|--------------------|----------------------|----------------------|---------|------------------------|-------------------------------|
| Width<br>12 inches |                      |                      |         |                        | Per yard<br>" dozen<br>" roll |
| 18 inches          |                      |                      |         |                        | Per yard<br>" dozen<br>" roll |
| 24 inches          |                      |                      |         |                        | Per yard<br>" dozen<br>" roll |

Have the size of the mesh figured boldly on card underneath—i.e., through sample—and hinge the cards loosely together with string. The width and depth will give customers a good idea of the size of 12 inch, 18-inch, and 24-inch rolls.

**METAL PRODUCTION OF THE UNITED STATES.**

The Engineering and Mining Journal, of June 9, published the full tables of mineral and metal production of the United States in 1899 as prepared for The Mineral Industry, Volume VIII. This production, valued at the mines or furnaces, amounted to \$1,211,361,861, the largest amount on record for the United States or any other country. Deducting certain necessary duplications, the net value of the mineral production in 1899 was \$1,118,780,830, against \$799,518,033 in 1898, showing an increase last year of \$319,262,767, or 39.9 per cent. This great amount came partly from the increase in quantities and partly from general advances in values. The United States last year was the greatest producer of coal, salt, iron, copper, silver and lead in the world; also of many of the less important metals and minerals.

The extent of the production is shown by the figures, which include 252,115,387 short tons of coal, 13,400,735 long tons of pig iron, 581,319,091 pounds of copper, 217,085 tons of lead, 129,675 tons of zinc, 57,126,834 ounces of silver, and \$70,096,021 in gold.

**HARRINGTON & RICHARDSON ARMS CO.**

WORCESTER, MASS., U. S. A.

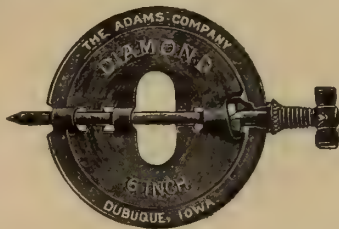


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**High Grade REVOLVERS**

SEND FOR COMPLETE CATALOGUE.

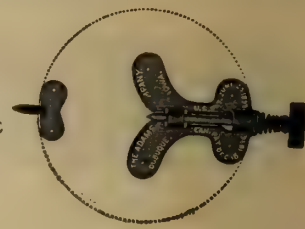
For sale by Sporting Goods and Hardware Stores almost everywhere.

**DIAMOND STOVE PIPE DAMPER AND CLIP.**

U. S. Patent June 25th, 1895.

Canadian Pat. Dec. 13th, 1894.

Sold by Jobbers of—

**HARDWARE  
TINWARE  
and STOVES,**for furnace pipe, to support  
the sheet steel blade.

Manufactured by **THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.**  
**A. R. WOODYATT & CO., Guelph, Ontario.**

**E. B. SALYERDS**

Manufacturer of

**Hockey Sticks****PRESTON,**

Ontario, Canada.

The Best Stick.

Made of Rock Elm.

Wholesale Trade Only Supplied.

Ask your Wholesale House for  
the Preston make of Stick.

Write for Prices.

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**Babbitt Metals . . .**  
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**IMPORTERS AND DEALERS**

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**SYRACUSE SMELTING WORKS.**Factories: MONTREAL,  
and SYRACUSE, N.Y.

**Special list of low-priced Japanned  
and Regalvanized Wire Cloth.**

24, 30, 36 in. wire, in 50-ft. rolls.

SAMPLES SENT WHEN DESIRED.

WRITE FOR PRICES.

**The B. GREENING WIRE CO., Limited**

Hamilton, Ont., and Montreal, Que.



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Manufacturers' Agent and Metal Broker

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Representing British and American manufacturers of  
Tinplates, Tinned Sheets, Terne Plates, Canada Plates, Gal-  
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and Steel—Hoops and Bands, Proved Coil Chain, Brass and  
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.

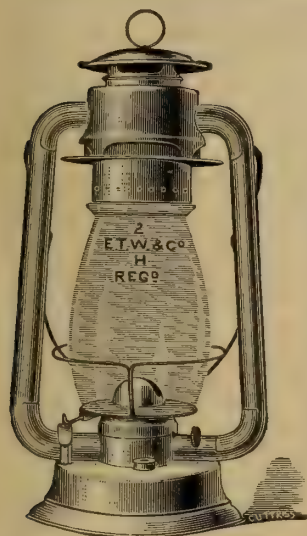
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Fittings, Drilling  
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*Fine Varnish & Japan*  
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*Montreal*  
*Price Lists on application*

**E. T. WRIGHT & CO.**

Hamilton, Ont.

Ask your Jobber for **WRIGHT'S**The only genuine  
Cold Blast Lantern made.**"JARDINE"**

**TIRE UPSETTERS  
WILL UPSET TIRES**

Some machines sold as Upsetters will not.  
Perhaps you make as much money on the  
sale of a useless Upsetter as on a good  
one, but your customer does not. He  
don't want a machine because it is called  
an Upsetter he wants a machine to upset  
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

**A. B. JARDINE & CO.**  
**HESPELER, ONT.**

**...FREE**  
To anyone for the asking

**1900 Catalogue, showing complete line  
Tinners' and Roofers' Supplies.**

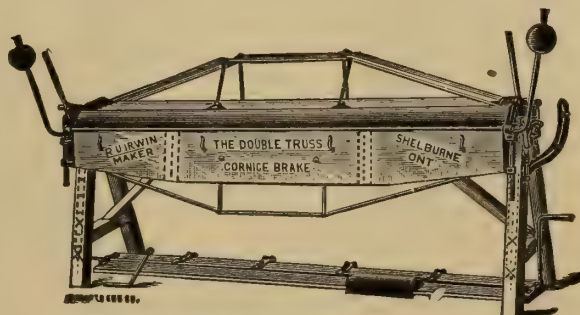
Large Stock, Great Variety, Prompt Shipments. **GET OUR PRICES.**

**BERGER BROS. CO.,**  
231 AND 237 ARCH STREET, - PHILADELPHIA  
Factory—3114-16-18 and 20 North 17th Street.

## Hardwood CHARCOAL in Bulk or Sacks.

## WOOD ALCOHOL equalling Methylated Spirits as a solvent.

Manufactured only by...

**THE STANDARD CHEMICAL CO., Limited**Factories { Fenelon Falls.  
Deseronto.Gooderham Building, **TORONTO**This eight-foot Brake bends 22-gauge iron  
and lighter, straight and true.**Price, \$60**Very handy header attachment, \$15. extra  
if required.

Send for circulars and testimonials to

The Double Truss Cornice  
Brake Co. **SHELBURNE, ONT.**

## STEVENS RIFLES

## THE FAVORITE



is made in three calibres  
**22, 25 and 32 Rim Fire**  
and is the best low-priced rifle made. Highest quality of work  
Accuracy guaranteed. Weight, 4½ lbs.

No. 17, Plain Sights— List \$ 8.00  
No. 18, Target Sights— " 11.50  
No. 19, Lyman Sights— " 12.00

Send for our complete catalogue.

**J. STEVENS ARMS & TOOL CO.**For Sale by All Leading Canadian Jobbers  
At Trade Discounts.P.O. Box 215, **CHICOPEE FALLS,**  
**MASS., U.S.A.****HUTCHISON, SHURLY & DERRETT****DOVERCOURT  
TWIN MILLS.****1078 BLOOR STREET WEST  
TORONTO.**

Having equipped our Factory with entirely new machinery, we are prepared  
to furnish the best made goods in the market at closest prices and make  
prompt shipments.

**Hand Laid Cotton Rope and Clothes Lines,**  
**Cotton and Russian Hemp Plough Lines, plain and colored.**  
**Cotton and Linen Fish Lines, laid and braided.**  
**Netted Hammocks, white and colored, Tennis and Fly Nets.**  
**Skipping Ropes, Jute, Hemp and Flax Twines.**



**TRADE CHAT.**

**A**. HUNT, hardware dealer, etc., Wabigoon, Ont., who put in a number of Bennett's shelf boxes, has found them of much value, and now intends to completely fill his shelving with them.

Weichel & Son, hardware dealers, Elmira, Ont., are painting their store front and otherwise improving their store.

The molders of Montreal, who threatened to strike last week, and the employers, have agreed to arbitrate. The men want \$2.25 per day.

Stock is being taken in the proposed binder twine factory in Walkerton, Ont., so rapidly that The Walkerton Telescope expressed confidence that all the necessary amount will be soon secured.

J. C. McNeal, superintendent of The Hamilton Blast Furnace Co., who resigned last week, was presented with a handsome silver tea service by a number of his well-wishers among the employes of the works.

While making his rounds, Night Watchman Barr, of The Canada Cycle and Motor Co., Limited, Brantford, saw flames in Ham & Nott's factory, and sent in an alarm. The firemen responded so quickly that the loss was kept down to about \$100.

A minute puncture of a bicycle tire is most easily found by passing a sponge saturated in soapy water around the tire. The escaping air will raise a bubble under the soap suds, and the most difficult part of the repair, locating the puncture, is then over.

The Aylmer, Ont., Iron Works have bought the patents (Canadian) of the Purcell truck scale and will at once enter into the manufacture of the scale for Canadian market. Mr. Sheldon, one of the firm, is now in Lansing, Mich., at the factory there observing the manufacture.

The Canada Copper Company and some other miners of Sudbury have circulated a petition which will be presented to the Dominion Government, calling upon that body to disallow the Mining Act of the Ontario Legislature. They claim that it is unconstitutional, because, when put into effect, it will prohibit the export of nickel.

A unique display was made by Haslam & Irons, foundrymen, of Union street, Carleton, N.B., on the fall of Pretoria. On the roof of their moulding shop they have a sign "Pretoria" in large letters. Behind this is a military figure representing Lord Roberts, who has Kruger on his knees before him. The idea is a good one, and the representation has attracted a good deal of notice.

A large number of harnessmakers of Ottawa have decided to organize a saddlers'

protective association. The object of the association would be to prepare a price list on sundries and repairs, and to distribute them among the members. Any member who was found to disregard these prices would be subject to being boycotted by the wholesale houses.

**THE ART OF BUYING WELL.**

**I**N these days of enhanced prices and cut profits it is very essential to study the art of buying well. Some men are excellent salesmen but are total failures as buyers, and yet it is just as important—if not more important—to buy well as to sell well. But for some reason or another this part of the business does not give some retailers much concern, for nearly all men who are poor buyers regard themselves as particularly fitted for that line of work. They go into the wholesale district to buy a lot of goods or interview a traveler without any idea of the conditions of the market. They do not read so thoroughly as they ought the trade journals published in their interest. They will tell you they do not need any literature of their business; that they have no time to read.

These men, ignorant of the affairs of the business world in which they have such a vital interest, go to the market unprepared to buy well. They get worsted in first one line and then another, with the result that most of the goods on their shelves, which require judgment in buying, are put there at such a cost that they must sell above the market or be satisfied with a smaller profit than their neighbor makes on his goods well bought. The man who buys well goes into the market with a good knowledge of conditions all over the country, and looks as far as he can into future conditions. The manufacturer or talkative traveler cannot sell him a lot of stuff he sells to the bad buyer, for they know their man is awake to prices, and he is handled accordingly. The man who reads all the news and literature of his business is certain to be a better buyer than the man who has "no time to read."—Ironmongery.

**KHAKI PAINT.**

The khaki color seems all the rage. The ladies have adopted it for costumes, and, wherever one turns, khaki dominates everything. The Canada Paint Co. are out with the khaki floor paint. The color will not show the dust and wears well, drying hard with a fine gloss. It is said that applied to a floor or steps in combination with the popular shade known as Maroon Border, also manufactured by The Canada Paint Co., a very pretty effect is obtained.

**QUALITIES OF SUCCESS.**

The fact that a man is the proprietor of a successful business of his own pre-supposes the possession by him of something more than average ability, for the organization and management of a successful business is not accomplished by the untrained mind, says Stoves and Hardware Reporter. To achieve success there must be force somewhere. In some men it is found in ability to plan; in others in a personality that forces others to do as the former wishes; in a few instances ordinary mental power, coupled with unwearied diligence, have forced a successful result. But this fact is patent; it is brain work not manual labor that counts. The business man who stands about and looks on is a better business man than the one who spends his every working hour in detail work. The profitable business is made by successfully utilizing the labor of others. A man's powers for personal effort are limited; he must depend upon others to help him. His task is to derive a profit from the labor of those he employs. To do this he must have leisure to plan, to watch, oversee and direct. He must not occupy his time so that he cannot do this. The minute that a business man permits the details of his business to master him he loses the mastery of his business. He should select the proper men and leave the attention of details to them.

**CANADIAN CANTHOOKS WIN PRAISE**

That the tools made by James Warnock & Co., Galt, Ont., are held in high favor in foreign markets is evidenced by the following commendation from The Southern Review of Commerce, Louisville, Kentucky: "As a result of extended and comprehensive reports from representatives of this paper in various parts of the country, we are pleased to give our unqualified indorsement to the canthooks and peavies manufactured by James Warnock & Co., of Galt, Ontario, Canada, as being the best on the market, and we hereby advise our inquirers, as also any other readers who may be interested in this recommendation, that you place yourselves in direct communication with this reliable and enterprising firm.

"They will quote you best prices on their goods or give you any other detailed information that you may desire.

"We have no interest whatever in the matter here presented other than the interest we have in placing the best in any line before our readers, whose interests only we seek to serve.

"We may add that Warnock & Co. also make a full line of axes and edge tools, and they enjoy equally as high a reputation on these lines as on the canthooks and peavies."



## CANADA IRON FURNACE CO.,

Manufacturer of Limited

## CHARCOAL Pig IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que.  
Lac a lac Tortue.Three Rivers.  
Grand Piles.

Geo. E. Drummond,

Managing-Director and Treasurer

James Warnock &amp; Co.,

- Galt, Ont.

## CURRENT MARKET QUOTATIONS

June 15, 1900.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

## METALS.

## Tin.

Lamb and Flag—  
56 and 28 lb. ingots, per lb. .... 0 35  
Straits ..... 0 35

## Tinplates.

Charcoal Plates—Bright  
M.L.S., equal to Bradley. Per box  
I.C., usual sizes ..... \$7 00  
I.X. .... 8 50  
I.X.X. .... 10 00  
Famous—  
I.C. .... 7 50  
I.X. .... 8 51  
I.X.X. .... 9 50  
Raven & Vulture Grades—  
I.C., usual sizes ..... 5 25  
I.X. .... 6 25  
I.X.X. .... 7 25  
I.X.X.X. .... 8 25  
D.C., 12½x17 ..... 4 75  
D.X. .... 5 50  
D.X.X. .... 7 50

## Coke Plates—Bright

Bessemer Steel—  
I.C., usual sizes ..... 4 60  
I.C., special sizes, base. .... 4 85  
20x28 ..... 9 50

## Charcoal Plates—Terne

Dean or J. G. Grade—  
I.C., 20x28, 112 sheets ..... 9 50  
I.X., Terne Tin ..... 11 50

## Charcoal Tin Boiler Plates.

Cookley Grade—  
X.X., 14x56, 50 sheet bxs Per lb.  
14x60 ..... 0 07  
14x65, " ..... 0 07½

## Tinned Sheets.

72x30 up to 24 gauge. .... 0 08  
" 26 ..... 0 08½  
" 28 ..... 0 09

## Iron and Steel.

Common Bar per 100 lbs .... 2 37  
Refined " ..... 2 85  
Horse Shoe Iron ..... 2 70  
Hoop steel, 1½ to 3 in. base,  
extras for smaller sizes ..... 3 25  
Swedish ..... 4 00  
Sleigh Shoe Steel " base ..... 2 85  
Tire Steel ..... 2 85  
Machinery ..... 3 25  
Cast Steel, per lb ..... 0 10  
Toe Calk Steel ..... 3 51  
Thos. Firth & Sons' Cast Steel ..... 0 12  
Russian Sheet, per lb ..... 0 10½  
Tank Plates, 1-5 and thicker. .... 3 00  
Boiler Rivets ..... 4 50

## Boiler Tubes.

1½-inch ..... 0 13  
2 " ..... 0 15  
2½ " ..... 0 18  
3 " ..... 0 19

## Steel Boiler Plate.

¾ inch ..... 3 25  
3-16 inch ..... 3 40  
¾ inch and thicker ..... 3 25

## Black Sheets.

18 gauge ..... 3 20  
20 " ..... 3 20  
22 to 24 " ..... 3 37  
26 " ..... 3 41  
28 " ..... 3 60

## Canada Plates.

All dull, 52 sheets ..... 3 50  
Half polished ..... 3 60  
All bright ..... 4 00

## Iron Pipe.

Wrought pipe, per 100 feet, ½ inch, \$3.50;  
¾ to 1 inch, \$3.51; 1½ inch, \$3.51; 2 inch, \$3.51;  
Galvanized, ½ inch, \$4.92; ¾ inch, \$5.81;  
1 inch, \$8.31; 1½ inch, \$11.28; 2 inch, \$13.65;  
2½ inch, \$18.21.

## Galvanized Sheets.

16 gauge G.C. Comet. Amer Head  
18 to 24 gauge 4 67 4 21 4 50 4 61  
26 " 4 83 4 43 4 57 4 83  
28 " 5 10 4 70 4 75 5 10  
Less than case lots, 15c. per 100 lb. additional  
28 gauge American equals 26 gauge English.

## Chain.

Proof Coil, 3-16in., per 100lb ..... 8 50  
" 5-16 " " ..... 6 00  
" ¾ " " ..... 5 45  
" 1-16 " " ..... 5 15  
" 1-8 " " ..... 5 00  
" 3-8 " " ..... 4 81  
" 1-2 " " ..... 4 75

Halter, kennel and post chains, 40 and 50 p.c.  
Cow ties ..... 40 p.c.  
Stall fixtures ..... 35 p.c.  
Trace chain ..... 25 and 5 p.c.  
Jack chain, iron, single and double, dis-  
count 35 p.c.  
Jack chain, brass, single and double, dis-  
count 40 p.c.

## Copper.

Ingot ..... 0 19½  
English B. S., ton lots ..... 0 20½  
Lake Superior ..... 0 23½  
Bolt or Bar ..... 0 25  
Outlengths, round, ½ to ¾ in. .... 0 23½  
round and square  
1 to 2 inches ..... 0 23½

Untinned, 14 oz., and light, 16  
oz., 14x48 and 14x60 ..... 0 23  
Untinned, 14 oz., and light, 16  
oz., irregular sizes ..... 0 23  
NOTE.—Extra for tinning, 2 cents per  
pound, and tinning and half planishing 3  
cents per pound.

Tinned copper sheets ..... 0 26  
Planished ..... 0 32

Braziers (In sheets.)  
4x5½. 25 to 30 lbs. ea. per lb. .... 0 25½  
" 35 to 45 " ..... 0 21½  
" 50-lb. and above, " ..... 0 23½

Boiler and T. K. Pitts.  
Plain Tinned, per lb ..... 0 28  
Spun, per lb ..... 0 32

## Brass.

Roll and Sheet, 14 to 30 gauge, 70 per cent.  
Sheets, hard-rolled, 2x4 ..... 0 24  
Tubing, base, per lb ..... 0 24

## Zinc Spelter

Foreign, per lb ..... 0 07  
Domestic " ..... 0 07½

## Zinc Sheet.

5 cwt. casks ..... 0 07½  
Part casks ..... 0 07½

## Lead.

Imported Pig, per lb ..... 0 05  
Bar, 1 lb. .... 0 06½  
hats, 2½ lbs. ea. ft., by roll. .... 0 06½  
Sheets, 3 to 6 lbs. .... 0 05½

NOTE.—Cut sheets ½ cent per lb. extra  
Pipe, by the roll, usual weights per yard, lists  
at 7c. per lb. and 15 n.c. dis. f.o.b. Toron'o.

NOTE.—Cut lengths, net price, waste pipe  
8-ft. lengths, lists at 7½ cents.

## Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00  
per 100 lb.; Luck, seal and bal., \$7.50. Dis-  
count, 7½ p.c. Prices are f.o.b. Toronto,  
Montreal, St. John and Halifax.  
Terms 3 per cent. cash, freight equalized on  
Montreal.

## Soil Pipe and Fittings.

Discount, 50 per cent. on medium and extra  
heavy, and 45 per cent. on light.

## Solder.

Bar half-and-half ..... 0 21  
Refined ..... 0 20½  
Wiping ..... 0 20

Prices of this grade according to  
quantity. The prices of other qualities of  
solder in the market indicated by private  
brands vary according to composition.

## Antimony.

Cookson's, per lb ..... 0 11

## White Lead.

Pure, Assoc. guarantee, ground in oil  
25 lb. irons ..... 6 87½  
No. 1 do ..... 6 50  
No. 2 do ..... 6 12½  
No. 3 do ..... 5 75  
No. 4 do ..... 5 37½  
Munro's Select Flake White ..... 7 12½  
Elephant and Decorators' Pure ..... 6 87½

## Red Lead.

Genuine, 560 lb. casks, per cwt. .... \$5 50  
Genuine, 100 lb. kegs, per cwt. .... 5 75  
No. 1, 560 lb. casks, per cwt. .... 5 25  
No. 1, 100 lb. kegs, per cwt. .... 5 00

## White Zinc Paint.

Elephant Snow White ..... 0 08  
Pure White Zinc ..... 0 08  
No. 1 ..... 0 06  
No. 2 ..... 0 05

## Dry White Lead.

Pure, casks ..... 5 75  
Pure, kegs ..... 6 25  
No. 1, casks ..... 5 40  
No. 1, kegs ..... 6 00

## Prepared Paints.

In ¼, ½ and 1 gallon tins.  
Pure, per gallon ..... 1 20  
Second qualities, per gallon ..... 1 00  
Barn (in bbls.) ..... 0 75  
The Sherwin-Williams Paints ..... 1 35  
Canada Paint Co's Pure ..... 1 20  
Sanderson Peary's Pure ..... 1 20  
Stewart & Wood's Champion Pure ..... 1 10

## Colors in Oil.

25 lb. tins, Standard Quality.  
Venetian Red, per lb ..... 0 05  
Chrome Yellow ..... 0 11  
Golden Ochre ..... 0 08  
French ..... 0 09  
Marine Black ..... 0 09  
Green ..... 0 08  
French Imperial Green ..... 0 19

## Colors, Dry.

Yellow Ochre (J.C.) bbls ..... 1 35  
Yellow Ochre (J.F.L.S.) bbls ..... 2 75  
Yellow Ochre (Royal) ..... 1 10  
Brussels Ochre ..... 2 00  
Venetian Red (best), per cwt. .... 1 80  
English Oxides, per cwt. .... 3 00  
American Oxides, per cwt. .... 1 75  
Canadian Oxides, per cwt. .... 1 75  
Super Magnetic Oxides, 93 p.c. .... 2 25  
Burnt Sienna, pure, per lb. .... 0 10  
do Raw ..... 0 09  
Drop Black, pure ..... 0 09  
Chrome Yellows, pure ..... 0 18  
Chrome Greens, pure, per lb. .... 0 12  
Golden Ochre ..... 0 03½  
Ultramarine Blue in 28-lb  
boxes, per lb. .... 0 08  
Fire Proof Mineral, per 100 lb. .... 1 00  
Genuine Eng. Litharge, per lb ..... 0 07

We Manufacture  
AXES, PICKS  
MATTOCKS, MASONS'  
and SMITH HAMMERS  
and MECHANICS' EDGE  
TOOLS.

All our goods are guaranteed.

Mortar Color, per 100 lb. .... 1 25  
English Vermilion ..... 0 80  
Pure Indian Red, No. 45, lb. .... 0 81  
Whiting, per 100 lb. .... 0 55

## Blue Stone.

Casks, for spraying, per lb. .... 0 07  
100-lb. lots, do. per lb. .... 0 08

## Putty.

Bladders in bbls ..... 2 10  
Bladders in 100 or 200 lb. kegs or bxs ..... 2 25  
Bulk in bbls., per 100 ..... 1 85  
Bulk in less quantities ..... 2 10  
25-lb. tins, 4 in case ..... 2 35  
12½-lb. tins, 8 in case ..... 2 60

## Varnishes.

(In 5-gal. lots.) Per gal.  
Carriage, No. 1 ..... 2 90  
" body ..... 3 30  
" rubbing ..... 4 00  
Gold Size, Japan ..... 3 00  
Brown Japan ..... 2 40  
Elastic Oak ..... 2 90  
Furniture, extra ..... 2 40  
" No. 1 ..... 1 60  
Hard Oil Finish ..... 2 70  
Light Oil Finish ..... 3 20  
Denmar. .... 3 31  
Shellac, white ..... 4 40  
" orange ..... 4 00  
Furniture Brown Japan ..... 1 10  
Black Japan ..... 2 40  
" No. 1 ..... 1 61

Discount—general trade discount, 10 per  
cent. and four months' time; special cash  
discount of 3 per cent. in thirty days, or 3½  
per cent. spot cash.



The Imperial  
Varnish & Color  
Co's, Limited  
Elastilite Varnish,  
1 gal. can, each  
\$3.01.

Granatine Floor  
Finish, per gal.  
\$2.75.

Maple Leaf  
Coach Enamels:  
Size 1, \$1.10;  
Size 2, 60c.; Size  
3, 40c. each.

## Linseed Oil.

1 to 4 bbls delivered ..... Raw. Boiled.  
5 to 9 bbls ..... \$0 85 \$0 89  
Montreal, Toronto, Hamilton, Quebec,  
London, Ottawa, Kingston and Guelph.  
2c. less.

## Turpentine.

Single barrel, freight allowed ..... 0 77  
2 to 4 barrels ..... 0 76  
Toronto, Hamilton, London, Guelph, 2c. less.

## Castor Oil.

East India, in cases, per lb. .... 0 10  
small lots ..... 0 10½

## Cod Oil, Etc.

Cod Oil, per gal. .... 0 50  
Pure Olive ..... 1 20  
Neatsfoot ..... 90

## Glue.

Common ..... 0 08  
French Medal ..... 0 14  
Cabinet, sheet ..... 0 12  
White, extra ..... 0 18  
Gelatin ..... 0 22  
Strip ..... 0 18  
Coopers ..... 0 19  
Hutner ..... 0 18



# JOSEPH RODGERS & SONS

SHEFFIELD, ENGLAND.

Limited

Each blade of our Goods bears the exact mark here represented.

JAMES HUTTON & CO., MONTREAL

SOLE AGENTS  
IN CANADA.



## HARDWARE.

### Ammunition.

Cartridges.  
B. B. Caps, Dom., 50 and 5 per cent.  
Rim Fire Pistol, dis. 45 p. c., Amer.  
Rim Fire Cartridges, Dom., 50 and 5 p. c.  
Rim Fire, Military, net list, Amer.  
Central Fire Pistol and Rifle, 18 p. c. Amer.  
Central Fire Cartridges, pistol sizes, Dom-  
30 per cent.  
Central Fire Cartridges, Sporting and Mili-  
tary, Dom., 15 and 5 per cent.  
Central Fire, Military and Sporting, Amer.  
net list. B. B. Caps, discount 45 per cent.  
Amer.  
Loaded and empty Shells, "Trap" and  
"Dominion" grades, 25 per cent. Rival  
and Nitro, 10 p. c.  
Brass Shot Shells, 55 and 10 per cent.  
Primers, Dom., 30 per cent.

### Wads.

Best thick white felt wadding, in 3/4-lb  
bags, 1 00  
Best thick brown or grey felt wads, in  
3/4-lb. bags, 0 70  
Best thick white card wads, in boxes  
of 500 each, 12 and smaller gauges 0 99  
Best thick white card wads, in boxes  
of 500 each, 10 gauge, 0 35  
Best thick white card wads, in boxes  
of 500 each, 8 gauge, 0 55  
Thin card wads, in boxes of 1,000  
each, 12 and smaller gauges, 0 20  
Thin card wads, in boxes of 1,000  
each, 10 gauge, 0 25  
Thin card wads in boxes of 1,000  
each, 8 gauge, 0 40  
Chemically prepared black edge grey  
cloth wads, in boxes of 250 each—  
11 and smaller gauge 0 60  
9 and 10 gauges, 0 70  
7 and 8 gauges, 0 90  
5 and 6 gauges, 1 10  
Superior chemically prepared pink  
edge, best white cloth wads, in  
boxes of 250 each—  
11 and smaller gauge, 1 15  
9 and 10 gauges, 1 40  
7 and 8 gauges, 1 65  
5 and 6 gauges, 1 90

### Adzes.

Discount, 20 per cent.  
**Anvils.**  
Per lb., 10 0 12 1/2  
Anvil and Vise combined, 4 50  
Wilkinson & Co.'s Anvils, lb. 0 09 0 09 1/2  
Wilkinson & Co.'s Vices, lb. 0 09 1/2 0 10

### Augers.

Gilmour's, discount 50 and 10 p. c. off list.

### Axes.

Chopping Axes—  
Single bit, per doz. 5 50 10 00  
Double bit, 12 00 18 00  
Bench Axes, 40 and 15 p. c.  
Broad Axes, 33 1/2 per cent.  
Hunters' Axes, 5 50 6 00  
Boys' Axes, 5 75 6 75  
Splitting Axes, 6 50 12 00  
Handled Axes, 7 00 10 00

### Axle Grease.

Ordinary, per gross, 5 75 6 00  
Best quality, 13 00 15 00

### Bath Tubs.

Zinc, 3 90 4 00  
Copper, discount 40 and 10 p. c. off revised list

### Baths.

Standard Enameled.  
5 1/2-inch rolled rim, 1st quality, 30 00  
" 2nd, 22 00

### Anti-Friction Metal.

Tandem " A, 0 27  
" B, 0 21  
" C, 0 11 1/2  
Magnolia Anti-Friction Metal, per lb. 0 25

### Bells.

### Hand.

Brass, 60 per cent.  
Nickel, 55 per cent.

### Cow.

American make, discount 66 1/2 per cent.  
Canadian, discount 45 and 50 per cent.

### Door.

Gongs, Sargent's, 5 50 8 00  
" Peterboro', discount 27 1/2 per cent.

## Farm.

American, each, 1 25 3 00  
House, 0 35 0 40

### Bellows.

Hand, per doz., 3 35 4 75  
Moulders', per doz., 7 50 10 00  
Blacksmiths', discount 40 per cent.

### Belting.

Extra, 50 and 10 per cent.  
Standard, 60 per cent.  
No. 1 Agricultural, 60 and 10 p. c.

### Bits.

Gilmour's, discount 50 and 10 per cent.  
Rockford, 50 and 10 per cent.

### Car.

Jennings' Gen., net list.

### Expansive.

Gilmour's, 47 1/2 to 50 per cent.  
Clark's, 40 per cent.

### Gimlet.

Clark's, per doz., 0 65 0 90  
Diamond, Shell, per doz., 1 00 1 50  
Nail and Spike, per gross, 2 25 5 20

### Blind and Bed Staples.

All sizes, per lb., 0 07 1/2 0 12

### Bolts and Nuts.

Norway Bolts, full square, 65  
Common Carriage Bolts, all sizes, 50  
" full square, 65

Machine Bolts, all sizes, 52 1/2  
Coach Screws, 65  
Sleigh Shoe Bolts, 70  
Blank Bolts, 52 1/2  
Bolt Ends, 62 1/2  
Nuts, square, 3 1/2 c. off  
Nuts, hexagon, 4 c. off

Tapping Nuts, 60  
Store Bolts, 60 and 10  
Store rods, per lb., 5 1/2 to 6 c.  
Plough Bolts, 50

### Boot Calks.

Small and medium, ball, per M., 4 25  
Small heel, per M., 4 50

### Bright Wire Goods.

Discount, 55 per cent.

### Broilers.

Light, dis., 65 to 67 1/2 per cent.  
Reversible, dis., 65 to 67 1/2 per cent.  
Vegetable, per doz., dis. 37 1/2 per cent.

Henis, No. 8, 6 00  
Henis, No. 9, 7 00  
Queen City, 7 50 0 00

### Butchers' Cleavers.

German, per doz., 6 00 11 00  
American, per doz., 12 00 20 00

### Building Paper, Etc.

Plain building, per roll, 0 30  
Tarred lining, per roll, 0 40  
Tarred roofing, per 100 lb., 1 60  
Coal Tar, per barrel, 3 50  
Pitch, per 100-lb., 0 80  
Carpet felt, per ton, 45 10

### Bull Rings.

Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.

### Butts.

Wrought Brass, net revised list

Loose Pin, dis., 60 per cent.

Wrought Steel.

Fast Joint, dis. 60 and 10 per cent.

Loose Pin, dis. 60 and 10 per cent.

Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair, 0 40 0 65

### Carpet Stretchers.

American, per doz., 1 00 1 50  
Bullard's, per doz., 6 50

### Castors.

Bed, new list, dis. 55 to 57 1/2 per cent.

Plate, dis. 52 1/2 to 57 1/2 per cent.

### Cattle Leaders.

Nos. 31 and 32, per gross, 50 9 50

### Cement.

Canadian Portland, 2 80 3 00  
English, 3 00 3 00  
Belgian, 2 75 3 00  
Canadian hydraulic, 1 00 1 10

### Chalk.

Carpenters, Colored, per gross 0 45 0 75  
White lump, per cwt., 0 60 0 65  
Red, 0 05 0 06  
Crayon, per gross, 0 14 0 18

## Chisels.

Socket, Framing and Firmer.

Broad's, dis. 70 per cent.

Warnock's, dis. 70 per cent.

## Churns.

Revolving Churns, metal frames—No. 0, \$8-  
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—  
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,  
wood frames—20c. each less than above.

Discounts: Delivered from factories, 18  
p. c.; from stock in Montreal, 56 p. c.

Terms, 4 months or 3 p. c. cash in 30 days.

## Clips.

Axle dis. 65 per cent.

## Closets.

Plain Ontario Syphon Jet, \$8 00

Emb. Ontario Syphon Jet, 8 50

Fittings, 1 00

Plain Teutonic Syphon Washout, 4 75

Emb. Teutonic Syphon Washout, 5 25

Fittings, 1 00

Plain Richelieu, 4 75

Emb. Richelieu, 5 00

Fittings, 1 25

Closet connection, 0 65

Basins, round, 14 in., 1 55

" oval, 17 x 14 in., 1 55

" 19 x 15 in., 2 30

## Compasses, Dividers, Etc.

American, dis. 62 1/2 to 65 per cent.

## Cradles, Grain.

Canadian, dis. 25 to 33 1/2 per cent.

## Crosscut Saw Handles.

S. & D., No. 3, per pair, 17 1/2

" 5, 22 1/2

" 6, 15

Boynton pattern, 20

## Door Springs.

Torrey's Rod, per doz., (15 p. c.) 2 00

Coil, per doz., net list, 0 88 1 60

English, per doz., 2 00 4 00

## Draw Knives.

Coach and Wagon, dis. 50 and 10 per cent.

Carpenters, dis. 70 per cent.

## Drills.

Hand and Breast.

Miller's Falls, per doz., net list.

## DRILL BITS.

Morse, dis., 37 1/2 to 40 per cent.

Standard, dis. 50 and 5 to 55 per cent.

## Faucets.

Common, cork-lined, dis. 35 per cent.

## ELBOWS. (Stovepipe.)

No. 1, per doz., 1 80

No. 2, per doz., 1 60

Bright, 20c. per doz. extra.

## ESCUTCHEONS.

Discount, 27 1/2 per cent.

## ESCUTCHEON PINS.

Iron, discount 40 per cent.

## FACTORY MILK CANS.

Discount off revised list, 40 per cent.

## FILES.

Black Diamond, 50 and 10 to 60 per cent.

Kearney & Foots, 60 and 10 per cent. to 60,  
10, 10.

Nicholson File Co., 50 and 10 to 60 per cent.

Jowitt's, English list, 25 to 27 1/2 per cent.

## FORKS.

Hay, manure, etc., dis., 50 and 10 per cent  
revised list.

## FRUIT PRESSES.

Henis', per doz., 3 25 3 50

Shepard's Queen City, dis. 15 per cent.

## GLASS—Window—Box Price.

Star

D. Diamond

Per 50 ft. 100 ft. 50 ft. 100 ft.

Under 26, 2 20 4 20 6 25

26 to 40, 2 40 4 60 7 00

41 to 50, 5 00 7 50

51 to 60, 5 25 8 25

61 to 70, 5 60 9 50

71 to 80, 6 00 10 50

81 to 85, 6 85 11 50

86 to 90, 7 65 13 50

91 to 95, 15 00

96 to 100, 18 00

101 to 105, 20 00

106 to 110, 23 00

111 to 115, 27 00

16 x 16 10 per cent. off.

## GAUGES.

Marking, Mortise, Etc.

Stanley's dis. 50 to 55 per cent.

## Wire Gauges.

Winn's, Nos. 26 to 33, each, 1 65 2 40

## HALTERS.

Rope, 3/8 per gross, 9 00

" 1/2, 14 00

Leather, 1 in., per doz., 3 87 1/2 4 00

" 1 1/4 in., 5 15 5 20

Web, — per doz., 1 87 2 45

## HAMMERS.

### Nail

Maydole's, dis. 5 to 10 per cent. Can. dis.  
25 to 27 1/2 per cent.

### Tack.

Magnetic, per doz., 1 10 1 20

### Sledge.

Canadian, per lb., 0 07 1/2 0 08 1/2

### Ball Peen.

English and Can., per lb., 0 22 0 25

## HANDLES.

Axe, per doz., net list, 1 50 2 00

Store door, per doz., 1 00 1 50

### Fork.

C. & B., dis. 40 per cent. rev. list.

### Hoe.

C. & B., dis. 40 per cent. rev. list.

### Saw.

American, per doz., 1 00 1 25

### Plane.

American, per gross, 3 15 3 75

Hammer and Hatchet.

Canadian, 40 per cent.

### Cross-Cut Saws.

Canadian, per pair, 0 13 1/2

## HANGERS.

doz. pairs

Steel barn door, 5 85 6 00

Stearns, 4 inch, 5 00

" 5 inch, 6 50

Lane's covered—

No. 11, 5-ft. run, 8 40

No. 11 1/2, 10-ft. run, 10 80

No. 12, 10-ft. run, 12 60

No. 14, 15-ft. run, 21 00

Lane's O.N.T. track, per foot, 4 1/2

## HARVEST TOOLS.

Discount, 50 and



## MALEHAM &amp; YEOMANS

SHEFFIELD,  
ENGLAND.

Exposition Universelle, Paris, 1889.

Manufacturers of

Table Cutlery, Razors,  
Scissors, Butcher Knives  
and Steels, Palette and  
Putty Knives.

OUR SPECIALTY: Cases of Carvers and  
Cabinets of Cutlery.



F. H. SCOTT, Canadian Representative, 360 Temple Building, MONTREAL.

|                                                   |  |                                                   |  |                                              |  |                                                    |  |
|---------------------------------------------------|--|---------------------------------------------------|--|----------------------------------------------|--|----------------------------------------------------|--|
| <b>HORSESHOES.</b>                                |  | <b>NAIL SETS</b>                                  |  | <b>RASPS AND HORSE RASPS.</b>                |  | <b>SCYTHE SNATHS.</b>                              |  |
| Iron Shoes.                                       |  | Square, round, and octagon,                       |  | New Nicholson horse rasp, discount 60 p.c.   |  | Canadian, dis. 45 p.c.                             |  |
| Light, medium, and heavy.                         |  | per gross                                         |  | Globe File Co.'s rasps, 60 and 10 to 70 p.c. |  | <b>SHEARS</b>                                      |  |
| Snow shoes.                                       |  | Diamond                                           |  | Heller's Horse rasps, 50 to 50 and 5 p.c.    |  | Seymour's, dis. 50 and 10 p.c.                     |  |
| Steel Shoes.                                      |  | <b>NETTING.</b>                                   |  | <b>RAZORS.</b>                               |  | Heinisch, dis. 50 and 10 p.c.                      |  |
| Light                                             |  | Poultry, 40 and 5 per cent. for McMullen's.       |  | Geo. Butler & Co.'s,.....                    |  | Seymour or Heinisch tailor shears. 15 p.c.         |  |
| Featherweight (all sizes).                        |  | <b>OAKUM.</b>                                     |  | Boker's.....                                 |  | <b>SHOVELS AND SPADES.</b>                         |  |
| Toe weight steel shoes.                           |  | Navy.....                                         |  | Wade & Butcher's.....                        |  | Canadian, dis. 40 and 5 per cent.                  |  |
| <b>JAPANNED WARE.</b>                             |  | U. S. Navy.....                                   |  | Theile & Quack's.....                        |  | <b>SINKS.</b>                                      |  |
| Discount, 45 and 5 per cent. off list, June 1899. |  | Canada refined (Toronto).....                     |  | Elliott's.....                               |  | Steel and galvanized, discount 45 per cent.        |  |
| <b>ICE PICKS.</b>                                 |  | Pratt's Astral.....                               |  | <b>REAPING HOOKS.</b>                        |  | <b>SNAPS.</b>                                      |  |
| Star, per doz.....                                |  | Sarnia, Prime White.....                          |  | Discount, 50 and 10 per cent.                |  | Harness, German, dis. 25 p.c.                      |  |
| <b>KETTLES.</b>                                   |  | American w. w. ....                               |  | <b>REGISTERS.</b>                            |  | Lock, Andrews,.....                                |  |
| Brass spun, 7½ p.c. dis. off new list.            |  | <b>OILERS.</b>                                    |  | <b>RIVETS AND BURRS.</b>                     |  | <b>SOLDERING IRONS.</b>                            |  |
| Copper, per lb.....                               |  | McClary's Model galvan. oil                       |  | Carriage, Section, Wagon Box Rivets, etc.,   |  | 1, 1½ lb., per lb.....                             |  |
| American, 60 and 10 to 65 and 5 p.c.              |  | can, with pump, 5 gal.,                           |  | 50 p.c.                                      |  | 2 lb. or over, per lb.....                         |  |
| <b>KEYS.</b>                                      |  | per doz.....                                      |  | Black M. Rivets, 50 p.c.                     |  | <b>SQUARES.</b>                                    |  |
| Lock, Can., dis., 27½ p.c.                        |  | Zinc and tin, dis. 50, 50 and 10.                 |  | Black and Tinned Rivets, 50 p.c.             |  | Iron, No. 493, per doz.....                        |  |
| Cabinet, trunk, and padlock,                      |  | Copper, per doz.....                              |  | Extras on Iron Rivets in 1-lb. cartons, ½c   |  | Mo. 494,.....                                      |  |
| Am. per gross.....                                |  | Brass.....                                        |  | per lb.                                      |  | Steel, dis. 50 and 5 to 50 and 10 p.c., rev. list. |  |
| <b>KNOBS.</b>                                     |  | Malleable, dis. 25 per cent.                      |  | Extras on Tinned or Coppered Rivets in       |  | Try and bevel, dis. 50 to 52½ p.c.                 |  |
| Door, japanned and N.P., per                      |  | <b>GALVANIZED PAIS.</b>                           |  | ½-lb. cartons, 1c. per lb.                   |  | <b>STAMPED WARE.</b>                               |  |
| doz.....                                          |  | Dufferin pattern pails, dis. 50 to 50 and 10 p.c. |  | Copper Rivets & Burrs, 35 p.c. dis., and     |  | Plain, dis. 75 and 12½ p.c. off revised list.      |  |
| Bronze, Berlin, per doz.....                      |  | Flaring pails, discount 45 per cent.              |  | cartons, 1c. per lb. extra, net.             |  | Retained, dis., 75 p.c. off revised list.          |  |
| Bronze Genuine, per doz.....                      |  | Galvanized washtubs, discount 45 per cent.        |  | Extras on Tinned or Coppered Rivets in       |  | <b>STAPLES.</b>                                    |  |
| Shutter, porcelain, F. & L.                       |  | <b>PIECED WARE.</b>                               |  | ½-lb. cartons, 1c. per lb.                   |  | Galvanized.....                                    |  |
| screw, per gross.....                             |  | Discount 40 per cent. off list, June, 1899.       |  | Burrs, iron or steel, 45 per cent.           |  | Plain.....                                         |  |
| White door knobs—per doz.                         |  | <b>PICKS.</b>                                     |  | Terms, 4 mos. or 3 per cent. cash 30 days.   |  | American dis. 25 p.c.                              |  |
| <b>HAY KNIVES.</b>                                |  | Per doz.....                                      |  | <b>RIVET SETS.</b>                           |  | <b>STOCKS AND DIES.</b>                            |  |
| Discount, 50 and 11 per cent.                     |  | <b>PICTURE NAILS.</b>                             |  | Canadian, dis. 35 37½ per cent.              |  | <b>STONE.</b>                                      |  |
| <b>LAMP WICKS.</b>                                |  | Porcelain head, per gross.....                    |  | <b>ROPE, ETC.</b>                            |  | Washita.....                                       |  |
| <b>LANTERNS.</b>                                  |  | Brass head,.....                                  |  | 7-16 in. and larger, per lb. 11½             |  | Hindustan.....                                     |  |
| Cold Blast, per doz.....                          |  | <b>PLANES.</b>                                    |  | ¾ in. 12                                     |  | slip,.....                                         |  |
| No. 3 "Wright's".....                             |  | Wood, bench, Canadian dis. 55 per cent.           |  | ¼ and 5-16 in. 12½                           |  | Labrador.....                                      |  |
| Ordinary, with O burner.....                      |  | American dis. 55.                                 |  | Cotton base, ¼-inch and                      |  | Turkey.....                                        |  |
| Dashboard, cold blast.....                        |  | Wood, fancy Canadian or American, 37½             |  | larger.....                                  |  | Arkansas.....                                      |  |
| No. 0.....                                        |  | Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c. |  | Russia Deep Sea.....                         |  | Water-of-Ayr.....                                  |  |
| Japanning, 50c. per doz. extra.                   |  | Miscellaneous, dis. 25 to 37½ per cent.           |  | Jute.....                                    |  | Scythe,.....                                       |  |
| <b>LEMON SQUEEZERS.</b>                           |  | Bailey's Victor, 25 per cent.                     |  | Lath Yarn.....                               |  | Grind,.....                                        |  |
| Porcelain lined,.....                             |  | <b>PLANE IRONS.</b>                               |  | New Zealand Rope.....                        |  | <b>STOVE PIPES.</b>                                |  |
| Galvanized.....                                   |  | English, per doz.....                             |  | <b>RULES.</b>                                |  | Nestable in crates of 25 lengths.                  |  |
| King, wood.....                                   |  | English, per doz.....                             |  | Boxwood, dis. 75 and 10 p.c.                 |  | 6 inch Per 100 lengths.....                        |  |
| King, glass.....                                  |  | <b>PLIERS AND NIPPERS.</b>                        |  | Ivory, dis. 37½ to 40 p.c.                   |  | 7 inch.....                                        |  |
| All glass.....                                    |  | Button's Genuine per doz pairs, dis. 37½          |  | <b>SAD IRONS.</b>                            |  | <b>Stove Polish.</b>                               |  |
| <b>LINES.</b>                                     |  | 40 p.c.                                           |  | Mrs. Potts, No. 55, polished.....            |  |                                                    |  |
| Fish, per gross.....                              |  | Button's Imitation, per doz.....                  |  | No. 50, nickel-plated.....                   |  | No. 4-3 dozen in case, net cash....                |  |
| Chalk.....                                        |  | German, per doz.....                              |  | Usual rebate on 12 and 50 late lots.         |  | No. 6-3 dozen in case,.....                        |  |
| <b>LOCKS.</b>                                     |  | <b>PLUMBERS' BRASS GOODS.</b>                     |  | <b>SAND AND EMERY PAPER.</b>                 |  | <b>TACKS BRADS, ETC.</b>                           |  |
| Canadian, dis. 33½ p.c.                           |  | Impression work, discount, 60 per cent.           |  | Dominion Flint Paper, 47½ per cent.          |  | Strawberry box tacks, bulk.....                    |  |
| Russell & Erwin, per doz.....                     |  | Rough stops and stop and waste cocks, dis-        |  | B & A. sand, 40 and 2½ per cent.             |  | Cheese-box tacks, blue.....                        |  |
| Cabinet.                                          |  | count, 60 per cent.                               |  | Emery, 40 per cent.                          |  | Trunk tacks, black and tinned.....                 |  |
| Eagle, dis. 30 p.c.                               |  | Jenkins' disk globe and angle valves, dis-        |  | <b>SAP SPOUTS.</b>                           |  | Carpet tacks, blue and tinned.....                 |  |
| English and Am., per doz.....                     |  | count, 55 per cent.                               |  | Bronzed iron with hooks, per doz.....        |  | (in kegs).....                                     |  |
| Scandinavian,.....                                |  | Stanlard valves, discount, 60 per cent.           |  | 9 50                                         |  | Cut tacks, blue, in dozens only.....               |  |
| Eagle, dis. 15 to 17½ p.c.                        |  | Jenkins' radiator valves discount 55 per cent.    |  | <b>SAWS.</b>                                 |  | ¼ weights.....                                     |  |
| <b>MACHINE SCREWS.</b>                            |  | standard, dis., 60 p.c.                           |  | Hand, Disston's, dis. 12½ p.c.               |  | Swedes, cut tacks, blue and tinned.....            |  |
| Iron and Brass.                                   |  | Quick opening valves, discount, 60 p.c.           |  | S. & D., 40 per cent.                        |  | In bulk.....                                       |  |
| Flat head, discount 25 p.c.                       |  | No. 1 compression bath cock.....                  |  | Orosaut, Disston's, per ft.....              |  | In dozens.....                                     |  |
| Round Head, discount 20 p.c.                      |  | No. 4.....                                        |  | S. & D., dis. 35 p.c. on Nos. 2 and 3.       |  | Swedes, upholsterers' bulk.....                    |  |
| <b>MAILETS.</b>                                   |  | No. 7, Fuller's.....                              |  | Hack, complete, each.....                    |  | " brush, blue & tinned, bulk.....                  |  |
| Tinmiths', per doz.....                           |  | No. 4½.....                                       |  | " frame only.....                            |  | " gimps, blue & tinned.....                        |  |
| Carpenters', hickory, per doz.....                |  | <b>PRESSED SPIKES.</b>                            |  | <b>SASH WEIGHTS.</b>                         |  | japanned.....                                      |  |
| Lignum Vitae, per doz.....                        |  | Discount, 20 per cent.                            |  | Sectional, per 100 lbs.....                  |  | Zinc tacks.....                                    |  |
| Caulking, each.....                               |  | <b>PULLEYS.</b>                                   |  | Solid,.....                                  |  | Leather carpet tacks.....                          |  |
| <b>MATTOCKS</b>                                   |  | Hothouse, per doz.....                            |  | <b>SASH CORD.</b>                            |  | Copper tacks.....                                  |  |
| Canadian, per doz.....                            |  | Axle.....                                         |  | Per lb.....                                  |  | Copper nails.....                                  |  |
| <b>MEAT CUTTERS.</b>                              |  | Screw.....                                        |  | <b>SAW SETS.</b>                             |  |                                                    |  |
| American, dis. 25 to 30 p.c.                      |  | Awning.....                                       |  | "Lincoln," per doz.....                      |  |                                                    |  |
| German, 15 per cent.                              |  | <b>PUMPS</b>                                      |  | <b>SCALES</b>                                |  |                                                    |  |
| <b>MILK CAN TRIMMINGS</b>                         |  | Canadian cistern.....                             |  | Gurney Scales, 45 p.c.                       |  |                                                    |  |
| Discount, 25 per cent.                            |  | Canadian pitcher spout.....                       |  | B. S. & M. Scales, 45 p.c.                   |  |                                                    |  |
| <b>NAILS.</b>                                     |  | <b>PUNCHES.</b>                                   |  | Champion, 65 per cent.                       |  |                                                    |  |
| Quotations are:                                   |  | Saddlers', per doz.....                           |  | Fairbanks Standard, 35 p.c.                  |  |                                                    |  |
| 2d. and 3d.....                                   |  | Conductors,.....                                  |  | " Dominion, 55 p.c.                          |  |                                                    |  |
| 3d.....                                           |  | Tinners' solid, per set.....                      |  | " Richelieu, 55 p.c.                         |  |                                                    |  |
| 4 and 5d.....                                     |  | " hollow, per inch.....                           |  | Chatillon Spring Balances, 10 p.c.           |  |                                                    |  |
| 6 and 7d.....                                     |  | <b>RANGE BOILERS</b>                              |  | <b>SCREW DRIVERS.</b>                        |  |                                                    |  |
| 8 and 9d.....                                     |  | Galvanized, 30 gallons.....                       |  | Sargent's, per doz.....                      |  |                                                    |  |
| 10 and 12d.....                                   |  | " 35.....                                         |  | <b>SCREWS</b>                                |  |                                                    |  |
| 16 and 20d.....                                   |  | " 40.....                                         |  | Wood, F. H., iron, and steel, 80 p.c.        |  |                                                    |  |
| 30, 40, 50 and 60d. (base).                       |  | " 45.....                                         |  | Wood R. H., dis. 75 p.c.                     |  |                                                    |  |
| Steel Cut Nails 10c. extra.                       |  | " 50.....                                         |  | " F. H., brass, dis. 75 p.c.                 |  |                                                    |  |
| Miscellaneous wire nails, dis. 70 per cent.       |  | " 60.....                                         |  | Wood R. H., dis. 87½ p.c.                    |  |                                                    |  |
| <b>NAIL PULLERS.</b>                              |  | " 65.....                                         |  | " F. H., bronze, dis. 67½ p.c.               |  |                                                    |  |
| German and American.....                          |  | " 70.....                                         |  | " R. H., 82½ p.c.                            |  |                                                    |  |
|                                                   |  | Discount off Copper Boilers 10 per cent.          |  | Drive Screws, 80 per cent.                   |  |                                                    |  |
|                                                   |  | <b>RAKES.</b>                                     |  | Bench, wood, per doz.....                    |  |                                                    |  |
|                                                   |  | Cast steel and malleable Canadian list dis.       |  | " iron,.....                                 |  |                                                    |  |
|                                                   |  | 50 and 10 p.c. revised list.                      |  | <b>SCYTHES.</b>                              |  |                                                    |  |
|                                                   |  | Wood, 25 per cent.                                |  | Discount, per doz, net.....                  |  |                                                    |  |



## STANDARD CHAIN CO.,

PITTSBURGH,  
U. S. A.MANUFACTURERS  
OF

## CHAIN

OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains. Cow Ties etc.

ALEXANDER GIBB,  
Montreal.

—Canadian Representatives—

A. C. LESLIE & CO.,  
Montreal.

|                                                |          |
|------------------------------------------------|----------|
| Trunk nails, black .....                       | 65       |
| Trunk nails, tinned .....                      | 65 and 5 |
| Clout nails, blued and tinned .....            | 65       |
| Chair nails .....                              | 35       |
| Cigar box nails .....                          | 35       |
| Patent brads .....                             | 40       |
| Fine finishing .....                           | 40       |
| Picture frame points .....                     | 10       |
| Lining tacks, in papers .....                  | 10       |
| "    "    in bulk .....                        | 15       |
| "    "    solid heads, in bulk .....           | 75       |
| Saddle nails in papers .....                   | 10       |
| "    "    in bulk .....                        | 15       |
| Tufting buttons, 22 line, in dozens only ..... | 60       |
| Tin capped trunk nails .....                   | 15       |
| Zinc glazier's points .....                    | 5        |
| Double pointed tacks, dozens .....             | 85       |
| "    "    bulk .....                           | 35       |

|                                  |           |
|----------------------------------|-----------|
| TAPE LINES.                      |           |
| English, ass skin, per doz. .... | 2 75 5 00 |
| English, Patent Leather ....     | 5 50 9 75 |
| Chesterman's each. ....          | 0 90 2 35 |
| steel, each ....                 | 0 80 8 00 |

|                                               |      |
|-----------------------------------------------|------|
| THERMOMETERS                                  |      |
| Tin case and dairy, dis. 75 to 75 and 10 p.c. |      |
| TRANSOM LIFTERS.                              |      |
| Payson's per doz. ....                        | 2 60 |

|                                    |  |
|------------------------------------|--|
| TRAPS. (Steel.)                    |  |
| Game, Newhouse, dis. 2 p.c.        |  |
| Game, H. & N., P. S. & W., 65 p.c. |  |
| Game, steel, 72½, 75 p.c.          |  |

|                                 |           |
|---------------------------------|-----------|
| TROWELS.                        |           |
| Diston's, discount 10 per cent. |           |
| German, per doz .....           | 4 75 6 00 |
| S. & D., discount 35 per cent.  |           |

|                                   |           |
|-----------------------------------|-----------|
| TWINES.                           |           |
| Bag, Russian, per lb. ....        | 0 21      |
| Wrapping, mottled, per pack. .... | 0 50 0 60 |
| Wrapping, cotton, per lb. ....    | 0 17 0 13 |
| Mattress, per lb. ....            | 0 33 0 45 |
| Staging, " ....                   | 0 27 0 35 |
| Broom, " ....                     | 0 30 0 55 |

|                              |            |
|------------------------------|------------|
| VISES.                       |            |
| Hand, per doz. ....          | 4 00 6 00  |
| Reich, parallel, each .....  | 2 00 4 50  |
| Coach, each. ....            | 6 00 7 00  |
| Peter Wright's, per lb. .... | 0 12 0 13  |
| Pipe, each. ....             | 5 50 9 00  |
| Saw, per doz .....           | 6 50 13 00 |

|                                                                   |  |
|-------------------------------------------------------------------|--|
| ENAMELLED WARE.                                                   |  |
| White, Princess, Turquoise, Blue and White, discount 50 per cent. |  |
| Diamond, Famous, Premier, 50 and 10 p.c.                          |  |
| Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.     |  |

|                                                                             |  |
|-----------------------------------------------------------------------------|--|
| WIRE.                                                                       |  |
| Brass wire, 50 to 50 and 2½ per cent. off the list.                         |  |
| Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.          |  |
| Smooth Steel Wire, base, \$3.20 per 100 lb. List of extras: Nos. 2 to 5, ad |  |

vance 7c. per 100 lb.—Nos. 6 to 9, base—No. 10, advance 7c.—No. 11, 14c.—No. 12, 20c.—No. 13, 35c.—No. 14, 47c.—No. 15, 60c.—No. 16, 75c. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, \$2—oil. 10c.—special hay-hailing wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net, 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 12½ per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net-tinned wire. Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$3. Coppered, 5c.—oil. 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ¼-lb. hanks, 75c.—in ¼-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.95—No. 9, \$3.20—No. 10, \$1.10—No. 11, \$1.15—No. 12, \$3.35—No. 13, \$3.45—No. 14, \$4.50—No. 15, \$5.00—No. 16, \$5.25.

Clothes Line Wire, 19 gauge, per 1,000 feet. .... 3 30

|                                                                                      |              |
|--------------------------------------------------------------------------------------|--------------|
| WIRE FENCING                                                                         |              |
| F.O.B.                                                                               |              |
| Galvanized, 4 barb, 2½ and 5 inches apart. ....                                      | Toronto 3 35 |
| Galvanized, 2 barb, 4 and 6 inches apart. ....                                       | 3 25         |
| Galvanized, plain twist. ....                                                        | 3 25         |
| Galvanized barb, f.o.b. level and 15 in less than a cable, and \$3.15 in cable. .... | \$1 15       |
| Terms 60 days or 2 per cent. in 10 days.                                             |              |
| Ross braid truss cable .....                                                         | 4 50         |

|                                               |      |
|-----------------------------------------------|------|
| WIRE CLOTH.                                   |      |
| Painted Screen, per 100 sq. ft., net. ....    | 2 00 |
| Terms, 4 months, May 1. : 3 p.c. off 30 days. |      |

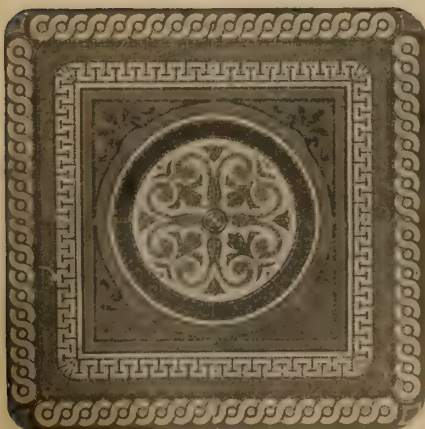
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| WRENCHES.                         |           |
| Acome, 35 to 37½ per cent.        |           |
| Agricultural, 60 p.c.             |           |
| Coe's Genuine, dis. 20 to 25 p.c. |           |
| Towers' Engineer, each. ....      | 2 00 7 00 |
| " S., per doz. ....               | 5 80 6 00 |
| G. & K.'s Pipe, per doz. ....     | 3 40      |
| Burrell's Pipe, each. ....        | 3 00      |
| Pocket, per doz. ....             | 0 25 2 90 |

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|------------------------------------------------------------|---------|
| WRINGERS.                                                  |         |
| Leader. .... per doz.                                      | \$60 00 |
| Royal Canadian .....                                       | 58 00   |
| Royal American .....                                       | 50 00   |
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|                                       |  |
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| WROUGHT IRON WASHERS                  |  |
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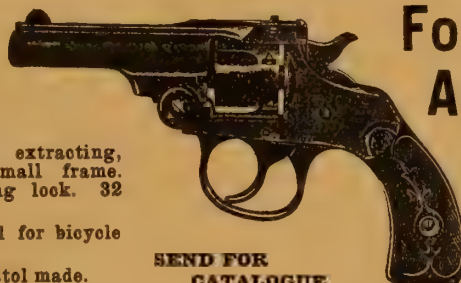
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**Ring easily ADJUSTED until  
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**GALVANIZED FLAT SHEETS**

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The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO JUNE 23, 1900.

NO. 25

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The Most Economical.  
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"Tandem" Metals are better than  
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Resistance Reducing.  
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For Heaviest Pressure and Medium Speed  
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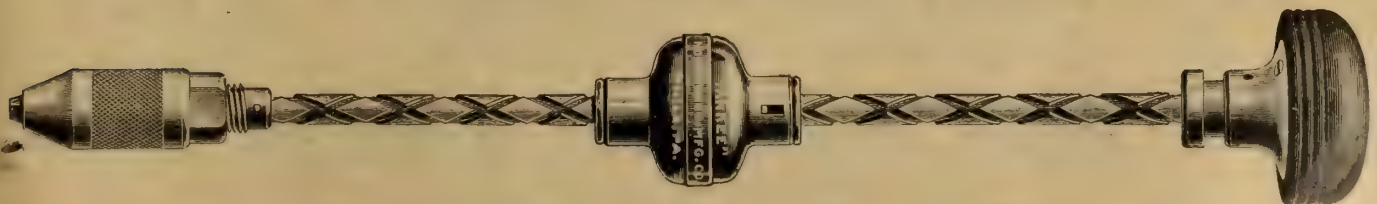
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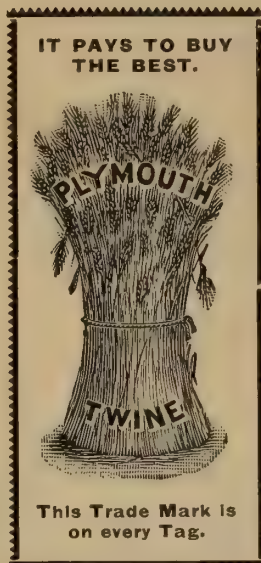
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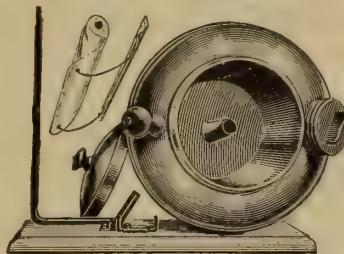
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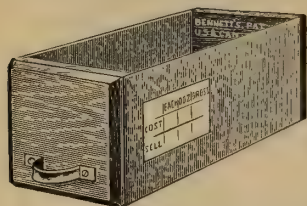
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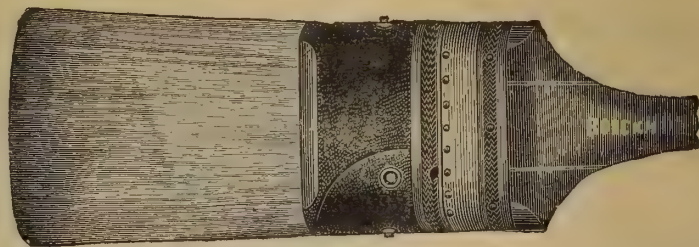
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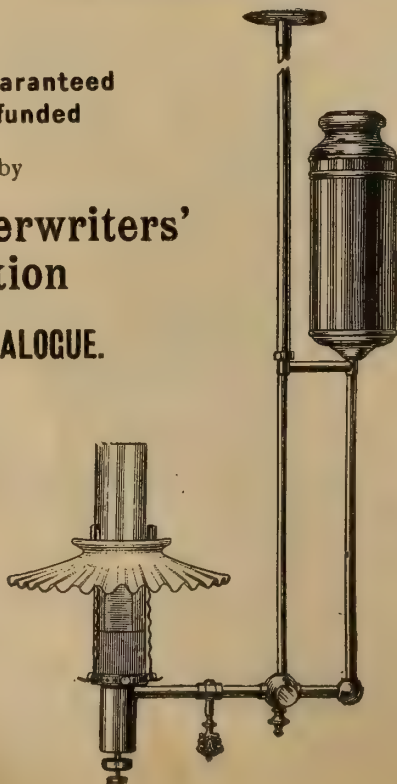
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5 STYLES.

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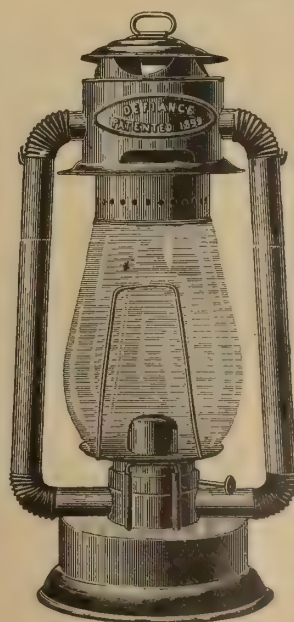
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**Cold  
Blast  
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With **Patent Fluted  
Plate**, by which the air is  
admitted so as to come in  
contact with the Globe, so  
tending to keep it cool.

Sold by Leading  
Jobbers.

Manufactured by \_\_\_\_\_

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MANUFACTURERS OF **CHAIN** OF ALL KINDS.

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**POULTRY NETTINGS** and LAWN FENCINGS are not surpassed in the world.

Their WOVEN WIRE FENCINGS have stood years of successful testing; special offers are now made on HOG FENCINGS.

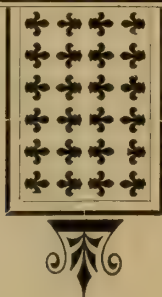
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**Ready-Mixed House and Floor Paints,  
Varnishes, Japans, Coach Colors,  
White Lead, Colored Paints, Enamels,  
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To **Henderson & Potts,**

NOVA SCOTIA PAINT AND  
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Sole Agents for the  
Dominion for

**Brandram's Celebrated White Lead.**



THE PATENT  
FRONT DRAW-OUT GRATE  
OF OUR

# IMPERIAL OXFORD

is one of the special features that give it precedence over all other Ranges.

This arrangement is of special advantage, as nothing—not even the warping of the frame—can interfere with its easy working. The

**DIFFUSIVE FLUE CONSTRUCTION  
DRAW-OUT OVEN RACK and  
OVEN THERMOMETER**

are other improvements that have made the Imperial Oxford the popular range of Canada.

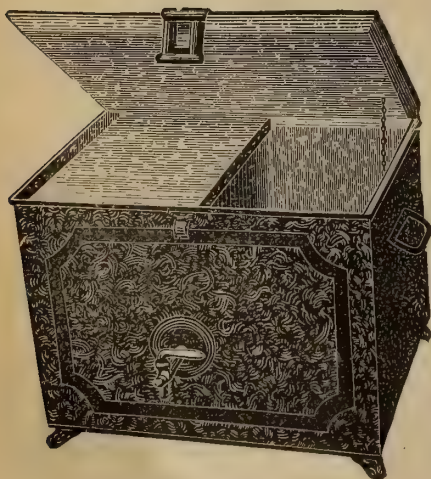
If you're not handling them, write for price list—they're wonderful sellers.

**THE GURNEY FOUNDRY CO., Limited**  
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Our Water Coolers are well made.  
They have Nickel Plated Faucets.  
They are finished in attractive designs  
and colors.

Our Refrigerator and Water Cooler combined is the acme of utility. It will do the work of an expensive refrigerator with less ice.

It has an oak grain finish.

It has a Nickel Plated Faucet and does the work of a Water Cooler as well as a refrigerator.

That's why we sell so many.



WE WILL BE GLAD TO QUOTE YOU PRICES.

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President,  
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#### DECLINE IN TINPLATE.

MAIL advices from Great Britain state that the downward course of tinplate still continues, and, that in order to arrest it, some of the Welsh makers are advocating a reduction of make.

Bessemer cokes, 14 x 20, are at present offering at 14s. 10½d. to 15s. per box, whilst oil sizes are selling at 15s. 3d. Two months ago 15s. 10½d. was asked for the former, and 18s. to 19s. for the latter. There has been a decline, therefore, in the interval of 10½d. to 4s., according to size. Siemens cokes have also slumped off sharply in the same interval. At the end of April they were selling at 16s. for 14 x 20,

and 23s. 6d. for 10 x 20. Now 14 x 20 are 15s. 1½d., and 10 x 20, 22s. to 22s. 3d.

The present uncertainty of trade renders buyers reluctant to purchase, except for actual wants, and the amount of forward business doing is exceedingly small. Shipments from Wales for the first week of June were fairly good, the total quantity being 63,700 boxes, and stocks then were estimated at 252,600, at the works.

#### A CONFERENCE OF MARITIME MERCHANTS.

According to a circular just issued by Secretary G. E. Calkin, the annual meeting of the Maritime Board of Trade will open in Kentville, N.S., on August 15.

The board comprises representatives of most of the boards of trade in the Provinces of New Brunswick, Nova Scotia and Prince Edward Island, and at the annual meetings which have heretofore been held have been present some of the brightest men in the Maritime Provinces. Nearly all the subjects discussed are interesting, and particularly to business men.

Last year, the officers of the Maritime Board sent invitations to the leading boards of trade in Ontario and Quebec requesting them to send representatives. No representatives were sent. What the intention of the board is this year we know not, but we feel certain that should representatives of any of the boards of trade in Ontario or Quebec step off at Kentville during the annual meeting they will receive a most cordial reception from President M. G. De Wolfe and the other officers.

Cordiality is a characteristic of the people of the Maritime Provinces.

#### CANADA AND PORTUGUESE TRADE.

A NEW reciprocity treaty between the United States and Portugal went into force on June 12. It is to have a life of five years.

Canada's trade with Portugal is small. It amounted last year to less than \$100,000, imports and exports all told.

The trade between Canada and Portugal is confined to a very few lines.

Wine is the chief article we import from Portugal, and of this we last year took \$29,516, against \$28,456 in 1898 and \$21,154 in 1897. Corks and other manufactures of cork wood come next, valued at \$19,198, against \$15,376 in 1898 and \$9,337 in 1897. Figs, valued at \$14,613, are third in order of importance. In 1898 only \$4,021 worth of figs were imported. Salt to the amount of \$3,016 was brought in. The grand total of the imports was \$67,501.

The grand total of the exports from Canada to Portugal was \$29,641, making the exact figures for the aggregate trade, import and export, \$97,142. The exports during the last two years were as follows:

|                              | 1898.    | 1899.    |
|------------------------------|----------|----------|
| Fish .....                   | \$55,416 | \$12,628 |
| Wood and manufactures of.... | 31,948   | 16,548   |
| All other goods.....         | 471      | 465      |
|                              | \$87,835 | \$29,641 |

The Portuguese trade is evidently worth very little to Canada at present; but is it not possible that it may be capable of being made worth more?

As Portugal and the Portuguese possessions during the fiscal year 1898-99 took about \$8,500,000 of United States products Canada evidently ought to be able to do a little better than she does at present.



## MORE TROUBLE FOR THE TINPLATE INDUSTRY.

**T**ROUBLE is again brewing in the tinplate industry in South Wales. A short time ago the tinplate manufacturers were served by the millmen with a notice demanding an advance of 5 per cent. in wages.

The manufacturers, representing 241 out of the 415 mills now being operated, held a meeting to consider the matter, when it was decided that it was not possible to concede the demand. This was followed by notices being put up in 40 works announcing that the members of the Steel-Smelting Union would cease work at the end of the month unless their demands were complied with.

Should the strike take place about 8,000 persons are likely to be affected, on account of the several departments that would be compelled to cease work. The millmen alone concerned would be between 3,000 and 4,000.

Although the tinplate market has been weak for some time, cable advices to hand this week report that a firmer tone is developing as a result of the threatened labor troubles.

Every well-wisher of the tinplate industry of South Wales will hope that a strike may be averted. The tinplate industry there has suffered a great deal within the last few years, and a strike at this time would anything but tend to improve matters.

One would almost think that certain of the labor unions in Great Britain were in league with that country's competitors, for strikes have undoubtedly given the latter opportunities to undermine her trade, home as well as foreign, that they would not otherwise have had. The strike among the engineering trades is a case in point.

It is a pity some scheme, fair to all interested, could not be devised to prevent the occurrence of strikes, from which none suffer more than the strikers. New Zealand, with its compulsory arbitration, has become a land of no strikes.

Compulsory arbitration may not be as successful in Great Britain, or, in fact, in any other country, as it is in New Zealand, but when one witnesses the deplorable results that so often follow strikes where large numbers of men are concerned, one is

almost inclined to pray for compulsory arbitration, or for almost anything else that may be probable or even possible preventatives of the crude methods that are now frequently resorted to in trying to settle disputes between capital and labor.

### A CHANGE IN REGISTERS.

The American list has been adopted on registers and the discount has been fixed at 40 per cent.

### HORSESHOES LOWER IN THE UNITED STATES.

An important reduction in the price of horseshoes has been made by the manufacturers in the United States.

The business there has been in an unsatisfactory condition for some time, heavy stocks having resulted in a great deal of cutting in prices.

The reduction just made is about 50c. per keg.

The change has had no appreciable effect on the Canadian market.

### EXPORT TRADE IN SAWS.

Some of the manufacturers of saws in Canada are reported to be building up a nice little export trade with the United States.

Just exactly to what extent this is being carried on cannot be said, saws not being classified in the trade returns.

There are some exceedingly fine saws made in Canada, and it is only natural that in time a good export trade in them should be developed.

### OTTAWA BUSINESS MEN AND TOURIST TRAVEL.

The people in general and the business men of Ottawa in particular are coming in for some pretty severe criticism from The Free Press of that city.

The cause is the apathy of the citizens in regard to tourist travel.

As everyone knows who has visited the capital or read about it, Ottawa is the centre of one of the most picturesque and interesting districts in the Dominion.

The broad and majestic Ottawa is worth a week's journey to see, to say nothing of the Gatineau river and the picturesque

Rideau canal, while away to the north is an expanse of most delightful country—a sportsman's paradise. But, according to The Free Press, the people of Ottawa are "sublimely indifferent."

The business men of Ottawa ought to develop enthusiasm and action whatever other classes of citizens may or may not do.

### THE TRADING STAMP AGITATION.

**I**N every town and city where trading stamps have been introduced, there is a growing feeling of dissatisfaction among the merchants who have been persuaded to give them a trial.

Every class of merchant, hardwareman, grocer, dry goods dealer, druggist, etc., has come to the conclusion that the trading stamp system is wrong, and its practice is a source of loss.

In Toronto the question has assumed the strength of an agitation. The butchers of the city, to the number of over 200 out of 250, have agreed to discontinue giving them by July 1. At a large, representative meeting of the retail grocers of the city, a cast iron agreement was drawn up, and signed, agreeing that when 250 signatures of grocers were obtained, they would discontinue giving the stamps.

It is understood that other bodies of Toronto merchants, among them the druggists and tailors, are uniting to take action on this matter. It would seem, therefore, a most propitious time for hardwaremen, who have reached the conclusion that trading stamps are a source of loss rather than of profit, to unite to stamp out the evil.

United action now would not only help all hardwaremen in the matter, but would be an encouragement and an assistance to the other tradesmen who have started in the work.

Toronto is not the only place where the merchants of various lines should work together in this matter. If the merchants of London, Kingston, Ottawa, Hamilton, Vancouver and the many other Canadian towns which have agitated against these stamps would but get together and agree on a date to stop giving them it would not be long before the trading stamp concern would seek other fields as fresh and verdant as this has been in the past.



## WHO SHALL RULE IN THE MOULDING SHOP?

A CONFERENCE was held in Detroit, beginning on Tuesday morning, May 12, and lasting till Saturday night, to consider questions which are of great importance to the stove manufacturers of the United States and Canada. The conference was between representatives of the National Founders' Association and representatives of the Iron Moulders' Union of North America. Canada was represented by Mr. John M. Taylor, manager of The Dominion Radiator Company, Limited, Toronto. The others present representing the foundrymen, were:

O. P. Letchworth, (president of association), Pratt & Letchworth, Buffalo, New York; H. W. Hoyt, Gates Iron Works, Chicago, Ill.; D. McLaren, United States Cast Iron Pipe and Foundry Co., Addyston, O.; Antonio C. Pessano, George V. Cresson Co., Philadelphia, Pa.; Jos. A. Stone, Riverside Foundry Co., Cleveland, O.; Geo. O. Thornton, Carondelet Foundry Co., St. Louis, Mo.; John R. Russel, Russel Wheel and Foundry Co., Detroit, Mich.; W. H. Pfahler, Abram Cox Stove Co., Philadelphia, Pa.

The principal questions considered were: (1) Those relating to the matter of unionizing shops; (2) the question of piece work; (3) the question of the moulding-machine.

The representatives of the National Founders' Association prepared a resolution governing these three questions, and submitted it to the representatives of the employes. Paragraph No. 1 in this resolution deprecated strikes, lockouts, and other drastic measures "that only tend to destroy the harmonious relations that should exist between the employer and the employe." In a resolution which the representatives of the union subsequently drew up, the evils of strikes, etc., were acknowledged with equal freedom, but the contention in the resolution of the employers that these strikes never accomplished ultimate good was not acknowledged. Both resolutions acknowledged the principle of arbitration as a settlement of disputes between capital and labor.

The first stumbling block in the resolution drawn up by the representatives of the employers was paragraph 2. This para-

graph recognized that the individual moulder's capital was his labor, and that he had the right and privilege to work for whom and where he pleases. It was also recognized that it was only just that he should be a party to any agreement determining what compensation he should receive for his capital and services, and that, in case he failed to secure what he believed to be a just compensation, the matter should be submitted to a committee of arbitration composed of an equal number of representatives of the Iron Moulders' Union and the National Founders' Association, but it was contended that the finding of such committee should be accepted as final by both interested parties.

In the resolution which the representatives of the union drew up it was contended that the moulder had the right to combine his individual interests in order to secure the most profitable investment of such capital, and further, it recognized the right of the individual moulder, or of any such organization acting for the individual "to determine for whom, with whom, and under what condition of labor he shall be required to work, and the justice of his being a party either individually or through his organization, known as The Iron Moulders' Union of North America, or any of the several local unions thereof, to any agreement determining what compensation shall be paid him for such capital or services, or determining under what conditions of labor he shall be required to work."

Paragraph 3, as drawn up by the representatives of the Founders' Association, laid down the principle that "inasmuch as it is the employer's capital alone that is invested in his business there shall be accorded to him the right to determine the manner and method in which such capital so invested shall be operated, and to him shall be accorded the right and privilege of employing whom he may please at such price as may be mutually agreed upon, and that such work or class of work as he may decide, and for such a length of time as he may elect, provided that he does not in any such arrangement do an injustice to the individual rights of his employes."

In the resolution which the representatives of the union drew up, this clause was agreed to up to a certain point, but where in the employers' resolution the words "injustice to the individual" were used the labor men wanted the words "individual or collective rights," and, in addition, would add, "or act in violation of any agreement affecting wages or conditions entered into with his employes or their organization."

Paragraph 4, of the resolution as drawn up by the representatives of The Founders' Association, dealt with the matter of piece work, regarding which a difference of opinion exists between employer and employe. The employers claim the right to elect the method by which such compensation shall be determined, whether by time work or by piece work, with the proviso that should this latter system of compensation be adopted in any case in which the moulder believes that either improper compensation, unjust accounting or any other irregularity in connection with the system is being practised, he shall have the right to ask for a hearing before an arbitration committee, as provided for in paragraph No. 2.

The moulders in their resolution maintained that as the employe's labor was also invested he was equally interested in determining what methods should prevail. "We also recognize," the resolution went on to say, "that there are certain classes of work in the foundry to which by reason of its difficulty, uncertainty, and general character, the piece price system cannot be equitably applied, nor applied so as to conserve fully the interests of a moulder." In view of this, it was contended that due consideration should be given to this point, and preference accorded to the day work system in such cases.

The next clause in the resolution, as drawn up by the representatives of the National Founders' Association, dealt with the moulding machine. This clause read as follows: "That, inasmuch as the moulding machine is the product of the machine shop, and not of the foundry, it is not under the jurisdiction of a moulder, but, having been produced at the expense of the employer, there shall be accorded to him the right to operate it in whatever manner he may elect, the same as his right to operate his power plant, cranes, or any



other mechanical devices which have been brought into the foundry for the better prosecution of the employers' and moulders' joint interest."

With this clause the moulders did not agree, for, in their resolution, the clause dealing with this question read as follows: "That, inasmuch as the moulding machine is but an improved tool designed to cheapen and increase the product of the moulder, and represents both additional capital invested by the foundryman in his business and a different method of applying and utilizing the capital of the moulder, we recognize that each is mutually interested in its manner of operation."

The representatives of the National Founders' Association, after having heard and discussed the resolution submitted by the representatives of the union, for paragraph 2, as submitted by the union men, substituted the following:

2nd. That inasmuch as the individual moulder's capital is represented principally by his labor, we recognize his right to combine his individual interests in order to secure the most profitable investment of such capital; and the justice of his being a party, through his organization, known as the Iron Moulders' Union of North America, or any of the several local unions thereof, or any other union, to any agreement determining what compensation shall be paid him for such services, and that in any and every agreement relating to such questions the moulder, either individually or through the unions as aforesaid, shall be accorded the right of deciding in conjunction with the employer what shall be the amount of such compensation and under what conditions such services shall be performed; and all employees who shall elect to receive the compensation agreed upon, shall work peacefully and harmoniously with all fellow employees, and if he elects to leave the service he shall not undertake to interfere in any manner with the operation of the shop or works of his late employer; and that in the event of failure to secure what is believed to be just compensation, the employee or employer shall have the right to appeal the question at issue to a committee of arbitration as provided under the terms of the New York agreement.

For paragraph 4 they would substitute the following:

4th. That inasmuch as there are, generally speaking, two fair methods by which compensation for labor is determined, namely, the hour and piece-price system, and as it is the employer's money that is invested, it is his privilege to determine which of these methods shall prevail, and we also recognize that there are certain classes of work in the foundry to which, by reason of its difficulty, uncertainty and general character, it is difficult to apply the piece-price system; we are, therefore, of the opinion, that, whenever a question affecting the method of compensation arises between the employer and employee, due consideration shall be given to this point, provided, however, that all such questions as affect the interests of members of the I.M.U. of N.A. shall be subject to a hearing before an arbitration committee as provided for in Article 2.

For paragraph 5 they would substitute the following:

5th. That inasmuch as the moulding machine is an improved tool designed to cheapen and increase the product of the foundry, and represent additional capital invested by the employer in his business, it is the right of the employer to operate it in whatever manner he may elect.

It will be noticed that, in their second resolution, the representatives of the National Founders' Association somewhat modified their original position. But, while this is so, it will be noticed that they still maintain (1) the right to employ whom they may, whether union or non-union men; (2) that it is their privilege to determine what work shall be done by piece and what by time work, and (3) the right to operate the moulding machine in whatever manner they may elect.

It looks as if there is trouble ahead.

#### GEORGIAN BAY LUMBER OUTLOOK.

The indications point toward a continuance of the present high prices in lumber. The demand for export to England keeps brisk, while the cut has been short and further curtailed by the Ottawa fire.

At a recent meeting of lumbermen it was ascertained that the total cut of Georgian Bay lumber this year is 470,000,000 feet, which, together with 11,000,000 feet on hand at various manufacturing points, makes the total 481,000,000 feet, of which 70,000,000 feet have been sold to American yards, leaving 411,000,000 feet available for competitive trade. As this is from 200,000,000 to 250,000,000 feet less than usual, there is every likelihood that the total cut will be well bought up at the present high prices.

#### THE TRADE SITUATION.

Trade conditions in iron and hardware are a little more satisfactory than they were a week ago. There is a better demand at any rate, although the quantities wanted are, as a rule, only of a sorting-up character. Still it is an improvement.

No material changes have taken place in price during the week, and, although it is the general belief that in some lines a lower range of values will yet be seen before prices again become steady, marked reductions are not anticipated.

In an interview the other day, the president of The Federal Steel Co., of the United

States, stated that, while business was dull, the iron and steel mills were producing about 75 per cent. of their total capacity, largely filling orders on old contracts. He believed that, while prices would go lower, he did not think there would be material reductions, and expressed the opinion that producers and purchasers would, within the next few months, mutually agree upon a satisfactory basis.

#### A PLUMBING ESTATE FOR SALE.

The plumbing and steamfitting business of the estate of the late George Frankland, Brantford, Ont., is offered for sale. The estate is in excellent condition. Mr. Frankland, who died in May last, had only been in business since 1892, but had been so successful during that time as to enable his widow to retire with a good competence. The stock is to be sold by tender, and, as will be noticed from the advertisement in another column, particulars may be obtained from either the Dominion Radiator Co., Limited, or the James Robertson Co., Limited, of Toronto.

#### SCIENCE OF ADVERTISING.

The science of advertising seems destined to become one of the most important factors in the literary and business field. A few years ago the average business man was content with the printing of an ordinary card in the columns of his weekly paper, announcing that he was in the dry goods, grocery or some other trade. He did not understand the advisability of telling the people that they would be much better off by trading with him and clinching his arguments by certain facts, either in regard to prices or the quality of the goods. Now, however, the most successful man in business is the one who constantly brings to the minds of newspaper readers that he is in business, and that he has certain attractions for people who trade with him.—Cambridge Press.

# WIRE NAILS TACKS WIRE

Prompt Shipments

**The ONTARIO TACK CO.**  
Limited  
**HAMILTON, ONT.**



**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**E**LZEAR GRENIER, general merchant, Murray Bay, Ont., has assigned, and a meeting to appoint a curator has been called for June 27.

John Younie, manufacturer window bolts, Montreal, has assigned.

P. A. Meilleur, harness dealer, Hull, is offering to compromise.

Lemieux & Renaud, hardware dealers, have compromised at 75c. on the dollar.

Eugene Kelly, wood and coal dealer, Grand Forks, B.C., has assigned to D. H. Rice.

Leonidas Gagnon, hardware dealer, St. Celestin, Que., is offering 40c. on the dollar.

W. G. Woods, stove and tinware dealer, Lindsay, Ont., has assigned to John H. Sootheran.

Arrangements are being made for a meeting of the creditors of Charles L. Carter, general merchant, Hopewell Cape, N.B.

Hunter Bros., general merchants, Sandon, B.C., while not seeking to compromise, are asking their creditors for a special discount of 25 per cent. because of recent fire loss and past business dealings, and not because of inability to pay in full.

PARTNERSHIPS FORMED AND DISSOLVED.

Harvey, Bailey & Co., general merchants, Ashcroft, B.C., have dissolved.

Lafontaine & Beausoleil, painters, Montreal, have registered partnership.

Pare & Lavoie, general merchants, Pont de Maskinonge, Que., have dissolved.

Partnership has been registered by Desautels & Lecours, blacksmiths, Montreal.

George Coderre & Cie. have registered partnership as painters in St. Hyacinthe, Que.

A. Vipond & Co., general merchants, etc., Montreal and Hudson, Que., have dissolved.

Mrs. Thomas Landry has registered as sole partner in the firm of Landry & Co., painters, Montreal.

Chas. E. Huestis, Harry W. Broad and John Wilson, have registered copartnership under the stile of The Maritime Edge Tool Co., manufacturers of edge tools, St. Stephen, N.B.

SALES MADE AND PENDING.

J. P. Burbridge, carriagemaker, Malton, Ont., is advertising his business for sale.

Charles Allen, coal dealer, blacksmith, etc., Simcoe, Ont., is advertising his blacksmith business for sale.

*Paint Possibilities.*

You'll never know how much it is possible to make out of the paint business until you handle S.-W.P.

**THE SHERWIN-WILLIAMS PAINT**

The Sherwin-Williams Advertising and The Sherwin-Williams Methods bring bigger business than can be had in any other way. Whether you handle paint in a large or small way, you can sell more—much more—of it if you handle S.-W.P.

The quality of the paint, the force and style of the advertising, and the progressive, straightforward methods back of the goods can increase the business and reputation of any dealer who takes hold with a will

If you want all the facts about the paint, the advertising and the methods of The Sherwin-Williams Co., send for booklet "B-13."

**THE SHERWIN-WILLIAMS CO.****PAINT AND VARNISH MAKERS.**

Canadian Division:  
Montreal.  
21 St. Antoine St.,

CLEVELAND. BOSTON.  
CHICAGO. TORONTO.  
NEW YORK. SAN FRANCISCO.  
MONTREAL. KANSAS CITY.

The assets of E. Wodon, general merchant, Kildare, Que., are to be sold on June 27.

The assets of N. Bousquet, lumber dealer and sawmiller, St. Johns, Que., have been sold.

The assets of James Cassidy, general merchant, St. Antoine Abbe, Que., have been sold.

## CHANGES.

George N. Gagnier, blacksmith, Stoney Point, Ont., has left that place.

George Sellers, blacksmith, Morden, Man., has been succeeded by Robert Muir.

Thomas Hunter, sawmiller, Nicola Lake, B.C., contemplates leaving that place.

W. B. Banghart, general merchant, Cairo, Ont., has sold out to G. Banghart.

Armitage & Lee, general merchants, Orangeville, Ont., have sold out to Ritchie Bros.

S. Solvason, harness dealer, Westbourne, Man., has been succeeded by Archibald McMillan.

H. Lalonde, general merchant, St. Chrysostome, Que., will be succeeded by Omar Dubois.

Albert H. Vipond has registered as proprietor of A. Vipond & Co., general merchants, Hudson, Que.

Marie C. Lambert has registered as proprietress of Lambert & Co., general merchants, Chateau Richer, Que.

The style of Joseph Benning, general merchant, etc., Lawn, Nfld., has been changed to Joseph Benning & Sons.

## FIRES.

Daniel Armstrong, sawmiller, Bloomington, N.S., has been burned out.

J. H. Connor & Son., Ottawa, manufacturers of washing machines, wringers, etc., have suffered slight damage by fire.

Octave Masse, manufacturer of threshing machines, sashes, doors, etc., Bic, Que., is reported burned out; partially insured.

## DEATHS.

Alex. Fraser, of Fraser Bros., machinists, New Glasgow, N.S., is dead.

David Law, sr., of Law, Young & Co., general merchants and wine importers, Montreal, is dead.

**A PLANT TO MAKE HAIR FELT.**

The Berlin Felt Boot Co., of Berlin, Ont., have just added a large plant for the manufacture of hair felt. They are turning out an article which is fully as good, if not better, than any American felt ever imported into our market.



## ADVICE TO SALESMEN.

THE following excellent advice to salesmen contains many valuable pointers, and we fully agree with The American Artisan, from which paper it is taken, that it is well worthy a place in the columns of all trade papers:

Make up your mind at the start to work harder, meet with more discouragements and suffer more defeats than in almost any other business.

Make up your mind to stick to it, no matter what comes.

Don't tell long stories—or you may find that you are doing the entertaining and that some competitor is getting the business.

Don't take "no" for a permanent answer—men change their minds—see him again—when in the town—keep at him—even if you don't get him, you will have the experience.

Go after everything in sight—there are plenty of stove men with glazed trousers—what the stove manufacturers need is men who will wear out their shoes.

Believe in yourself—go "cocked and primed" all the time—tell people that you know your business and then have the ability to prove it—be brilliant if you can—but be square first.

But work—or you may find "The road to be the graveyard of your village reputation."

Don't brag or bluster about your business—keep your counsel and listen—many a straw has been caught that way.

Don't be afraid to say good and loud that you represent good people—and stand up for them in any emergency—they are entitled to your entire confidence—if you can't do this conscientiously—move.

Keep everlastingly at it—the man with the "rocking-chair disposition" has no place in the stove business—"the home for indigent old men" will suit him better.

If it rains, go to see your man—you are more liable to find him in.

If it shines, go to see your man—the sunlight will make him feel more friendly.

Don't think that there is a patented way of getting orders.

Each case requires different treatment. It requires more tact than talent to sell goods—clothe your ideas in good, clean language—dress neatly and don't be a bore.

But work—strike high—you can come down more gracefully than you can go up.

Be decent, fear God and respect the sales manager.

Don't let your head swell—"put it under the pump if necessary."

And last of all—keep these words of "Broncho Miller" constantly in mind:

"Boys the only thing that cuts any figure with the executive board on salary fixing day is the number and condition of the coonskins that you have nailed on their barn door." Only results are considered.

George D. Grimmer, general merchant, St. Andrew's, N.B., has added thirty feet to his store.

## HARD ON THE DRUMMERS.

The commercial travelers of the country probably feel the effects of the great commercial combinations called trusts more than any other class of men. The consolidation of business and the cutting down of competition has thrown out of employment thousands of these men, and in many cases there have been radical cuts in salaries of those who are fortunate to hold their positions.—The Storekeeper.

**Major Taylor**  
Champion of the World  
RIDES  
**AN IVER JOHNSON BICYCLE**  
THEY'RE BOTH FAST.

**Gilbertson's Galvanized Sheets**

PATENT **COMET BRAND** FLATTENED

are suitable for all kinds of Galvanized work demanding uniform quality; being made of superior Siemens Steel, they will double seam either way of grain, are smooth, soft, and well galvanized, every sheet being carefully selected; weight and count of sheets per case fully equal to the best known brands imported, and cost less.

GILBERTSON'S are the only galvanizers who not only roll all their Steel Sheets, but manufacture all their own Steel in their own Steel Works, thus enabling them to put a soft and regular quality of steel into their sheets, which is impossible for galvanizers who buy their steel in the open market.

**GILBERTSON'S CORRUGATED GALVANIZED SHEETS**—all sizes.

**"GILBERTSON'S" SIEMENS-MARTIN TINPLATES**

are soft, extra well coated, noted for deep stamping qualities, and for canners of fruits, meats, and fish have no equals. Cost no more than brands not nearly as well coated, or of equal quality.

BRANDS: "Gilbertson's," "Parsons," "Pontardawe,"  
"Lincoln," "Comet," "Regina," "Gwyned."

**GILBERTSON'S TERNEPLATES.** "Regina" brand.

**IMITATION RUSSIA SHEETS**—will not crack or scale. Pickled, cold rolled and close annealed.

**SIEMENS-MARTIN STEEL SHEETS**, close annealed, close annealed and cold rolled (flat and free from buckles), also pickled.

**BLACK CEILING PLATES.** "Comet" brand. Pickled, cold rolled and close annealed.

**BLACK TAGGER PLATES.** Pickled and close annealed.

Supplies carried by all wholesale jobbers. In ordering please mention brands.

**ALEXANDER GIBB,**  
Agent ————— 13 St. John Street, MONTREAL.



# H. S. HOWLAND, SONS & CO.

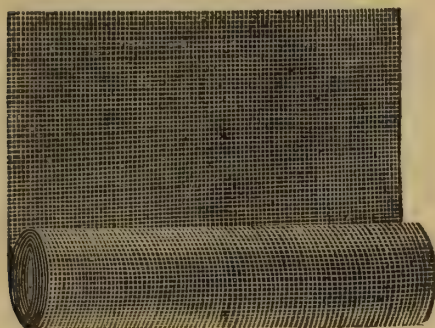
WHOLESALE  
ONLY.

37-39 Front Street West, **Toronto.**

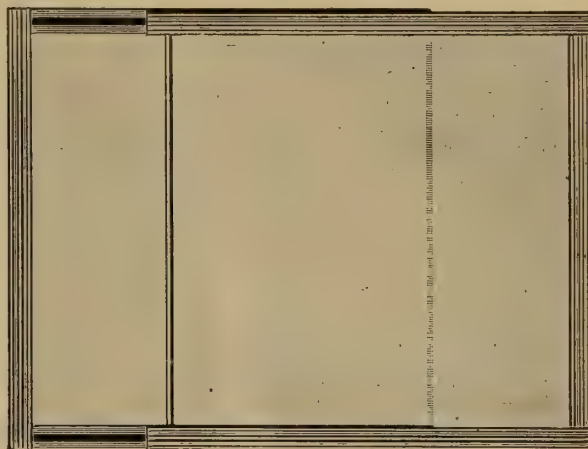
ONLY  
WHOLESALE.

## PERFECTION SCREENS.

### GREEN WOVE WIRE.



All sizes from  
18 to 42 inches wide.



No. 1—18 in. high, extends 14 to 21 in.  
No. 2—18 in. " " 20 to 33 in.  
No. 3—18 in. " " 24 to 40 in.  
No. 4—22 in. " " 24 to 40 in.

## SCREEN DOORS.

### STYLE A.

Stained Screen  
Doors.

No. 1—2-8 x 6-8.  
" 2—2-10 x 6-10.  
" 3—3 x 7.

### STYLE B.

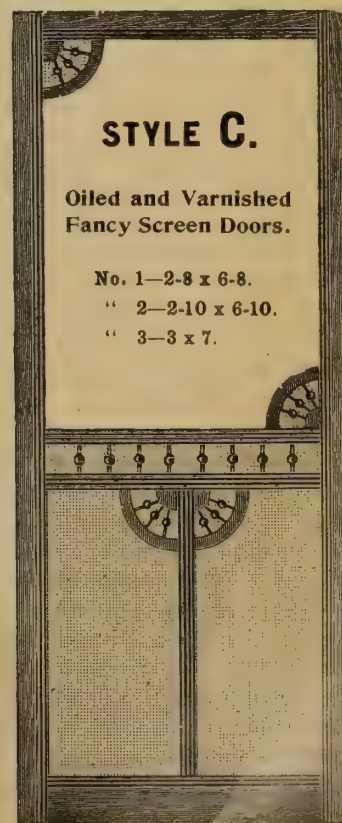
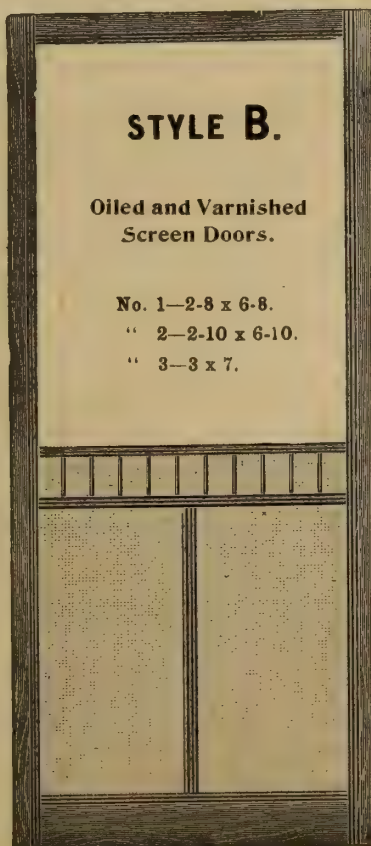
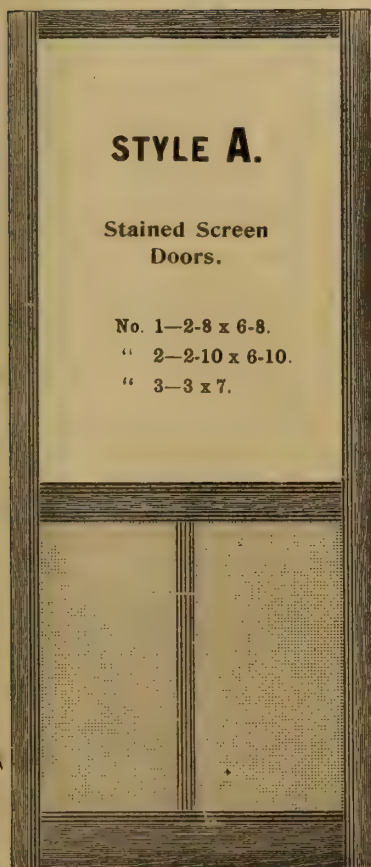
Oiled and Varnished  
Screen Doors.

No. 1—2-8 x 6-8.  
" 2—2-10 x 6-10.  
" 3—3 x 7.

### STYLE C.

Oiled and Varnished  
Fancy Screen Doors.

No. 1—2-8 x 6-8.  
" 2—2-10 x 6-10.  
" 3—3 x 7.



BEST MADE DOORS AND WINDOWS ON THE MARKET.

**H. S. HOWLAND, SONS & CO., Toronto.**

WE SHIP  
PROMPTLY.

Graham Wire and Cut Nails are the Best.

OUR PRICES  
ARE RIGHT.



## TRADE IN COUNTRIES OTHER THAN OUR OWN.

UNLESS the unexpected happens, it may be safely prophesied that we are on the eve of a period of great prosperity in trade. The official selling price of manufactured iron for the past two months shows an advance of over 6s. 7d. per ton—a rapid rate of increase when spread over the sales of the associated makers of the North; and this would seem to justify a belief in the endurance of the “boom” in the iron trade. But it is not so easy to justify a conclusion from one fact, and that referring only to some 3,000 tons of manufactured iron sold weekly. It is to be remembered that the realized prices follow slowly after the market prices. For some years the realized prices for iron have been advancing; and though it cannot be said that there is yet a fall in these prices, yet it is certain that the rate of increase is less rapid than it was. In other branches of the iron trade we have distinct proofs of a fall in price that has now extended over six weeks. Alike in Cleveland and in Glasgow pig iron is considerably lower in price, and though the stocks decrease, there is a want of animation in the trade, and there is a considerable fall in the shipments of pig iron, when compared with those of a year ago. It is quite possible that it will be found that the realized price of pig iron is not yet at its highest, for the influence of contracts is one of the chief factors; so that any advance in the price of iron to be recorded by the average for the current quarter will only prove that the influence of the contracts that were made months ago is not exhausted. Looking at the figures in regard to the iron trade on the whole it would not be an unfit conclusion to draw that there are signs in the great industry that at least the highest rates have now been known.—Iron and Steel Trades' Review, June 9.

### NEW YORK METAL MARKET.

**PIG TIN**—Buyers are taking little tin except as their well-defined present wants may require. The bulk of supply appears, however, to be in quarters where a quick profit is preferable to an uncertain wait. Five-ton lots could, however, have been secured at 30c. or a fraction less for spot or near future delivery, and at as low as 29½c., if indeed not at 28½c., for delivery during the first half of the year at sellers' option. There was comparatively little actual business.

**COPPER**—The market is quiet at about 16¼ to 16½c. for Lake Superior ingot and 16 to 16¼c. for other varieties. There is only moderate movement, however, except in delivery on old orders, and prices are

barely steady. London cables were a shade lower, quoting a decline for the day of 15 to 20s. per ton on standard copper.

**PIG LEAD**—The market remains quiet, and there is no really new feature. Merely ordinary business is passing in any event, and the Smelting Company is still in the market at 3.75 to 3.77½c., according to size of lot.

**SPELTER**—The market continues unsettled and irregular, with prices quoted in some quarters at as low as the basis of 4.25c. for prime Western delivered in New York or immediate vicinity. The London cable to the Exchange quoted £19 10s. for good merchant brands.

**ANTIMONY**—Regulus is steady at 9½ to 10½c., as to brand and quantity, and is selling very fairly.

**TINPLATE**—A quiet market is still reported for all varieties of tinplate, and prices remain without quotable change.

**MANUFACTURED IRON, ETC.**—The market for bars, plates, structural shapes, etc., remains quite firm, but there is very little business except in ordinary way.—New York Journal of Commerce.

### STEEL PRICES REDUCED.

An important meeting of manufacturers of structural steel was held in New York, on Saturday, and a number of decided reductions in prices were agreed upon.

The new prices of beams and of channels are on the basis of \$2.05 per 100 lb., or \$41 per ton, for New York, and \$1.95 per 100 lb. for angles. These prices are a reduction from \$2.40 per 100 lb. at New York and \$2.25 at Pittsburg. Pittsburg prices are 15c. below those of New York.

### HOW TO HARD-SOLDER CAST IRON.

FREDERICH PICH, of Berlin, Germany, has had his method of hard-soldering cast iron patented in all the civilized countries of the globe, and this method will, no doubt, play an important part in the manufacture of articles where cast iron is to be brought into general use, remarks an exchange.

While the hard-soldering of wrought iron with various alloys of copper causes no difficulty, the same cannot be said in regard to the hard-soldering of cast iron; and this invention therefore consists in effecting such hard-soldering of cast iron.

This process is based upon the theory that cast iron might be hard-soldered in an open smith's fire equally as well as wrought iron if it were possible to free the surfaces from graphite during the process, and at the same time to bring the molten hard solder

into intimate contact with the “red-hot” cast iron graphite-free or decarbonized surfaces under exclusion of atmospheric air.

The cast iron surfaces are cleaned by means of an acid in the usual way, fixed together, and the soldering places covered or surrounded with a paste consisting of suboxid of copper and borax. This paste is prepared by mixing suboxid and borax, by boiling them together so intimately that the suboxid of copper is surrounded by a layer of borax absorbing oxid, which excludes the action of the atmosphere upon the suboxid during the heating processes required for soldering. For the borax other suitable fluxes, such as glass or water-glass, etc., may be substituted. While hard-soldering the cast iron the borax melts and protects, as is well known, the cleaned surface of the iron against oxidation, removes any oxid thereon, and also protects the suboxid of copper against the action of the oxygen of the atmosphere. Consequently, the suboxid of copper, likewise heated to a red heat, transfers its oxygen to the red-hot cast iron surface, which oxygen combines with the graphite contained in the cast iron surfaces to form carbon monoxid or dioxid, thus decarbonizing the surfaces, while the metallic copper becomes dissociated in a very finely divided condition. At the same time the hard solder is added, and as this solder, which is brought upon the surfaces to be soldered in the well-known manner, is likewise melted by the heat it alloys itself with the incandescent particles of copper, and this new alloy immediately combines with the red-hot decarbonized soldering surfaces of the cast iron.

### ON HIS WAY TO THE COAST.

Mr. F. A. York, Canadian manager for Henry Rogers, Sons & Co., Sheffield and Wolverhampton, England, is on his way to the Pacific Coast on a business trip. He will take in all points en route and expects to be away two months or more.

This firm manufacture the “Union Jack” brand of cutlery, “Union Jack” galvanized sheets, sleigh shoes and tyre steel, coil chain, sheet and pig lead, etc. They are now established with a Canadian branch at No. 6 St. Sacrement street, Montreal.

### PERSONAL MENTION.

Mr. H. T. Carswell, secretary treasurer of the Ontario Malleable Iron Works, Limited, Oshawa, was in Toronto on Wednesday.

Mr. Alexander Gibb, St. John street, Montreal, who represents the American Chain Trust in Ontario and Quebec, has returned from a short trip. He says that prospects for summer and fall trade appear to be excellent.



## SHAKESPEARE ON HARDWARES.

THE "myriad-minded" bard has a good deal to say about the hardwares common in the Elizabethan era, and he shows as great powers of discernment and observation in the matter of the products of Tubal Cain's descendants as when describing the greatest and smallest productions of nature. Let us take a few examples :

Bells.—"As sound as a bell" is now a proverbial expression. "The falcon's bells," "bells in your parlors," "a common 'larum bell," "sweet bells jangled out of tune," "the merry bells," "the solemn bell," are all expressive of the various forms and sounds of fixed bells which Shakespeare saw and heard. His single reference to handbells is in "Othello"—"The snorting citizens with the bell."

Candlesticks are also called by Shakespeare "cansticks," "candleholders." He speaks of "a brazen canstick," "a brazen candlestick turned," and the term "candleholder" appears in "Romeo and Juliet." In this connection the bard also refers to "candlecases," in his time a common object in every household, but now an almost obsolete hardware industry. Most of the candlecases—boxes to hold candles—were in Shakespeare's time made of wood, but in the better-class houses they were made of metal, and were often ornamental in shape and design.

Chests.—Shakespeare lived before the age of iron safes, but there were strong and secure treasure chests in his day. He refers to "press, coffer, and chest," to "chests of gold and silver," and to a "ten times barred-up chest."

Hammers are several times mentioned: "With busy hammers closing rivets," "aprons, rules and hammers," "hard as hammered iron," and "the motion of a pewterer's hammer." There was, doubtless, a pewterer or tinman in Stratford when Shakespeare was a boy, and the peculiar motion of the pewterer when using his hammer probably attracted the notice of the budding bard.

Hinges.—Were the hinges of the 16th century often of inferior quality? He lays great stress upon "strengthless hinges," in 2, "Henry IV."

Locks and Keys.—Shakespeare has numerous references to locks and keys. He mentions padlocks in "Much Ado About Nothing," "and a lock hanging to it," "Where is the key to unbar these locks?" There must have been a Hobbs in Shakespeare's day. In "Cymbeline" occurs

the line, "I have picked the lock," "bunches of keys at their girdles," "out at the keyhole." But what meaneth this curious phrase in "Richard III.," "a poor, key-cold figure?" Does it mean some poor wretch who had (as we call it now) "the key of the street."

Pins.—"Pins and poking sticks of steel," "no bigger than pins' heads," "unto a row of pins," and other references tend to show that the pins used in Shakespeare's time were much the same as those in use to-day.

SCALES.—"A feather will turn the scale," "poising us in her defective scale." There were evidently good and bad scale-makers in the poet's day, and as there were no inspectors of weights and measures then, the bad scale-makers and the users thereof must have had merry times of it.

Steel.—"As hard as steel," and "more sharp than filed steel," are among the testimonies that Shakespeare bears to the quality of that metal in his day. Shakespeare also alludes to a "gate of steel fronting," "pikes of steel," "hooks and strings (coils) of steel," "bars of steel," and, as might be expected, very many references to steel armour and weapons of war.

Stirrups and spurs are freely mentioned, but there is nothing to indicate any peculiarity of style or construction, whether of Walsall or other make, beyond an occasional reference to spurs being extremely sharp pointed.

Spoons.—The bard mentions "leadenspoons," in "Coriolanus" and in the "Comedy of Errors." He also alludes to "a long spoon that must eat with the devil," the quotation of which some months ago by a leading statesman caused that gentleman a somewhat uncomfortable half-hour.

Knives come in for very frequent allusion, both in the comedies and tragedies of Shakespeare. "A short knife and a throng," "a butcher's knife," "a little knife," are among the sayings, but perhaps the most curious is one which appears in "The Merchant of Venice":

Like cutler's poetry upon a knife.

This evidently means that the cutlers of Sheffield and elsewhere made knives for lover's keepsakes, and inscribed upon the haft or blade some tender sentiment, or, perchance, in brief, a sonnet appropriate to a swain—

A sonnet on his mistress's eyebrow.

It is notable that the word pork, as applied to an article for use at the table, does not appear in the pages of Shakespeare.

## CHAMPION OF THE WORLD ON AN IVER JOHNSON BICYCLE.

"Major" Taylor, champion bicycle rider of the world, will be taken back into the fold with our racing men, as a check for \$500, the amount of the fine imposed last year upon the colored wonder, was sent to the N.C.A. the other day. Not only will Taylor ride as of old, but he will ride an Iver Johnson wheel, this having been decided upon after an interview between Fred I. Johnson, of Iver Johnson's Arms & Cycle Works, and R. W. Ellingham, representing the great rider.

Mr. Ellingham is at the Iver Johnson factories, at Fitchburg, during these days, getting ready for wheels upon which Taylor is certain to lower records during the coming season. Taylor is now at Charles River Park, and is doing wonderful work for a first appearance. Next Saturday he will be at Valesburg, N.J., and at that place, on July 4, will ride a match race with Jay Eaton. During the year he will do both track and record work, confining himself to the short distances, and both Taylor and his manager are confident that the records now standing will be broken badly.

The "Major" now holds the world's record for the mile at 1.19, and in track work his standard is just as high. His ability to defeat the best riders in the game, even when they combined against him because of his color, was responsible for much of the unjust discrimination against him, and there will be much shaking among some of the would be champions when he gets back on the track.

It is some years since The Iver Johnson Arms & Cycle Works had a racing man on the track; but, having gone into the game, they have moved to the top at one jump. Two wheels are now being made for the "Major," and will be ready by the end of the week. His machines will be blue with red heads, and Taylor will wear a blue suit.

Matches between Taylor, Bald, Eaton and other great riders are already under way, and it is safe to say that the Iver Johnson wheel will be pushed across the tape in front of others in many of the big events of the year.



### THE McCLARY PICNIC.

THE annual picnic of the employees of The McClary Manufacturing Co., Limited, London, was held at Port Stanley on Saturday last, and it proved to be a very pleasant outing for a large crowd. The first train for the lake side left the city at 10 o'clock with a gaily-decorated engine and 12 cars well filled, and another train of 10 loaded coaches went out at 2 o'clock in the afternoon. The committee of management—Messrs. E. H. Wingett (chairman), C. Donovan (secretary), W. Yealland (treasurer), J. Head, J. Walcott, M. Delaney and E. Rose—provided a programme of races and sports of different kinds, all of which were keenly contested and provided much amusement. The judges were: Lieut.-Col. Gartshore, J. H. Pope, Richard Wilson, J. J. Foote, J. H. Herrick, J. W. Rowlands and J. Nicholson, and the winners were as follows:

Boys' race, under 15 years—1, John Sweeney; 2, James Dickson; 3, Dan. McPherson.

Girls' race, under 15 years—1, Lena Sweeney; 2, Flora Carter; 3, Kathleen Marshall.

Married men's race—1, C. Rush; 2, W. Pearce; 3, A. Ritchie.

Married ladies' race—1, Mesdames Mapletoff; 2, Graham; 3, Reid.

Single ladies' race—1, Misses V. Reid; 2, Wilson; 3, B. Rose.

Single men's race—1, W. Roberts; 2, E. D. Leitch; 3, S. Burns.

Stand and jump—1, A. Ritchie; 2, H. Alfred; 3, S. Burns.

Fat men's race—1, George Nielson; 2, S. Graham; 3, J. Gower.

Fat ladies' race—1, Mesdames Carrothers; 2, Graham; 3, Anderson.

Men's race, open to all—1, W. Roberts; 2, E. D. Leitch; 3, C. Rush.

Ladies' race, open to all—1, Misses Wilson; 2, V. Reid; 3, B. Rose.

Baby show, under 1 year—1, Ruth McLean; 2, Earl Dengate; 3, Irene Lipper.

Fishing contest—1, G. Young (3 fish); 2 and 3, T. Miles and C. Chapman (2 fish each).

The baseball match between the King and York street sides of the factory was won by the latter. A long drive by James Stevens practically decided the victory for the York street side. Lieut.-Col. Gartshore umpired.

The tug-of-war between the King and York street sides was also won by the York street side.

The best lady waltzer was Mrs. J. Burns,

and the best gentleman waltzer was Mr. L. Ouimette.

The cake walk was won by H. Hussey and Miss Maud Perkins, with W. Wilson and Miss M. Wilson second.

The employees were also treated to a two hours' ride on the big coal ferry Shenango No. 1.

### THE PREFERENTIAL TARIFF.

A good deal is being made of the fact that although the imports of British goods into Canada have increased very considerably under the 25 per cent. preferential tariff, importations from the United States rose in even a greater ratio. The comparison thus instituted is, however, very unfair, because the bulk of the exports from the United States to Canada consists of commodities to which the preferential arrangement does not apply. To make the comparison true, it will be necessary to collate only lists of goods of the same class coming in under the preferential tariff from England and under the ordinary duties from the United States. The contention that the preferential tariff will prove ineffectual is easily disposed of by reference to the agitation springing up among Canadian manufacturers, who are alarmed lest the duties coming into force on July 1 next will enable British manufacturers to undersell them in the Canadian market.—The British Trade Journal, June 1.

### THE STOCK EXHAUSTED.

At one of the great department stores the other day a young man was indulging in airy persiflage with the pretty shop girl behind the counter while waiting for his change.

"What a wonderful place you have here!" he said. "What do you sell?"

"Everything," was the reply.

"Everything?" was the incredulous comment. "What do you mean by everything?"

"Just what I say," responded the girl. "Anything you want we can supply you with here."

"Oh, you can, eh?" commented the pretentious Alexander. "Well, let me look at some family ties."

Without remark, but with demure countenance, the girl went away, but in a moment returned and said: "I am sorry, but the manager tells me that we are just out of family ties owing to the great demand. Perhaps you'd like to look at some family jars?"

The young man decided, however, that the latter was an undesirable commodity, and he would have none of it.—New York Tribune.

### INCREASED PIG IRON OUTPUT IN THE UNITED STATES.

THE Iron Age in its current issue says: Contrary to general expectation, our reports from owners of blast furnaces show an increase of 2,526 tons in the weekly capacity of the furnaces in blast on June 1. While some furnaces have been blown out, others have gone in, showing a net increase of one stack in operation. The furnaces have also been doing better work on the average during May. This month, however, will see quite a decrease in production, as a number of furnace owners are arranging to blow out stacks.

The weekly capacity of the furnaces in blast on June 1, compares as follows with that of the preceding periods:

|                  | Furnaces in blast. | Capacity per week. Gross tons. |
|------------------|--------------------|--------------------------------|
| June 1, 1900     | 293                | 296,376                        |
| May 1            | 292                | 293,850                        |
| April 1          | 291                | 289,482                        |
| March 1          | 293                | 292,643                        |
| February 1       | 296                | 298,014                        |
| January 1        | 280                | 294,186                        |
| December 1, 1899 | 283                | 296,950                        |
| November 1       | 277                | 288,522                        |
| October 1        | 265                | 278,650                        |
| September 1      | 257                | 267,335                        |
| August 1         | 244                | 267,672                        |
| July 1           | 237                | 263,363                        |
| June 1           | 220                | 251,062                        |

### FURNACE STOCKS.

Stocks of pig iron have shown a sharp increase during the month, the gain in all kinds of iron having been 93,603 tons, as compared with stocks at furnaces on May 1.

The position of furnace stocks, sold and unsold, as reported to us, was as below on June 1, the same furnaces being represented as in former months. This does not include the holdings of the steel works producing their own iron:

| Stocks—             | Jan. 1. | Mar. 1. | May 1.  | June 1. |
|---------------------|---------|---------|---------|---------|
| Anthracite and coke | 107,231 | 162,280 | 216,182 | 305,952 |
| Charcoal            | 20,115  | 22,872  | 24,895  | 28,728  |
| Totals              | 127,346 | 185,152 | 241,077 | 334,680 |

### WARRANT STOCKS.

The American Pig Iron Storage Warrant Co. report receipts into the warrant yards during May of 1,200 tons, and deliveries of 400 tons, showing a gain in stocks of 800 tons during the month, making the following showing as compared with previous months:

| Stocks—             | Jan. 1. | Mar. 1. | May 1. | June 1. |
|---------------------|---------|---------|--------|---------|
| Coke and anthracite | 3,200   | 1,600   | 2,600  | 3,400   |
| Charcoal            | 1,700   | 1,400   | 1,400  | 1,400   |
| Totals              | 4,900   | 3,000   | 4,000  | 4,800   |

### THE GURNEYS WILL PICNIC TO-DAY.

The eighth annual excursion of The Gurney Foundry Co., Limited, of Toronto, will be held to day (Saturday), at Burlington Beach. The excursionists will go by steamers Macassa and Modjeska, leaving at 7.30 and 11 a.m. and 2 p.m.; returning, a special boat will leave the Beach at 8 p.m. A programme of athletic and other sports will be given, and ample arrangements have been made for the entertainment of the excursionists. The firm extends a hearty invitation to the trade to join the excursionists.



# PORTLAND CEMENTS

Best German, Belgian and English Brands.

Fire Bricks, Fire Clay, Flue Linings,  
Flue Covers, Drain Pipes  
Scotch and Canadian Tiles,  
Calcined Plaster,  
Granite Hard Wall Plaster,  
Wheelbarrows,  
Scotch Cranes and Derricks,  
Cement Concrete Mixers, Garden Vases,  
Ornamental Chimney Tops,  
Mortar Stains.

A full stock of Builders' and Contractors' Supplies.  
Write for Quotations.

## W. McNALLY & CO., Montreal

CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY,  
MONTREAL.

### KNOX HENRY

Heavy Hardware and Metal Broker  
Room 220 1/2 Board of Trade, MONTREAL.

**SPECIALTIES** — C Brand Horse Nails — Canada  
Horse Nail Co.

**BOLTS** — Tire and Stove Rivets of all kinds — Chal-  
craft Screw Co.

**BRASS GOODS** — Gunn Castor Co., Limited, Bir-  
mingham, Eng.

## FOR SALE

A first-class up-to-date

### Plumbing and Steamfitting Business

with stock of plumbers' and steamfitters' supplies. Several contracts now in hand for plumbing and heating. Location being in Brantford, Ont. Stock sheets and full particulars of the business may be had upon application in person at the office of The Dominion Radiator Co., Toronto, or The Jas. Robertson Co., Toronto, and at late George Frankland, Brantford.

# MOORE BROS.

LIMITED.

REGISTERED



TRADE MARK

## BRASS AND IRON FOUNDERS

BIRMINGHAM, ENGLAND.



The original and sole manufacturers of the M.B. patent finished electro-brassed goods. Note the "Beehive" trade mark, and beware of imitations.

All goods put up in cardboard boxes.

Samples or illustrated lists free on application.

## ECONOMY GASOLINE STOVE — AND — QUICK-BAKER OVEN.

The Stove and Oven that always give perfect satisfaction. No Dust. No Dirt. No Ashes. No Waste. No Discomfort. Baking and Ironing in summer a pleasure.

10 pounds bread baked for one cent.  
8 dozen biscuits baked for one cent.

The QUICK-BAKER is ready for use in 7 minutes

A Practical and Scientific Test made by the  
Government Analyst,  
PROF. F. T. HARRISON, PHAR. D.

London, April 26th, 1898.

MR. CHAS. CANNOM :

Dear Sir, — I beg to state that in compliance with your request I have made a careful test as to the amount of gasoline consumed by burners used with your Economy Stove. The calculation was made from the average of two burners, one was placed under the oven and the other under a tea kettle. The gasoline used had a specific quality of .683. They were burned for exactly one hour, and the average consumed during that time for one burner was a trifle less than one-fifth of a pint or one-fortieth of a gallon. With gasoline costing 20 cents a gallon, this would be a cost per hour of one-half cent for each burner. I am, yours truly,

F. T. HARRISON, PHAR. D., Analytical Chemist.

Manufactured by

The ...

### Cannom Stove & Oven Co.

Limited

197 King Street, LONDON, ONT.

Agents wanted in all parts of the Dominion.

WHAT CAN BE DONE WITH THE

## Ideal Cooker and Economy Stove

A dinner for from ten to fifteen people cooked at a total cost of one-half to three cents.

**NO STEAM IN THE HOUSE.**

**NO OFFENSIVE ODORS.**

**IT WHISTLES BEFORE IT BOILS DRY.**



## The Quick-Baker Oven

is adapted for Gas Stoves, Gasoline or Oil Stoves.

We also sell the best Oil Stoves made. Write for circular and terms. We are introducing the stoves through agents.



# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

MONTREAL, June 22, 1900.

### HARDWARE.

**G**ENERAL business is quiet, as it is now between seasons, and the week, as a whole, has furnished nothing of particular interest. What movement there is is confined to small sorting lots of screws, nuts, and bolts, cut and wire nails, etc., while summer goods of all sorts are having a fairly average movement. There has been no alteration in values whatever to report this week.

**BARBED WIRE**—Business is confined to small lots, and, though prices are somewhat unsettled, \$3.40 is still held by jobbers for moderate quantities, our quotation of last week, \$3.35, being the exception and not the rule.

**GALVANIZED WIRE**—There is a moderate inquiry experienced in this line. We quote : Nos. 6, 7, and 8 guage, \$3.95; No. 9, \$3.20; No. 10, \$4.10; No. 11, \$4.15; No. 12, \$3.35; No. 13, \$3.45; No. 14, \$4.50; No. 15, \$5; and No. 16, \$5.25.

**SMOOTH WIRE**—A seasonable business is noted, oiled and annealed being the wire asked for. The base is unchanged at \$3.20 per 100 lb.

**FINE STEEL WIRE**—Some small lots are asked for, and discounts are 12½ per cent.

**BRASS AND COPPER WIRE**—As last reported. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

**FENCE STAPLES**—Unchanged at \$3.60 for bright.

**WIRE NAILS**—There is only a quiet demand for these, but prices are unchanged at \$3.20 for small, and \$3.10 for carlots.

**CUT NAILS**—A moderate trade is in progress in these, and values are steady at \$2.85 for small, and \$2.75 for carlots.

**HORSE NAILS**—There is little movement in these. Discount 50 per cent. on Standard and 50 and 10 per cent. on Acadia.

**HORSESHOES**—Business has ruled very quiet. We quote as follows : Iron shoes, light and medium pattern, No.

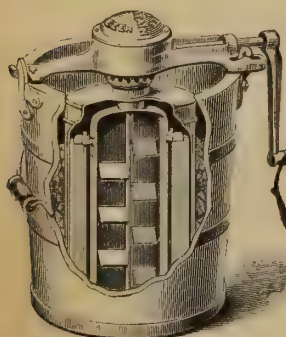
2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow shoes, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; X L steel shoes all sizes, 1 to 5, No. 2 and larger, \$4.20; No. 1 and smaller, \$4.45; feather-weight, all sizes, \$5.45; toe weight steel shoes, all sizes, \$6.55 f.o.b. Montreal.

**SCREWS**—There is a moderate movement in these, and it is maintained in fuller volume than jobbers looked for. Discounts are : Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

**BOLTS**—Stove and tire bolts are inquired for to a certain extent. Discounts are : Tire bolts, 60 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleigh-shoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 52½ per cent.; nuts, square, 3½c. per lb. off; nuts, hexagon,

## ICE CREAM FREEZERS.

### IMPROVED WHITE MOUNTAIN



With ORIGINAL WHITE MOUNTAIN.

Known throughout America as the strongest and thickest freezer made.

Triple Motion Duplex Dasher

With Double, Self-adjusting, Wood-Scraping Bars.

Waterproof Tub

Bound with Heavy Galvanized Iron Hoops.

SIZES FROM 1 TO 25 QUARTS.

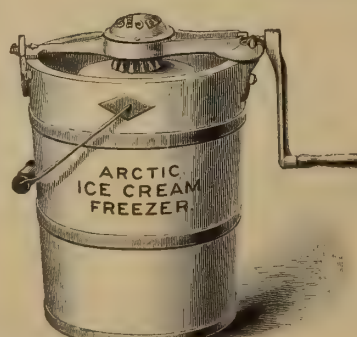
Gearing Completely Covered

Cannot clog with dust.

Cream Can made from the best grade of Heavy Charcoal Tinplate.

CREAM CAN BE FROZEN IN 4 MINUTES.

### IMPROVED ARCTIC



Second only to the

WHITE MOUNTAIN.

Tinned Beater

With Double, Self-adjusting, Wood-Scraping Bar.

Cans

Made from extra heavy Charcoal Tinplates.

SIZES FROM 1 TO 15 QUARTS.

Strong Waterproof Tub

Securely bound with Galvanized Iron Hoops.

Detachable Hinge Top Frame with Covered Gearing.

The Best Freezer in the Market for the Price.

## THE McCLARY MFG. CO.

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER

Our travellers who cover the Dominion have prices which will interest you.



American Sheet Steel Company

Battery Park Building

New York

Manufacturers of all varieties of

Iron and Steel Sheets

Black and Galvanized

Representatives for Canada  
B. & S. H. Thompson & Company  
26 St. Sulpice Street  
Montreal

## Drain Pipes Portland Cements Fire Bricks

Contractors' and  
Founders' Supplies.

### F. HYDE & CO.

31 Wellington street, MONTREAL

## STANDARD GOODS

Banner Cold Blast Lanterns  
Climax Safety Tubular Lanterns  
Globe Files and Rasps  
Gurney Standard Scales  
Souvenir Stoves and Ranges  
The Gurney-Tilden Co's Locks,  
Knobs, and Hardware.

For sale by all prominent jobbers throughout the Dominion.

A stock of the above goods carried in Montreal.

**WALTER GROSE,** Selling Agent,  
Nos. 28, 30, 32 and 34 St. Dizier Street,  
MONTREAL.

## Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

## Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

4c. off; stove bolts, 60 and 10; plough bolts, 50 per cent.

**RIVETS, ETC.** — There is a fair jobbing movement in these. Discounts are as follows: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 45 per cent. off; swedes iron burrs, 40 per cent. off; copper rivets, 35 per cent.; coppered iron rivets and burrs, in 5-lb. carton boxes, 45 per cent. off.

**CORDAGE** — Business very light and no further change in values. We quote: Manila, 14 to 14½c., and sisal, 10½ to 11c. base.

**SUMMER GOODS** — Poultry netting, ice cream freezers, harvest tools, screen doors, wire cloth, etc., and other summer goods contribute a seasonable volume of trade.

**SPORTING GOODS** — These are being inquired for, especially guns and ammunition.

**SPADES AND SHOVELS** — Small lots of these are moving to a fair extent. Discounts 40 and 5 per cent.

**FIREBRICKS** — There is a good demand for these for the season, and prices are unchanged at \$17 to \$24 per 1,000, as to brand.

**CEMENT** — The only important transaction has been the sale of 5,000 bbls. German on Eastern account, ex wharf, at \$2.50. We quote: German, \$2.40 to \$2.60; English, \$2.30 to \$2.40; Belgian, \$1.80 to \$2.10.

### METALS.

There is little activity to report in the heavy iron or metal market.

**PIG IRON** — This market is quiet, foundrymen being well supplied. Prices are unchanged at \$24.50 to \$25 for No. 1 Scotch.

**BAR IRON** — There are more forward orders noted, and on spot prices are unaltered at \$2.35 to \$2.40 base per 100 lb.

**BLACK SHEETS** — A fair inquiry is noted for these for both prompt and forward shipment. We quote: 8 to 15, \$3.10; 18 to 20, \$2.90; 22 and 24, \$2.95; 26, \$3.10, and 28, \$3.15.

**GALVANIZED IRON** — Business from stocks is moderate, and on forward account little is doing. We quote: No. 28 Queen's Head, \$4.75 to \$5.00, and No. 26, \$4.50 to \$4.75; Comet, No. 28, \$4.45 to \$4.70, and No. 26, \$4.15 to \$4.45.

**INGOT COPPER** — There is little movement in this metal, and the spot price remains at 17½c.

**INGOT TIN** — There has been no change in the local market, which we quote at 35c.

**LEAD** — The market rules steady, with little activity to note at \$4.15.

**LEAD PIPE** — There is a moderate trade doing. We quote: 7c. for ordinary

## TIN TERNE CANADA PLATES

Best Standard brands at favorable prices.

INGOT TIN  
SHEET ZINC, Etc.

### A. C. LESLIE & CO.

MONTREAL.

SANDERSON'S CAST STEEL IN STOCK.



IRON AND  
BRASS

## Pumps

Force, Lift and Cistern  
Hand and Power.

For all duties. We can supply your wants with — quality the best and prices right. Catalogues and full information for a request.

THE R. McDUGALL CO., Limited  
Manufacturers, Galt, Canada.

### ADAM HOPE & CO.

30 JOHN STREET N.

Hamilton, Ont.

Offer from Store,  
Montreal, Toronto and Hamilton:

PIG TIN, "Straits"  
INGOT COPPER  
PIG LEAD  
ZINC SPELTER  
ANTIMONY

WRITE FOR QUOTATIONS.

### NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

## Ferrona Pig Iron

And SIEMENS MARTIN

## Open Hearth Steel



## ORDER BY LETTER.

If our traveller is not on hand when you are wanting goods, you cannot afford to wait for him nor can you afford to pass us, by placing your order elsewhere.

Letter orders are promptly and carefully filled. Our prices are the same whether bought from our representative or by mail, and the traveller gets credit for the sale in every case.

There is nothing in the **Varnish** or **Sundry Lines** we cannot supply you. If you have not received one of our Store Catalogues and General Price Lists or our Lithographed Linen Store Hanger, write for them—mailed free for the asking.

THE ...

### Imperial Varnish & Color Co.

LIMITED

TORONTO, ONTARIO, CANADA.

WE HAVE A LARGE AND FULLY ASSORTED  
STOCK OF

## HARVEST TOOLS

Forks,  
Rakes,  
Hoes,  
Scythes,

Snaths,  
Spades,  
Shovels,  
Etc.,

and will guarantee prompt shipment from  
warehouse for immediate orders.

### JOHN BOWMAN HARDWARE & COAL CO.,

....London, Ont.

and 7½c. for composition waste, with 15 per cent. off.

**IRON PIPE**—Trade is quiet and prices are not changed here, despite the cutting reported from the west. We quote: ¼, \$3.10; ⅜, \$3.10; ½, \$3.40; ¾, \$3.85; 1, \$5.50; 1¼, \$7.50; 1½, \$9.10, and 2-in., \$12.25.

**TINPLATES**—There has been no great activity in this line, but prices are unaltered at \$4.50 for coke and \$4.75 for charcoal.

**CANADA PLATE**—Business still shows little change from the aspect presented last week. We quote: 52's \$3.25; 60's, \$3.35; 75's, \$3.45; full polished, \$3.50, and galvanized, \$4.85.

**TERNE PLATE**—Trading is of the lightest character, while prices are unaltered on the basis of \$8.50.

**SWEDISH IRON**—Unchanged at \$4.25.

**COIL CHAIN**—There has been no further change in this line. We quote: No. 6, 12½c.; No. 5, 11c.; No. 4, 10½c.; No. 3, 10c.; ¼-inch, 8½c.; 5-16, \$5.50; ¾, \$5.35; 7-16, \$5.00; ½, \$4.75; 9-16, \$4.70; ⅜, \$4.35; ¾, \$4.25; ⅝, \$4.20, and 1 inch, \$4.10.

**SHEET ZINC**—Quiet, at 7 to 7¼c.

**ANTIMONY**—Unchanged, at 10½c.

#### PAINTS AND OILS.

A fairly satisfactory trade is reported for the past week in general lines, and prices are steady on the whole. Linseed oil has developed further strength, another advance in prices being expected soon, in sympathy with the rise abroad and the fact that it is selling now at a lower price than it can be imported for. We quote:

**WHITE LEAD**—Best brands, Government standard, \$6.75; No. 1, \$6.37½; No. 2, \$6; No. 3, \$5.62½, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

**DRY WHITE LEAD**—\$5.75 in casks; kegs, \$6.

**RED LEAD**—Firm; casks, \$5.10; in kegs, \$5.35.

**WHITE ZINC PAINT**—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

**PUTTY**—We quote: Bulk, \$1.95; bladders, in bbls., \$2.10; bladders, in cases, \$2.25; in tins, \$2.35 to \$2.60.

**LINSEED OIL**—Raw, 84c.; boiled, 87c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

**TURPENTINE**—Single barrels, 72c.; two to four barrels, 73c.; five barrels and over, open terms, the same terms as linseed oil.

**MIXED PAINTS**—Firm; \$1.20 to \$1.40 per gallon.

**CASTOR OIL**—Firm; 8½ to 8¾c. in whole-sale lots, and ½c. additional for small lots.

**SEAL OIL**—47½ to 50c.

**COD OIL**—32½ to 35c.

**PARIS GREEN**—Demand fair at firm prices; 1-lb. packets, 19½c., and drums, 18½c.

**NAVAL STORES**—A more active business, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

#### GLASS.

There is only a quiet business in this material. We quote: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

#### PETROLEUM.

As last reported: "Silver Star," jobbers, 16½c.; retail, 17½c.; "Imperial Acme," 17½ and 18½c.; "S. C. Acme," 19 and 20c.; "Astral," 20 and 21c.

#### HIDES.

Unaltered: Beef hides, 8c. for No. 1; 7c. for No. 2, and 6c. for No. 3. Calfskins, 9c. for No. 1, and 7c. for No. 2.



## ONTARIO MARKETS.

TORONTO, June 22, 1900.

## HARDWARE.

**W**HILE business is not perhaps active, trade is a little more brisk than it was a week ago. The orders are not large, but they are numerous. Quite a few letter orders have been received and payments are reported to be fair. Forward orders, like orders from stock, are light, but it is thought by some that the hesitancy to place orders for future delivery because of an anticipated reduction in price may lead to a shortage in some lines a few months hence. The week has been particularly uneventful in the matter of changes in prices, for, although confidence is lacking in regard to values, there have been no important actual changes in figures.

**BARBED WIRE**—The demand is keeping up fairly well for small lots, some shipments having been made to the Northwest during the past week. Prices are unchanged. We quote f.o.b. Cleveland \$3.05 in carlots, and \$3.15 in less than carlots; f.o.b. Toronto, \$3.35 for less than carlots.

**GALVANIZED WIRE**—There is still a little movement in galvanized wire at unchanged quotations. We quote from Toronto: No. 5, \$4.62½; Nos. 6, 7 and 8 gauge, \$3.95; No. 9, \$3.20; No. 10, \$4.10; No. 11, \$4.15; No. 12, \$3.35; No. 13, \$3.45; No. 14, \$4.50; No. 15, \$5.20; No. 16, \$5.25. The f.o.b. price Cleveland for No. 69 base is \$2.90 in less than carloads, and \$2.80 for carloads. Terms are 60 days or 2 per cent. 10 days.

**SMOOTH STEEL WIRE**—There is a fair movement for this time of the year in small lots of oiled and annealed wire. An order or so has been received for hay-baling wire, but business in this line is almost nil. The base price is unchanged at \$3.20 per 100 lb.

**WIRE NAILS**—There is a little more movement in wire nails, but the demand is altogether for small lots. The base price is unchanged at \$3.10 for carlots and \$3.20 for small lots.

**CUT NAILS**—There is a fair demand for cut nails in small lots and in the small sizes. The base price is \$2.85 per keg Toronto, Hamilton, London and Belleville.

**HORSESHOES**—Business is quiet. Prices are lower in the United States, but there is no change in the Canadian market. We

Pressed



# Zinc Ornaments

## FOR ALL ARCHITECTURAL WORK.

We now have perfect facilities for turning out every ornamental style of finish equal to any of foreign manufacture.

The trade will be interested in our new catalogue showing varied handsome designs in Leaves, Modillions, Brackets, Capitals, Festoons, Garlands, Wreaths, Enrichments, Friezes, Rosettes, etc.

The work is all clearly brought out in detail, with very bold relief.

...WRITE US FOR PRICES...

**METALLIC ROOFING CO., Limited** KING and DUFFERIN STREETS, **Toronto.**  
Wholesale Manufacturers.

quote f.o.b. Toronto, Hamilton, London and Guelph: No. 2 and larger, light, medium and heavy iron shoes, \$4.05; snow shoes, \$4.30; light steel shoes, \$4.35; featherweight shoes, all sizes, \$5.60. No. 1 and smaller, light, medium and heavy iron shoes, \$4.30 per keg; iron snow shoes, \$4.55; light steel shoes, \$4.60; featherweight steel shoes, all sizes, \$5.60.

**HORSE NAILS**—These are still quiet. Discount 50 per cent. on oval head, and 50 and 10 per cent. on Acadia.

**SCREWS**—A good many of these are still going out and prices remain as before. We quote as follows: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

**BOLTS AND NUTS**—There is a good demand for coach, carriage and machine bolts in small lots, and a good business is still to be noted in stove and tire bolts. We quote: Norway bolts, full, square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 62½ per cent.; nuts, square, 3¼c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

**RIVETS AND BURRS**—A fairly good trade is being done in rivets and burrs and prices rule as before. We quote: Carriage section, wagon box, rivets, etc. 50 per cent.; black M rivets, 50 per cent.; iron burrs, 45 per

cent.; copper rivets, 35 per cent.; bifurcated, with box, 5-lb. carton boxes, 30c. per lb.

**ENAMELED WARE**—There is a good movement in seasonable lines of enameled ware, such as preserving kettles, etc.

**TINWARE**—Trade is quiet in tinware and without any particular feature.

**EAVETROUGH**—Business in this line is quiet, there having been a falling off in the demand. We still quote \$3.75 per 100 lb. as the ruling price.

**ROPE**—Prices are being shaded ¼c. per lb. below last quotations, and we now quote sisal at 11c. and manila at 15c. There is very little business being done.

**BINDER TWINE**—The hemp market has been rather steadier, according to cable advices. There is not much being done in binder twine, and we still quote sisal and standard at 11c. and pure manila at 14c.

**SPADES AND SHOVELS**—There are a few going out, but the demand is light. Discount 40 and 5 per cent.

**HARVEST TOOLS**—These are going out nicely for this time of the year, sorting-up orders coming in from all directions. Discount, 50, 10 and 5 per cent.

**POULTRY NETTING**—This is still going out in a sorting-up way at the discount of 40 and 5 per cent.

**ICE CREAM FREEZERS AND REFRIGERATORS**—Ice cream freezers are still going out freely, but there is a continual falling off in the demand for refrigerators, as is usual at this time of the year.

**CHURNS**—Trade is keeping up well, quite a few sorting-up orders having been received during the week.

**SCREEN DOORS AND WINDOWS**—There



is a brisk trade in a small way still being done in screen doors and windows.

**GREEN WIRE CLOTH**—There is a good deal of this moving out, although principally in small lots. We still quote \$2 per 100 sq. ft.

**BUILDERS' SUPPLIES**—Trade is fairly good, and to some districts quite a lot of material is being sent, notwithstanding the high cost of lumber.

**SPORTING GOODS**—Quite a few guns have gone out during the past week, but they have been principally to fill orders taken some time ago. Quite a little powder has also gone out.

**CUTLERY**—There is a little business being done, but it does not amount to a great deal.

**GAS AND OIL STOVES**—In the cheaper lines of gas stoves, the demand during the past week has been active, but for ranges the inquiry has been light, having fallen off lately. In oil stoves there is not a great deal of business being done.

**RANGE BOILERS**—An active trade is being done in this line. Quotations are as before. We quote: Standard, 30 gals., \$7.25; 35 gal., \$8.15; 40 gal., \$9.25. Standard, extra heavy, 30 gal., \$9; 35 gal., \$9.95; 40 gal., \$11.35.

**CEMENT**—A heavy movement continues. We quote in barrel lots as follows: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

#### METALS.

Business during the past week has, on the whole, been fairly good, particularly in ingot metals.

**PIG IRON**—There has been no material change during the past week. Buyers are, however, still holding off and placing orders only for immediate requirements. We quote: Hamilton iron at \$23 for No. 1, \$22.50 for No. 2, f.o.b. the furnace.

**BAR IRON**—An active business is still to be noted in bar iron, and prices are pretty firm for ordinary lots. We quote \$2.30 to \$2.40 according to quantity.

**HOOP STEEL**—The demand continues good at the base price of \$3.25 per 100 lb.

**PIG TIN**—Business has been active during the past week both for small and large lots, and stocks are, as a rule, light. We quote 35c. as the ruling price. The outside markets during the past week have shown some advances, although at the moment there again appears to be a little easier feeling. Prices are by no means weak, however.

**TINPLATES**—There has been a little more movement in tinplates during the

past week, and according to cable advices the market is a little firmer in Great Britain on account of the probable strike among the mill men. Prices in Great Britain have, up till now, ruled weak. Local quotations are without change.

**TINNED SHEETS**—Requirements are light and business is confined to a few small lots.

**CANADA PLATES**—Business does not amount to much, the demand being for a few odd boxes now and again. A few import orders are coming to hand. We quote all dull, \$3.50, half polished, \$3.60, and all bright, \$4.

**GALVANIZED SHEETS**—Trade has been rather more active in galvanized sheets, and there is now a fair movement, the quantities going out being very reasonable. It is the general opinion that the quantity going out is in excess of that of former years at this time. The ruling price is \$5.10 for English, and \$4.75 for American.

**BLACK SHEETS**—Trade has been fairly good in this line, both for large and small lots. We quote \$3.60 the ruling price.

**COPPER**—The demand is good for sheet copper, but in ingot copper very little is being done. We still quote ingot at 19½ to 20c., and sheet at 23 to 23½c.

**BRASS**—A fair trade is to be noted for brass, and the discount on sheet is still 10 per cent.

**ZINC SPELTER**—Trade is quiet, with prices unchanged at 7 to 7¼c.

**SHEET ZINC**—Business in this line is confined to small lots. We quote: 7¼c. per lb. for casks and 7¾c. per lb. for part casks.

**LEAD**—Trade is more active, and there have been some inquiries for large lots. We still quote 5 to 5¼c.

**SOLDER**—Trade keeps active in this line although the demand is still confined to small lots. We still quote: Half-and-half, 21 to 22c. per lb.; refined, 20 to 21c., and wiping, 20 to 20½c.

**IRON PIPE**—An active trade is being done, and prices are firm at quotations. We quote black pipe as follows: ½ inch, \$3.50; ¾ inch, \$3.85; 1 inch, \$3.40; 1¼ inch, \$2.88; 1½ inch, \$5.50; 2 inch, \$7.44; 2½ inch, \$8.94; 3 inch, \$11.93. Galvanized pipe is quoted as follows: ¾ inch, \$4.92; 1 inch, \$5.81; 1¼ inch, \$8.34; 1½ inch, \$11.38; 2 inch, \$13.66; 2½ inch, \$18.21.

**LEAD PIPE**—This is in fair demand. We quote 7c. per lb., with discount 15 per cent., f.o.b. Toronto.

**ANTIMONY**—Trade has been active during the past week, and we quote Cookson's at 11 to 11½c. per lb.

## OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

### JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL



### COVERT MFG. CO.

West Troy, N.Y.

### DERBY SNAP.

With Plated Rust Proof and Guarded Spring.

"THE LATEST AND BEST."

For Sale by all Jobbers at Manufacturers' Prices.



**PRIEST'S CLIPPERS**  
LARGEST VARIETY  
Toilet, Hand, Electric Power  
**ARE THE BEST.**  
Highest Quality Grooming and Sheep-Shearing Machines.  
**WE MAKE THEM.**  
SEND FOR CATALOGUE TO  
American Shearer Mfg. Co., Nashua, N.H., USA

Don't Forget the Name...

### NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

### BURMAN & SONS', LIMITED HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

Barbers' Clippers in many qualities.

Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts.

Power Sheep Shearing Machines.

BURMAN & SONS, Limited, Birmingham.

## LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

B. S. VANTUYL, - Petrolia, Ont



### Pullman Sash Balance Co.

Makers of the

"Pullman" Hardware Specialties

Main Office and Works,

Rochester, N.Y., U.S.A.

On sale all round the globe.



## PAINTS AND OILS.

There is no change in prices. The feeling re linseed oil continues to strengthen. As importers have to pay duty on oil, at the present basis of prices in Great Britain the cost of laying down raw oil here is about 3c. above the price it is now selling at. Retailers are buying cautiously, in hope of a decline. The conditions, however, do not warrant the expectation of any decline, at least until the new crop of seed is reduced to oil. Turpentine keeps easy. There is a good movement of all goods, with an unusually big demand for fine varnishes. We quote :

**WHITE LEAD**—Ex Toronto, pure white lead, \$6.87½; No. 1, \$6.50; No. 2, \$6.12½; No. 3, \$5.75; No. 4, \$5; dry white lead is casks, \$5.75.

**RED LEAD**—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

**LITHARGE AND ORANGE MINERAL**—Litharge, 6 to 6½c.; orange mineral, 8 to 8½c.

**WHITE ZINC**—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

**PARIS WHITE**—90c.

**WHITING**—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

**GUM SHELLAC**—In cases, 22½c.; in less than cases, 25c.

**PUTTY**—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.15; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

**PLASTER PARIS**—New Brunswick, \$1.90 per barrel.

**PARIS GREEN**—Petroleum, bbls., 18c.; arsenic, kegs, 18¼c.; drums, 50 and 100 lb. 18¾c.; drums, 25 lb., 19¼c.; tins, 1 lb., 20¾c.; tins, ½ lb. 22¾c.; packages, 1 lb., 19¾c.; packages, ½ lb., 21¾c.

**PUMICE STONE**—Powdered, \$2.50 per cwt. n barrels; and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

**LIQUID PAINTS**—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

**SEAL OIL**—54c. per gallon, and yellow seal at 45c.

**CASTOR OIL**—East India, in cases, 10 to 10½c. per lb. and 10½ to 11c. for single tins.

**LINSEED OIL**—Raw, 1 to 4 barrels, 86c.; boiled, 89c.; 5 to 9 barrels, raw, 85c.; boiled, 88c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

**TURPENTINE**—Single barrels, 73c.; two to four barrels, 72c., delivered to outside points. For less quantities than barrels, 5c.

84,000 Daily Production.  
5 Factories. 5 Brands.

## NICHOLSON FILES

For sale all  
over the World.



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.  
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

## BRITISH PLATE GLASS COMPANY, Limited.

Established 1773

Manufacturers of Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass. Also of a durable, highly-polished material called "MARBLETT," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. Bonders, Embossers, Brilliant Cutters, etc., etc. Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No 68 St Helens.



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## GOOD PRINTING

We are careful that all our work shall be neat, artistic and up-to-date, and the price is very reasonable. Let us hear from you to-day. We can do your work quickly.

THE MacLEAN PUB. CO., Limited,

26 Front Street West,  
TORONTO.

Board of Trade Bldg.,  
MONTREAL.

per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged. Toronto, Hamilton, London and Guelph, 2c. less.

## GLASS.

Prices are steady at the new basis prepared last week. There continues to be a good movement. Import orders are arriving freely. We quote first break locally as follows: Star, in 50-foot boxes, \$2.25, and 100-foot boxes, \$4.00; double diamond under 25 united inches, \$6.00, Toronto. Hamilton and London; terms 4 months or 3 per cent., 30 days.

## OLD MATERIAL.

The demand for scrap iron from foundries is not nearly as brisk as it has been lately, and further declines are noted. Scrap lead and zinc are also ¼ to ½c. lower. We quote jobbers' prices as follows: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 40c.; No. 1 wrought scrap, 50c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms, 10½c.; heavy copper, 12c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass, 11c.; scrap lead, 2¾c.; zinc, 2½c.; scrap rubber,

5c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

## PETROLEUM.

Another decline of ½c. is noted. There is not much doing. Prices are: Pratt's Astral, 18c. in bulk (barrels, \$1 extra); American water white, 18c. in barrels; Photogene, 17½c.; Sarnia water white, 17c. in barrels; Sarnia prime white, 16c. in barrels.

## COAL.

There is not much doing. Prices are unchanged. We quote anthracite on cars at Buffalo and bridges for May delivery as follows: Nut, egg and stove, \$4.25 per gross ton, or \$3.79 per net ton; grate, \$4 per gross ton, or \$3.57 per net ton.

## MARKET NOTES.

Petroleum is ½c. lower.

Scrap iron is 10 to 20c. per 100 lb. lower. Scrap lead has declined ¼c. and scrap zinc ½c. per lb.

Rope is quoted ½c. lower.

The second shipment of "Ideal" ice cream freezers, which Rice Lewis & Son, Limited, received this week, has been cleaned out, and the firm will not be able to fill all orders until the third arrives.



### WARRANT SYSTEM IN GREAT BRITAIN.

THE British warrant system originated in Scotland about the year 1840, though no statistics of it have been preserved further back than 1845. The functions of a warrant company are few and simple; it receives into its yards pig iron which it has previously weighed, inspected, and classified, and for which it gives to the owner of the iron a warrant. This warrant is simply a negotiable warehouse receipt which describes the brand, quality, and weight of the iron it represents. and guarantees and warrants that on return of the warrant duly endorsed and payment of storage, it will deliver the iron it describes free on board cars to the party presenting the document.

A warrant company performs no other acts or functions, but the effect of these acts is to create a document which the furnace company can sell for cash, and which can be transferred by sale any number of times, each purchaser becoming the owner of the iron by the transfer of the document, each purchaser having the right to resell the warrant or to cancel it and obtain the iron for export, consumption, or any other desired purpose.

At first the Scotch warrant consisted of scrip or storage receipts, issued by the pig iron makers, for the convenience of dealers; but so many irregularities occurred that it was found necessary to have the iron stored

### CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

#### FOR SALE.

OLD established business in Collingwood for sale. Owner retiring. Apply to J. HENDERSON, Barrie. (27)

#### SITUATION WANTED.

WANTED—Situation, inside or travelling; 32 years old; 12 years' experience with furnace, stove and foundry work, kitchen furnishings, heavy hardware, mill supplies, plumbing, lamps, gas fixtures, etc. Address, P.O. Box 296, Yarmouth, Nova Scotia. (26)

#### ARE YOU A BUYER of

Hardware, Metals,  
Paints, Oils, etc. ?

Drop a Post Card, if you wish it, and we will send you a copy of the latest issue of **Hardware and Metal**, the leading authority on these trades. Address:

The MacLEAN PUBLISHING CO., Limited,

Board of Trade, MONTREAL.  
28 Front St. West, TORONTO.  
109 Fleet St., E.C., LONDON, ENG.

in the yards of an independent firm of undoubted standing. The firm of Connal & Co., now Connal & Co., Limited, Glasgow, inaugurated the system of issuing the present "Storekeeper's Warrant."

For 50 years these warrants have been regarded as an absolute security; money is loaned upon them with confidence by every bank in the kingdom, the prevailing rate of interest being  $\frac{1}{2}$  of 1 per cent. per annum above the Bank of England rates, which is a rate enjoyed only by the most favored collateral. The semi-daily dealings in these warrants are the prominent feature on the floor of the Royal Exchange of Glasgow.

The warrants are bought and sold not only by the iron producer, consumer and merchant, but by the general public; it is, in fact, the favorite security among all classes who buy and sell for a profit, and the dealings in consequence are enormous; there are more than 70 members of the Exchange who make a specialty of buying and selling warrants for the public.—Iron and Steel Trades Journal.

### PHOTOGRAPHIC MATERIALS FOR HARDWAREMEN.

An English hardware journal (Ironmongery) recently contained the following. While it was intended for hardwaremen in Great Britain, those in Canada may find in it some suggestions for themselves: "Many ironmongers, I am pleased to see, are doing an increasing amount of business in the way of the sale of photographic apparatus and accessories. This is as it should be. The manufacture and sale of these particular goods have increased of late years by leaps and bounds; and from conversation with some of the leading firms' travelers, I gather that they are looking forward to, and making preparations for, a busier season than ever. Cyclists freely use these things as a supplementary pastime. No great skill, but only a little practice, is wanted to make an ordinary intelligent person master of this fascinating art. Experience will bring, as it must do, a deepening of interest, and thus his wants will be continuous, and he will always be requiring something new and something replaced. One need not stock largely; indeed, it would not be wise to do so. The prices, too, have been so reduced by competition as to be within the reach of all, and this is much in favor and to the advantage of this hobby. Many ironmongers' assistants, as I know, are amateur photographers, and they therefore possess some qualification for handling photographic supplies, and should be able to give beginners a 'tip' or two."

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# KHAKI!!!

# KHAKI!!!!

Have you seen it?  
Seen what?

## THE KHAKI FLOOR PAINT

24 QTS. or 12 1/2-GALS.  
24 QTS. or 12 1/2-GALS.  
IN A CASE.

Order a case. No advance in regular price.

For a good effect, paint the Floor, Steps, Verandahs and Stoops with the new color,

 **KHAKI** 

and trim with the **Canada Paint Co.'s Maroon Border.**

THE CANADA **PAINT** CO., LIMITED  
MONTREAL AND TORONTO.



Write for Color  
Cards.



## HANDLING MAIL INQUIRIES.

EVERY business man should devise a series of letters to follow up each inquiry until either an order has been obtained or a reply elicited informing you that there is no longer any need for your goods. Advertisers must take into consideration that all inquiries are not made with a purpose of immediately purchasing; some people write with no intention of buying at the time of writing, but at some future time. Catalogues and circulars are frequently lost or become mislaid. To overcome this, every inquiry should be followed up in such an effective manner that either an order is the result, or a reply stating the reason why no order was received. Only when a correspondent asks you to desist should his name be erased from the books. A set of three general letters, worded in such a way that with a little thought on the reader's part they can be adapted to his business, are prepared in this article for the advertiser's guidance. The first letter is to be sent in answer to an inquiry:

DEAR SIR,—Your valued favor received. It gives us pleasure in sending you our catalogue giving you a complete description of our goods with illustrations of them. Any article you may select from our catalogue we guarantee to be actually as represented, and should it not, in your opinion, be so we will return your money. It is needless to state, as you can tell by our advertising, that we want your trade, and to get you to patronize us we have made exceptional inducements in our prices. Should you favor us with an order, no matter how small the amount of your purchase, we will execute your order with the same promptness and care our largest customer receives. We recognize that by pleasing you is the only way for us to earn your good-will and constant patronage. Hoping to be favored with your order, we remain.

If in two weeks your first letter has failed to bring an order, a second letter similar to this should follow:

DEAR SIR,—Two weeks ago, in response to your request, we sent you a catalogue of our goods. Still we have not heard from you with an order as we expected. Our prices for our goods are extremely low. Their value for the money is unequalled, and because of this we cannot account for our failure to hear from you. Possibly our catalogue has failed to reach you, or you have mislaid it, and we send you another by this mail. We also make you this liberal inducement to get your first order, with the

understanding that it is made to apply only on your original order. We will give you a discount of 5 per cent. from our catalogue price if your order is received in 10 days from now. We want your trade. To get it we have made you this generous offer, and we are confident that our business judgment will not be misplaced. The satisfaction you will receive from your first purchase will recompense us for our concession; we hope now to hear from you with an order.

We remain,

Still, if there has not been a response to such an appeal after a month has elapsed, send a final letter. If then you do not hear from your correspondent you can feel confident that the party addressed has either no money or intention of ordering your goods, but sent for your catalogue actuated by mere curiosity.

DEAR SIR,—It is now a month since we addressed you personally, thinking possibly our first letter and catalogue were mislaid. Since then in looking over our records, which is our usual custom, we fail to find an order from you. We write to-day to find out, if possible, the reason why? Surely your original inquiry was inspired by a desire to purchase something and evidently not out of mere curiosity! That we have failed to hear from you causes us to feel possibly your hesitancy in ordering may be caused by other reasons. If it is anything in our way of doing business, we would like to have you be frank with us, and allow us to explain away all doubts to your entire satisfaction. You may not desire to send us any money in advance with your order, or you question our reliability. Should this be the case, you need not send us any money, but tell us what goods you want, and we will send you them as ordered, by express, with privilege of examining. If as represented, you hand the express agent the money and take the goods, if not, return them at our expense. We trust that now we have fully satisfied you, and hope, therefore, to receive your valued order. If you are no longer interested, won't you be so kind as to inform us by enclosed postal, so that we can take your name off our books and relieve you of further correspondence from us?

We remain,

Such an appeal as the last ought to bring you a reply of some nature which will enable you to judge if it be best to continue your correspondence or drop the name from your books. Every business house should follow up their correspondence as outlined here. They will find that it will increase their business nearly 50 per cent.—Hardware Dealers' Magazine.

Napoleon Villeneuve is building a new general store, larger than his present one, in Gatineau Point, Que.

## STOVES AT THE PARIS EXPOSITION.

The McClary Manufacturing Co., London, Ont., have received the following from Mr. J. G. Jardine, Canadian commissioner at the Paris Exposition: "Your splendid exhibit of stoves and heating apparatus is installed in the space given you and according to your instructions. They are visited daily by thousands of interested spectators, and we are of the opinion that no exhibit of stoves from any part of the world in the Exposition can be compared to yours, and our visitors appear to be of the same opinion too.

"We have a mechanic engaged permanently to keep the stoves properly polished. We expect to send you shortly a photograph of the exhibit. Any instructions you may have to give will be faithfully attended to."

## LIGHT FROM METHYLATED SPIRIT.

M. Denayrouze, one of the leading spirits in the introduction and application of the incandescent gas and oil lighting systems now in common use, recently described before the French Society of Civil Engineers, a system of incandescent lighting in which alcohol furnishes the heating flame. While alcohol under a Welsbach mantle produce a brilliant flame it is not an economical one, and M. Denayrouze's idea is to charge the alcohol with hydrocarbons in solution to such an extent that the carbon in the flame and deposited upon the mantle add greatly to the light without causing any increased consumption of alcohol. Lamps of this type were exhibited before the society, and gave a beautiful and brilliant light. This system, while advocated as a substitute for incandescent gas and electric lighting, offers many advantages for portable lighting plants, such as railway carriages and similar service, or in places where acetylene or compressed gas might be considered valuable.



*Returned no freight*

**THE FAIRBANKS COMPANY**

749 Craig Street,

SEND FOR CATALOGUE AND PRICES. . . MONTREAL.



# HEATING AND PLUMBING

## SOME BUILDING NOTES.

**T**ENDERS were received this week for a new school house at S. S. No. 14 St. Vincent, Ont. Edward McDonald, Griersville, is secretary of the school board.

Frank Dyer, Tweed, Ont., is building a new house.

A new Methodist church will be erected at Olds, Man.

A. C. Zwicker is erecting a new dwelling at Mahone Bay, N.S.

T. T. Bailey, Portage la Prairie, Man., is building a new block.

Wm. Mills is building a stone house at Melancthon Station, Ont.

The new C.P.R. station at Carman, Ont., is being rapidly constructed.

John Comrie, Roche Fondu, Ont., is erecting a new house.

N. W. Walley is building a terrace on Stanley street, Sherbrooke, Que.

J. T. Campbell will build a warehouse for storing vehicles in Fort William, Ont.

D. Hibner & Co., Berlin, Ont., will build a 100 x 44 three storey addition to their factory.

A new Methodist church and many residences are being built in Moose Jaw, N.W.T.

The construction of the new Merchants Bank Block, Winnipeg, will begin at an early date.

H. H. Dryden, Sussex, N.B., is adding a new building 30 x 36, two storeys high, to his present premises.

The C.P.R. have started the erection of their new office building and freight sheds in Owen Sound, Ont.

Contractor Fred Sherbourne, Victoria, has started the erection of the new hotel at Shawnigan Lake, B.C.

A new Presbyterian church is to be built at Port Moody, B. C. Neil Mitchell is secretary of the building committee.

Arthur Ellis, architect, Kingston, is asking tenders for the erection of a manse for the Presbyterian church, Lyn.

H. P. Smith, architect, Kingston, Ont., is asking tenders for alterations to a residence at 165 King street, Kingston.

The contract for the erection of the new residence being built by Edward McCausland, Aylmer, Ont., has been given to Thos. Wooster. Work will be started at once.

The Sisters of Mercy, on Richmond road, Ottawa, will rebuild their building,

which was destroyed by fire some weeks ago, at a cost of \$60,000.

Tenders are asked before Tuesday next from the various trades for the erection of a 265 x 107 starch factory at Prescott, Ont., for the Imperial Starch Co., Limited. F. H. Herbert, Toronto, is the architect.

## PLUMBING AND HEATING NOTES.

A. Edmond & Fils have registered as manufacturers of filters, Quebec.

The Dominion Steam Heating Co., Limited, Winnipeg, are applying for incorporation.

The stock of J. W. Chambers, heating and ventilating, Ottawa, is to be sold on June 26.

Russell & Co., plumbers, London, Ont., have dissolved, and E. H. Russell continues.

H. Normand, plumber, etc., Ottawa, has compromised at 25c. on the dollar.

The Eclipse Acetylene Gas Co., Montreal, have registered as incorporated.

G. J. Morton & Co., plumbers, Yarmouth, N.S., are about dissolving.

An improved heating plant is being placed in the Supreme Court building, Ottawa.

Harley & Sweet, solicitors for the administratrix of the estate of G. H. Frankland, late plumber, Brantford, are advertising for all claims against the estate before July 4.

## BUILDING PERMITS.

Building permits have been issued in Ottawa as follows: J. B. Souliere, two brick veneered dwellings, Division street, \$2,000; Moise Plouffe, solid brick shop and dwelling, Rochester street, \$3,000; R. T. Breander, frame house, Preston street, \$500; Francis Garvin, two brick veneered dwellings, Lett street, \$1,600; D. V. Ranger, brick hotel, Broad street, \$5,000; James Humphrey, two brick veneered dwellings, Lett street, \$1,600; James O'Gara, solid brick dwelling, Elm street, \$1,300; Upper Ottawa Improvement Company, brick building, Middle street, \$5,000; Thos. Stewart, solid brick dwelling, Rochester street, \$1,000; Mrs. Angelique Poulin, four brick veneered dwellings, \$2,000; Jos. Fortier, solid brick building, Rochester street, \$2,000; James Hope, brick building, Sparks street, \$15,000.

Building permits have been issued in Toronto as follows: Thos. Moor, pair brick and stone dwellings on Dupont street near

Chicora avenue, \$3,000; Reliance Loan Co., additions and alterations to 83 King street east, \$2,000; W. G. Cork, brick dwelling, 275 Gerrard street east, \$1,550; Consumers' Gas Co., coke house on Parliament street, \$7,000, and for storage houses near the corner of Parliament and Front streets, \$9,500; G. Harrah, pair brick dwellings on Markham street, \$3,200, and W. S. McKellow, for a two-storey dwelling on Albany avenue, \$3,000.

## PLUMBING AND HEATING CONTRACTS.

The Rutley Warming and Ventilating Co. have the contracts for heating the Fern avenue, Perth avenue and Hamilton street public schools, Toronto. W. Mashinter & Co. will do the plumbing in the Hamilton street school, and James Sherlock in the other two buildings. W. E. Dillon has secured the contract for tinsmithing in the Fern avenue school, and W. D. Hutson & Son in the Perth avenue school.

## DOMESTIC HEATING BY GAS.

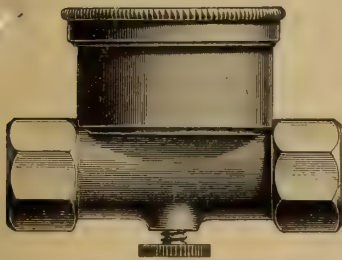
**W**HEN gas is used for domestic heating purposes, it is absolutely necessary that adequate provision should be made for the uninterrupted removal of the products of combustion under all conditions of wind and weather. Some of the problems associated with the accomplishment of this, and some hints for their solution are found in a paper recently read by Mr. Geo. Beilby before the Society of Chemical Industry, who stated that he had found by experiment that the products of combustion from a gas fire burning 30 cubic feet of gas per hour could be removed by a stove pipe from two to three inches in diameter, according to the length of the pipe, and the bends necessary. It is, therefore, evident that the ordinary 10 in. chimney of the open fire is from 10 to 20 times too large, so that the velocity of the up current of gas in such a chimney is from 10 to 20 times slower than it need be.

One of the first results of reducing diameter of the chimney, and thereby increasing the velocity of the flue gases by 10 to 20 times, is to abolish all risk of down blow—no small advantage when gas is to be burned in bedrooms. But when the flue pipe and chimney are so far reduced it will be found that the temperature of the products of combustion, as they are dismissed from the fire, is far in excess of what is



**HOW TO SAVE GAS**

.. USE ..

**Peebles' Automatic Gas Governors**

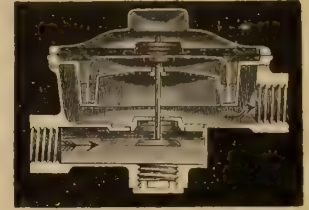
Gas, Fire and Stove Governor.



House Governor Burner.



Governor for Incandescents.



Mercurial Governor for Fixing at Meter.

Sole Manufacturers, D. BRUCE PEEBLES &amp; CO., Tay Works, Edinburgh, Scotland.

MANUFACTURERS  
OF**PLUMBERS'  
and STEAMFITTERS'  
SUPPLIES**FULL WEIGHT.  
BEST QUALITY.The Jas. Morrison Brass Mfg. Co.  
TORONTO. Limited.

S. W. Moore, of Alberton, Ont., has bought out J. C. Mossington, general merchant, Churchill, Ont., and is pushing the business vigorously, making liberal use of printers' ink.

**FOR SALE.**

A first-class Hardware and Grocery with a tinshop, in a first class locality. For full particulars and terms, address

"A. L. B.,"

(26) Care of HARDWARE AND METAL.

**HENRY ROGERS,  
SONS & CO.,**

SHEFFIELD, ENGLAND

Manufacturers of the celebrated



HRS &amp; CO

**UNION JACK  
CUTLERY**

We make a specialty of

**PLATED WARE,  
FRUIT KNIVES, ETC.**

Our Canadian Representative carries a full line of samples.

Canadian Office:

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**Berlin Felt Boot Co.**

BERLIN, ONT.

Manufacturers of . . .

Guaranteed  
BEST and  
CHEAPEST  
in the  
market.

**HAIR FELT**

Made in  
1/2 INCH  
3/4 "  
1 "

For Water and Steam Pipe Covering.

We keep a Large Stock to make Prompt Shipments.

AS GOOD AS THE  
BEST, AND BETTER  
THAN MOST.

**The Bailey****Cutlery Co.**

BRANTFORD, CAN.

**ROUND RE-ACTING  
WASHER**

Quickest selling Washing Machine on the market.  
None more satisfactory to dealers or users.  
Every home requires a good Washing Machine.  
Every Merchant should handle them.  
Prices and full particulars on application.

THE . . .

**Dowswell Manufacturing Co.**

Limited.

HAMILTON, ONT.

Eastern Agents: W. L. Haldimand & Son,  
Montreal, Que.





necessary to maintain a sufficient current. Therefore, we are at once put in possession of a certain amount of heat which is available for other purposes. When gas is burned in a gas fire with a moderate excess of air, from one-fourth to one-third of the total heat of combustion escapes with the products of combustion. With so expensive a fuel as gas this is a serious item.

In designing the arrangement of a gas fire Mr. Beilby attempted to utilize this heat, partly as direct radiation into the room, and partly for raising the temperature of an incoming current of fresh air. This fresh air takes the place of the hot and exhausted air from the upper part of the room, which is removed through a concentric flue surrounding the flue pipe of the stove. The products of combustion of the gas fire pass through a short flue into a shallow box which exactly fills the space formerly occupied by the grate. The upper part of this box is filled with partitions which cause the flue gases to follow a zigzag course on their way to the flue pipe, which starts from the upper side of the box and passes up the inside of the old chimney. The flue pipe, which is of strong sheet zinc, and is about 3 in. in diameter, is led up to the top of the chimney case. The old chimney is closed around the lower part of the flue pipe, and its upper end is used as a ventilating shaft for the room, an opening being made into it at the level of the ceiling. A fresh air inlet is made at the back of the fireplace, the air from which passes over the back of the shallow box and enters the room through openings on either side of the gas fire. These openings are tubed across the shallow box, so that the fresh air does not enter the box, but passes across it into the room.

When the fire is burning, the front of the shallow box is kept hot by the flue gases and radiates a considerable amount of heat into the room. The flue gases, as they pass from the box, still contain sufficient sensible heat to insure a vigorous draft up the small flue pipe and also to maintain a ventilating current in the annular flue. The method is not patented or protected in any way, and the inventor states that he will be only too glad if its publication contributes to an improvement in the efficiency and economy of domestic gas fires. Though some of the details of this arrangement have been only recently evolved, the more important features have been in use now for a considerable time; and the experience of the arrangement has clearly indicated that the leading principles are sound. The small flue and chimney have been an absolute cure for down blow in the case of one chimney which had been a very grave danger when fitted with an open part of

what was formerly the waste heat of the flue gases has effected a very marked economy in the gas consumption, while the provision for the warming of the room from the floor upward has added considerably to the comfort attained by the system, especially when used for bedroom warming. During the coldest nights of the past winter, a comfortable temperature was steadily maintained in a room with outside walls facing north-west and north-east, and containing 2,700 cubic feet of air, by a consumption of gas from 10 to 15 cubic feet per hour.

#### JAPAN AND TINWARE INDUSTRIES.

An interesting, though not a very cheerful speech, was made recently, according to Hardwareman, at the annual meeting of the Wolverhampton Chamber of Commerce by Mr. John Marston, principal of the firm of John Marston, Limited. The burden of the speech was the decline and threatened extinction of the japan and tinware industries of the district. Mr. Marston spoke from experience, for he was a prominent member of the industry, first at Bilston and afterwards at Wolverhampton, of the decadence of which he spoke in such plaintive notes. There is no doubt about the facts, deplore them as we may. The old-fashioned tea-trays, in sets of three, and adorned with gilt devices of impossible flowers and leaves, and very improbable birds, which were the delight and solace of our grandmothers, are no longer au fait. The social function of "four o'clock" tea in the drawing-room does not admit of the old-fashioned grandmother tray, and there is absolutely no demand for it. Portable baths, too, once a great feature of demand, have been largely displaced by the "fixed" baths, now a requisite of all modern houses. Other changes of fashion have affected the industry in other branches, but the moral of the story is that the art of japanning can be turned to other channels, and Mr. Marston has set a good example in directing his energies and the skill of his workpeople to cycle production. There must be in Wolverhampton and the district a vast amount of latent skill in the art of japanning and tinplate working, and if the changes in fashion have diverted its employment from the old lines, it can surely be applied to the new fashions of the new times, the requirements of which are daily growing in volume and importance. It is only another illustration of the truth of the famous line of the late laureate:

The old order changeth, yielding place to the new.

Cards are out for the wedding of Miss Jennie Johnston, of W. G. Harvey's dry goods store, Westminster avenue, Vancouver, to F. G. Lewis, of the hardware firm of Lewis & Sills, of the same city.

#### TRADE CHAT.

SCRUBBING brushes are now made in the Charlottetown, P.E.I., Insane Asylum. It is also proposed to make whitewash brushes, horse brushes, etc. there.

The new Perrin flour works at Smith's Falls, Ont., are to be started in a couple of weeks.

The by law to grant a large bonus to a blast furnace was defeated in Colborne, Ont., last Saturday.

Unusually large quantities of iron ore are being taken from the mines on the Kingston and Pembroke railway.

W. S. Piper, hardware dealer, Fort William, Ont., will erect a 30 x 50 ft. solid brick warehouse this summer.

The Gould, Shapley & Muir Co., Brantford, Ont., intend shortly to start manufacturing gasoline engines.

H. J. Hughes, Bracebridge, Ont., has accepted a position in Babb & Kirkland's hardware store, Portage la Prairie, Man.

The Columbia Handle Co., London, Ont., have recently shipped several carloads of their handles, etc., to the British market.

George Taylor & Son, hardware dealers, London, Ont., intend removing to larger and better premises at 236 Dundas street, London, early in July.

The Hudson's Bay Co. have declared a dividend of 15s. per share and, in addition, a bonus of 7s., a total equal to 9½ per cent. on the capital stock, as compared with 7¼ the previous year.

J. M. Young, A. E. Ripley and C. Hickman, employes of Wm. Howe, wholesale paint dealers, etc., in Ottawa, previous to the big fire, have formed partnership under the style of The Ottawa Paint Works. The works will be at 138 Banks street.

D. S. and D. J. McLachlan, buyer and traveler respectively for the Vancouver Hardware Co., Limited, have bought out that firm's branch in Nelson, B.C. The business will be continued under the style of McLachlan Bros., and will carry the same lines as heretofore.

The Owen Sound Iron Works Co., Limited, has been reorganized. W. Todd, who has been secretary-treasurer of the company since its organization, retires, and his stock has been purchased by several local business and financial men. The stockholders have elected the following directorate: President, D. M. Butchart; vice-president and treasurer, C. A. Fleming; treasurer, T. Tolton; manager, J. M. Wilson. The company is capitalized at \$20,000, and it is the intention to largely increase the business.



*Standard Paint & Varnish Works.  
Limited  
Makers of High Grade  
Varnishes, Japans,  
Paints, Colors & Enamels.  
Windsor, Ont.*

... FULL STOCK ...

**Salt Glazed Vitrified**



Double Strength Culvert Pipe  
a Specialty.

**THE CANADIAN SEWER PIPE CO.**

HAMILTON, ONT. TORONTO, ONT.  
ST. JOHNS, QUE.

## It Won't Peel or Rub off.

Church's Alabastine for the walls and ceilings of your rooms is **absolutely permanent**. It won't peel and you cannot rub it off. Wall papers often contain poisonous matter, and Kalsomines decay, but Alabastine grows harder with age.

You can apply it yourself if you do not wish to employ a painter. Cold water and a brush and a little care and skill is all that is needed. Ask your dealer to show you the card of sixteen beautiful tints (and white). It is never sold in bulk. Church's

## Alabastine For Walls.

Free, to anyone that will mention this paper, a forty-five page book (The Decorator's Aid). It gives valuable information about wall and ceiling decorating.

The Alabastine Co., Limited  
Paris, Ontario.

Trade in the Northwest supplied by...

G. F. Stephens & Co., Winnipeg, Man.  
Vancouver Hardware Co, Vancouver, B.C.



# DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA

## "MAXWELL FAVORITE CHURN"

**PATENTED FEATURES:** Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive.

**LAWN MOWERS.** High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

**WHEELBARROWS.** In Four different sizes.

If your Wholesale House does not offer you these articles

**SEND DIRECT TO US.**



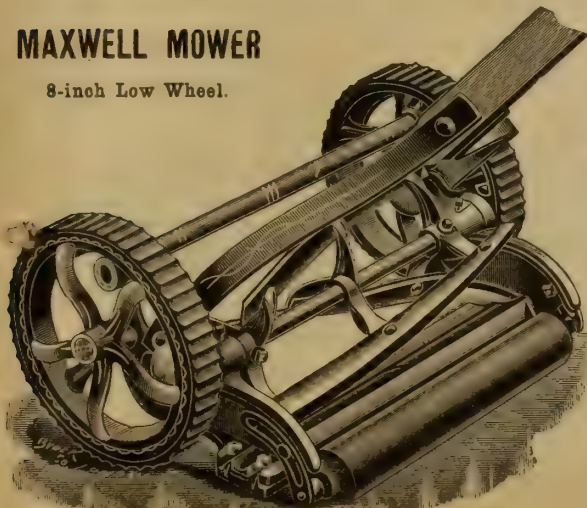
Steel Frame Churn.



Wood Frame Churn.

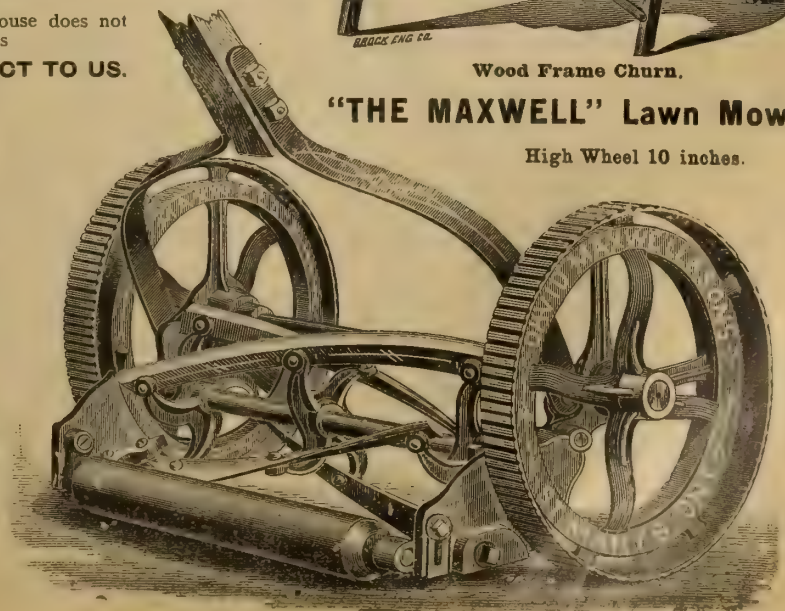
## MAXWELL MOWER

8-inch Low Wheel.



## "THE MAXWELL" Lawn Mower

High Wheel 10 inches.





**CALLS THEM LIES.**

"No trouble to show goods."

This silly lie has appeared in more than 40,000,000 advertisements, and is a most ridiculous statement. Anybody with an ounce of brains knows better. It is trouble and expense and bother to show goods, and if no purchases were expected, no goods would be shown. We have never known a case where a store was opened simply to show goods. Advertisers should leave that old stereotyped lie out of their announcements, and substitute some fresh lie in its place, if they have determined that they must lie.

"Money cheerfully refunded."

This is another infernally ridiculous lie, more absurd, if possible, than the first one mentioned above. Merchants may under certain circumstances refund money and take back goods, but that they can or do do it cheerfully is a false statement. After they have been to all the trouble to sell an article and deliver it, they expect that transaction is closed, and to have to go to the still further trouble of taking it back, giving up the money paid for it, and losing the profit they have made, and having instead to stand an actual loss, to cater to the whims of some silly woman, or crank of a man, is not calculated to inspire feelings of cheerfulness in any merchant on earth. If you want to get a reputation for veracity leave the "cheerfully" out, and simply say, "Money refunded if requested."—National Auctioneer.

**A NEW ADJUSTABLE TABLE.**

Adjustable tables for the displaying of goods in stores have become features in most up-to-date stores. And the mind of the inventive genius is still laboring on ideas with a view to increasing the utility of these store conveniences. Among those who have lately been applying themselves to this task is Mr. E. M. Marshall, a hardware merchant of Strathroy and Sarnia, Ont. Mr. Marshall set his mind to work when an extended illness prevented him attending to his business. He has now got his idea into practical form and has begun to manufacture what he will call Marshall's adjustable table. The inventor was in Toronto the other day with a sample table. It is certainly a most ingenious arrangement. The positions into which the table can be put seem almost unlimited, and that with marvelous rapidity and the employment of simple methods. The table stands on two legs and yet possess all necessary firmness. The table is made of ash with a golden oak finish, while the legs and framework are of steel, bronzed. Mr. Marshall's sickness was evidently not in vain.

**A NEW PROCESS FOR REFINING NICKEL.**

The Societe anonyme de metallurgie du cuivre (P. Manhe's Processes) possesses, for France as well as foreign countries, patents relative to a new process for refining Nickel.

The object of these processes is to obtain in but two operations pure Nickel from the matt

In the first operation the matt is worked by the converter, "P. Manhe's," the iron is eliminated entirely and the result is a raw Nickel containing but 3 per cent. of sulphur.

In the second operation the raw Nickel previously obtained is treated in a shaft-furnace at a high temperature and with the aid of special disulfurant reagents a color of pure Nickel is obtained.

The great advantage of these processes is that but two operations are needed in place of the long series of operations required by the other methods employed formerly; in consequence, the cost of production is greatly reduced.

The great increase in the consumption of Nickel of late and the important place it has taken in manufacturing, especially in the steel industry, renders of capital interest this new process for the refining of Nickel and which cannot fail to attract the attention of specialists.

For particulars, address M. M. G. FREYDIER-DUBREUIL & X. JANICOT, Engineers, 31 rue de l'Hotel-de-Ville, Lyons, France.

**BUSINESS NEWS**

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

**CANADIAN PRESS CLIPPING BUREAU,**

55 Board of Trade Bldg., MONTREAL, QUE.

Telephone Main 1255.

26 Front St. West, Toronto. Telephone 2148.

**HARRINGTON & RICHARDSON ARMS CO.**

WORCESTER, MASS., U. S. A.



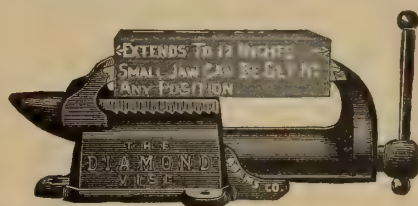
Makers of — **High Grade REVOLVERS**

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and Hardware Stores almost everywhere.

**DIAMOND VISE AND DRILLING ATTACHMENT**

U. S. Patent Jan. 15, '95. Canadian Patent July 22, '95.

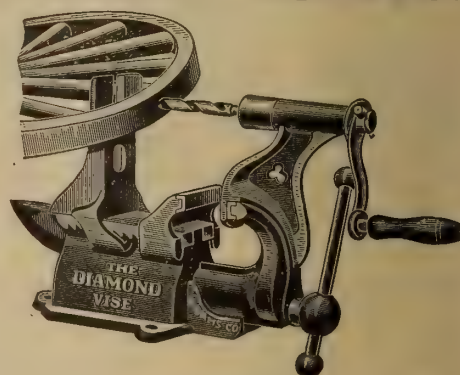


JAWS are faced with steel  $\frac{3}{8}$  inch wide, 4 inches long, firmly fastened to jaw, checked and hardened. VISE weighs 38 pounds. DRILL weighs 13 pounds. For Sale by Jobbers of Hardware.

Made by—

The Adams Company, Dubuque, Iowa, U.S.A.

Made by A. R. Woodyatt & Co., Guelph, Ont.

**Nobles & Hoare.**

CORNWALL ROAD STAMFORD STREET.

**LONDON, ENG.**

Manufacturers of

**HIGH-CLASS VARNISHES ONLY**

Which can be obtained direct from the works or from the principal Color Dealers in Canada.

TRADE



MARK

**MANUFACTURERS**

Babbitt Metals . . .  
Tinnern's and Plumbers' Solder  
Ingot Brass, etc.

**IMPORTERS AND DEALERS**

Pig Tin, Pig Lead  
Ingot Copper . . .  
Antimony, etc.

**SYRACUSE SMELTING WORKS.**

Factories: MONTREAL, and SYRACUSE, N.Y.



**ALEXANDER GIBB**

Manufacturers' Agent and Metal Broker

13 St. John Street, Montreal.

Representing British and American manufacturers of  
Anchors, Tinned Sheets, Terne Plates, Canada Plates, Gal-  
vanized Sheets, Imitation Russia Sheets, Black Sheets—Iron  
and Steel—Hoops and Bands, Proved Coil Chain, Brass and  
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.

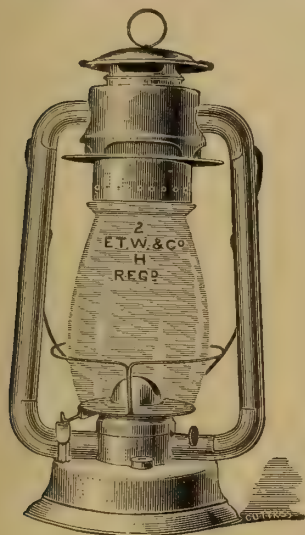
**VanTuyl & Fairbank**

Petrolia, Ont.

Headquarters for...

Oil and Artesian Well  
Pumps, Casing, Tubing  
Fittings, Drilling  
Tools, Cables, etc.

*McLuskill, Dougall & Co*  
*Fine Varnish & Japan*  
*Manufacturers*  
*Montreal*  
*Price Lists on application*

**E. T. WRIGHT & CO.**

Hamilton, Ont.

Ask your Jobber for **WRIGHT'S**The only genuine  
Cold Blast Lantern made.**"JARDINE"****TIRE UPSETTERS  
WILL UPSET TIRES**

Some machines sold as Upsetters will not.  
Perhaps you make as much money on the  
sale of a useless Upsetter as on a good  
one, but your customer does not. He  
don't want a machine because it is called  
an Upsetter he wants a machine to upset  
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

**A. B. JARDINE & CO.**  
**HESPELER, ONT.**

**...FREE**  
To anyone for the asking

**1900 Catalogue, showing complete line**  
**Tinners' and Roofers' Supplies.**

Large Stock, Great Variety, Prompt Shipments. **GET OUR PRICES.**

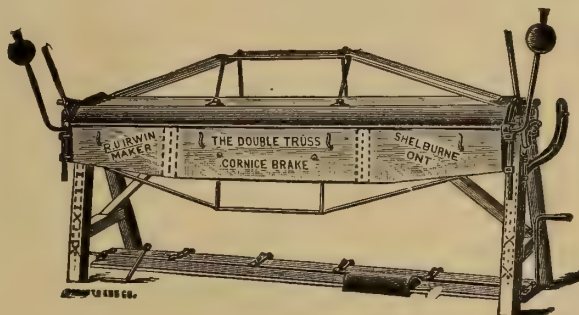
**BERGER BROS. CO.,**  
231 AND 237 ARCH STREET, - PHILADELPHIA  
Factory—3114-16-18 and 20 North 17th Street.

## Hardwood CHARCOAL in Bulk or Sacks.

## WOOD ALCOHOL

equalling Methylated Spirits as a solvent.

Manufactured only by...

**THE STANDARD CHEMICAL CO., Limited**Factories { Fenelon Falls.  
Deseronto.Gooderham Building, **TORONTO**This eight-foot Brake bends 22-gauge iron  
and lighter, straight and true.**Price, \$60**Very handy header attachment, \$15 extra  
if required.

Send for circulars and testimonials to

**The Double Truss Cornice**  
**Brake Co. SHELburne, ONT.**

**STEVENS IDEAL, NO. 44**

STEVENS IDEAL No. 44

This is as reliable and  
accurate a rifle as can be  
constructed. Placed at a  
moderate price to meet the  
demand for such a rifle. It  
is recommended without  
qualification and fully guar-

anteed. Made in the following styles:

.22 Long-Rifle R. F., 25 Stevens R. F., and .32 Long R. F. Standard length of barrel for rim-fire  
cartridges, 24 inches. Weight 7½ pounds..25-20 Stevens C. F., .32-40 C. F., .38-55 C. F., and .44-40 (.44 W. C. F.) Standard length of barrel  
for center-fire cartridges, 26 inches. Weight, 7¾ pounds.Half-octagon barrel, oiled walnut stock and fore-arm, rifle butt, case-hardened receiver, sporting rear  
and Rocky Mountain front sight.

Price, with standard length of barrel, \$13.00.

Can be obtained of any of the leading jobbers in Canada at liberal discount from this price.

Send for complete catalogue of our full line of Rifles, Pistols and Machinists' Tools.

**J. Stevens Arms & Tool Co., P. O. Box 217, Chicopee Falls, Mass., U.S.A.****HUTCHISON, SHURLY & DERRETT****DOVERCOURT  
TWINE MILLS.****1078 BLOOR STREET WEST  
TORONTO.**

Having equipped our Factory with entirely new machinery, we are prepared  
to furnish the best made goods in the market at closest prices and make  
prompt shipments.

**Hand Laid Cotton Rope and Clothes Lines,**  
**Cotton and Russian Hemp Plough Lines, plain and colored.**  
**Cotton and Linen Fish Lines, laid and braided.**  
**Netted Hammocks, white and colored, Tennis and Fly Nets.**  
**Skipping Ropes, Jute, Hemp and Flax Twines.**



### THE GREATNESS OF LITTLE THINGS.

SOME factories are conducted on the principle that it does not pay to give much care and attention to little things, because the man who buys your goods doesn't know about them, and, therefore, can't value your product any more on account of them.

They argue that only those things are important which appear plainly on the side of your work seen by the consumer and dealer. In their estimation, things on the inside, that no one sees but yourself, don't count for much.

Cleanliness, they say, for instance, is good and desirable if not carried too far. As soon as it begins to reduce the profits by increasing the expenses it should be cut out. The man who buys the product doesn't know whether it is there or not.

That is a very short-sighted view of matters, even from a dollar-and-cent standpoint. Little things do reach the consumer. They do give a value to the goods, one that the consumer can see, though he may not know what gives it. They are not matters of importance simply on the inside; they effect the sale of goods.

Every stage in the process of manufacture sends out some effect, either good or bad, with the finished product. If you undertake to distinguish between what part of your work reaches the consumer and what part does not, where will you draw the line? Are you, for instance, going to let your floors and windows and machinery be less clean because the consumer cannot see them, and still have your product just as good as before?

Suppose the proprietor of an hotel should reason after that fashion and determine to make his dining-room a model of neatness and cleanliness, but to let the kitchen take care of itself. The guests don't go into the kitchen, and they wouldn't know whether the copper kettles were dull or bright, whether the cooks wore clean or dirty aprons, whether the same skillet was used for cooking five different things without washing or only one; they wouldn't know what condition the preparation tables, the ranges, and bake ovens were in. It costs money to keep kettles bright, to supply clean aprons, to have separate utensils for all the different dishes, and to keep the ranges polished. What's the use of doing it, then, since the guests see none of it?

It needs no argument to show the fallacy of such reasoning. Good food can't be served from a dirty kitchen, and the carelessness that is hidden from the guest in one place would spring out in another. It would be impossible to keep the dirt and untidiness

below from climbing the stairs and showing itself in the dining-room service.

If you want high quality in your finished product you cannot put it simply into the labels and into your methods of selling the goods. You must put it into every detail of the manufacture, from the smallest to the largest.

The painter may not see the clean floors and clean machinery in the factory, but he can see them in easy working qualities, spreading capacity, durability, and full measure. He sees the extra attention to all the other little things in the same way, and if we should cut them out of our work, we couldn't hide the fact from him. It would get to him in the quality of the paint.—The Chameleon.

### STEEL WOOL.

Steel wool, introduced five or six years ago, is a machine produced material that is used as a substitute for sandpaper. As described in a technical journal, it is composed of sharp-edged threads of steel, which curl up together like wool, or somewhat as the wood fibres of the familiar material known as excelsior curl up together, though the steel wool is very much finer, the finest of it being not much coarser than the coarsest of natural wools. The steel wool is put up in packages containing one pound each. These are something like rolls of cotton batting, but smaller; a pound of steel wool, loosely packed, making, rolled in paper and open at the ends, a package perhaps 15 inches long and two or three inches in diameter.

Made in various degrees of coarseness, steel wool is put to a variety of uses, the finer wools for polishing wood and metal and the coarser for rubbing down paint and varnish. It is often used on special parts of work; while, for example, on the flat surfaces of a door a man would use sandpaper with a block back of it, for the moldings he would use steel wool, which fits into the crevices and conforms itself to irregular shapes. Such work can be done with steel wool far more readily and quickly than with sandpaper, and it is used with like advantage on irregular and small surfaces and on carved work.

Besides the steel wool there is a coarser material of the same kind called steel shavings, which is put to various uses, as in taking off old paint or varnish and in polishing wood before painting, and it is used on bowling alleys and on floors for smoothing and cleaning them.

Sandpaper clogs in use, steel wool breaks down. The wool is commonly used with gloves to keep the ends from sticking into the fingers.

### INQUIRIES FOR CANADIAN PRODUCE.

The following were among the recent inquiries relating to Canadian trade received at the office of the High Commissioner in London:

1. An application has been received for the names of the principal tanners in Canada.
2. A firm in Manchester ask to be furnished with a list of houses engaged in the canning industry in Canada.
3. A commission agent at Charkoff (Russia) desires to correspond with Canadian firms wishing to be represented there.
4. A London buyer of mineral ore, such as manganese, copper, zinc, silver, lead, pyrites, cobalt, wolfram, antimony, platinum, asbestos, copper mattes, etc., wishes to hear from parties in Canada having any to dispose of. He is also open to purchase first-class mining and industrial properties, while, as an exporter, he is interested in portland cement, hydraulic lime, tiles, bricks, iron and steel goods.
5. A manufacturer of glaziers' diamonds wishes to introduce his goods to the Canadian market, and asks for assistance in this direction.
6. A firm who buy large quantities of tallow would be glad to hear from Canadian houses who could sell such goods, or purchase for them.

The name of any of the firms making the above inquiries can be obtained on application to the editor of *HARDWARE AND METAL*.

### CABLING WITHOUT WIRES.

Of the future of wireless telegraphy, Nikola Tesla says, in *The June Century*: "Stationary waves in the earth mean something more than mere telegraphy without wires to any distance. They will enable us to attain many important specific results impossible otherwise. For instance, by their use, we may produce at will, from a sending-station, an electrical effect in any particular region of the globe; we may determine the relative position or course of a moving object, such as a vessel at sea, the distance traversed by the same, or its speed; or we may send over the earth a wave of electricity traveling at any rate we desire, from the pace of a turtle up to lightning speed.

"With these developments we have every reason to anticipate that in a time not very distant most telegraphic messages across the oceans will be transmitted without cables. For short distances we need a 'wireless' telephone, which requires no expert operators. The greater the spaces to be bridged, the more rational becomes communication without wires. The cable is not only an easily-damaged and costly instrument, but limits us in the speed of transmission by reason of a certain electrical property inseparable from its construction. A properly designed plant for effecting communication without wires ought to have many times the working capacity of a cable, while it will involve incomparably less expense. Not a long time will pass, I believe, before communication by cable will become obsolete, for, not only will signaling by this new method be quicker and cheaper, but also safer. By using some new means for isolating the messages which I have contrived, almost perfect privacy can be secured."



## CANADA IRON FURNACE CO.,

Manufacturer of Limited

## CHARCOAL Pig IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que.  
Lac a lac Tortue.Three Rivers.  
Grand Piles.

Geo. E. Drummond,

Managing-Director and Treasurer

James Warnock &amp; Co.,

- Galt, Ont.

We Manufacture

AXES, PICKS  
MATTOCKS, MASONS'  
and SMITH HAMMERS  
and MECHANICS' EDGE  
TOOLS.

All our goods are guaranteed.

## CURRENT MARKET QUOTATIONS

June 22, 1900.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

## METALS.

## Tin.

Lamb and Flag—  
56 and 28 lb. ingots, per lb. .... 0 35  
traits ..... 0 35

## Tinplates.

Charcoal Plates—Bright  
M.L.S., equal to Bradley. .... Per box \$7 00  
I.C., usual sizes ..... 8 50  
I.X.X., " ..... 10 00

## Famous—

I.C. .... 7 50  
I.X. .... 8 50  
I.X.X. .... 9 50  
Raven & Vulture Grades—  
I.C., usual sizes ..... 5 25  
I.X. .... 6 25  
I.X.X. .... 7 25  
I.X.X.X. .... 8 25  
D.C., 12½x17 ..... 4 75  
D.X. .... 5 50  
D.X.X. .... 7 50

## Coke Plates—Bright

Bessemer Steel—  
I.C., usual sizes ..... 4 60  
I.C., special sizes, base... 4 85  
20x28 ..... 9 50

## Charcoal Plates—Terne

Dean or J. G. Grade—  
I.C., 20x28, 112 sheets ..... 9 50  
I.X., Terne Tin ..... 11 50

## Charcoal Tin Boiler Plates.

Cookley Grade—  
X.X., 14x56, 50 sheet bxs } Per lb. 0 07 0 07½  
14x60 }  
14x65, " }

## Tinned Sheets.

12x30 up to 24 gauge ..... 0 08 0 08½  
" 26 " ..... 0 08½ 0 09  
" 28 " ..... 0 09 0 09½

## Iron and Steel.

|                                                        | Base Price |      |
|--------------------------------------------------------|------------|------|
| Common Bar per 100 lbs                                 | 2 30       | 2 35 |
| Refined " "                                            | 2 85       | 2 95 |
| Horse Shoe Iron                                        | 2 70       | 2 80 |
| Hoop steel, 1½ to 3 in. base, extras for smaller sizes | 3 25       |      |
| Swedish                                                | 4 00       | 4 25 |
| Sleigh Shoe Steel " base                               | 2 85       |      |
| Tire Steel                                             | 2 85       |      |
| Machinery                                              | 3 25       |      |
| Cast Steel, per lb                                     | 0 10       | 0 14 |
| Too Oak Steel                                          | 3 50       |      |
| Thos. Firth & Sons' Cast Steel                         | 0 12       | 0 14 |
| Plain Sheet, per lb                                    | 0 10½      | 0 11 |
| Plates, 1-5 and thicker                                | 3 00       | 3 25 |
| Roller Rivets                                          | 4 50       | 5    |

## Boiler Tubes.

1½-inch ..... 0 13 0 14  
2 " ..... 0 15 0 16  
2½ " ..... 0 18 0 19  
3 " ..... 0 19 0 20

## Steel Boiler Plate.

¼ inch ..... 3 25  
3-16 inch ..... 3 40  
¾ inch and thicker ..... 3 25

## Black Sheets.

18 gauge ..... 3 20  
20 " ..... 3 20  
22 to 24 " ..... 3 30  
26 " ..... 3 42  
28 " ..... 3 60

## Canada Plates.

All dull, 52 sheets ..... 3 50  
Half polished ..... 3 60  
All bright ..... 4 00

## Iron Pipe.

Wrought pipe, per 100 feet, ¼ inch, \$3.50;  
¼ to ½ inch, \$3.59; ½ inch, \$3.34; ¾ inch, \$3.38; 1 inch, \$3.59; 1¼ inch, \$7.41; 1½ inch, \$8.94; 2 inch, \$11.93.  
Galvanized, ¼ inch, \$4.92; ½ inch, \$5.81; 1 inch, \$8.31; 1½ inch, \$11.38; 2 inch, \$13.66; 2½ inch, \$18.21.

## Galvanized Sheets.

|                | G C. Comet. | Amer | Head | Queen's |
|----------------|-------------|------|------|---------|
| 16 gauge       | 4 50        | 4 50 | 4 35 |         |
| 18 to 24 gauge | 4 60        | 4 20 | 4 50 | 4 60    |
| 26             | 4 85        | 4 45 | 4 50 | 4 85    |
| 28             | 5 10        | 4 70 | 4 75 | 5 10    |

Less than case lots, 15c. per 100 lb. additional  
28 gauge American equals 26 gauge English.

## Chain.

Proof Coil, 3-16 in., per 100 lb ..... 8 50  
" 5-16 " ..... 6 00  
" 7-16 " ..... 5 45  
" 7-16 " ..... 5 15  
" 7-16 " ..... 5 00  
" 7-16 " ..... 4 85  
" 7-16 " ..... 4 75

Halter, kennel and post chains, 40 and 50 p.c.  
Caw ties ..... 40 p.c.  
Steel fixtures ..... 35 p.c.  
Trace chain ..... 25 and 5 p.c.  
Jack chain, iron, single and double, discount 35 p.c.  
Jack chain, brass, single and double, discount 40 p.c.

## Copper.

English B. S., ton lots ..... 0 19½ 0 20½  
Lake Superior ..... 0 23½ 0 25  
Cut lengths, round, ½ to ¾ in. round and square 1 to 2 inches ..... 0 23½ 0 25  
Sheet.  
Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60 ..... 0 23 0 23½  
Untinned, 14 oz., and light, 16 oz., irregular sizes ..... 0 23 0 23½  
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Tinned copper sheets ..... 0 26  
Planished ..... 0 32  
Braziers (In sheets.)  
4x6 ft. 25 to 30 lbs. ea., per lb. .... 0 25½  
" 35 to 45 " ..... 0 24½  
" 50-lb. and above, " ..... 0 23½  
Boiler and T. K. Pitts.  
Plain Tinned, per lb ..... 0 28  
Spun, per lb ..... 0 32

## Brass.

Roll and Sheet, 14 to 30 gauge, 10 per cent. Sheets, hard-rolled, 2x4 ..... 0 24 0 25  
Tubing, base, per lb ..... 0 24 0 25

## Zinc Spelter

Foreign, per lb ..... 0 07 0 07½  
Domestic ..... 0 07 0 07½

## Zinc Sheet.

5 cwt. casks ..... 0 07½  
Part casks ..... 0 07½  
Lead.  
Imported Pig, per lb ..... 0 05 0 05½  
Bar, 1 lb. .... 0 06½  
Heats, 2½ lbs. sq. ft., by roll ..... 0 05½  
Sheets, 3 to 6 lbs. .... 0 05½  
NOTE.—Cut sheets ¼ cent per lb. extra  
Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.  
NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 7½ cents.

## Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and bal., \$7.50. Discount, 7½ p.c. Prices are f.o.b. Toronto, unless n. Montreal, St. John and Halifax. Terms 3 per cent. cash, freights equalized on Montreal.

## Soil Pipe and Fittings.

Discount, 50 per cent. on medium and extra heavy, and 45 per cent. on light.

## Solder.

|                   | Per lb. | Per lb |
|-------------------|---------|--------|
| Bar half-and-half | 0 21    | 0 22   |
| Refined           | 0 20½   | 0 21   |
| Wiping            | 0 20    | 0 20½  |

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

## Antimony.

Cookson's, per lb ..... 0 11 0 11½  
Pure, Assoc. guarantee, ground in oil  
25 lb. irons ..... 6 87½  
No. 1 do ..... 6 50  
No. 2 do ..... 6 12½  
No. 3 do ..... 5 75  
No. 4 do ..... 5 37½  
Munro's Select Flake White ..... 7 12½  
Elephant and Decorators' Pure ..... 6 87½

## Red Lead.

Genuine, 560 lb. casks, per cwt. .... \$5 50  
Genuine, 100 lb. kegs, per cwt. .... 5 75  
No. 1, 560 lb. casks, per cwt. .... 5 25  
No. 1, 100 lb. kegs, per cwt. .... 5 00

## White Zinc Paint.

Elephant Snow White ..... 0 08  
Pure White Zinc ..... 0 08  
No. 1 ..... 0 07½  
No. 2 ..... 0 05 0 06½

## Dry White Lead.

Pure, casks ..... 5 75  
Pure, kegs ..... 6 25  
No. 1, casks ..... 5 50  
No. 1, kegs ..... 6 30

## Prepared Paints.

In ¼, ½ and 1 gallon tins.  
Pure, per gallon ..... 1 20  
Second qualities, per gallon ..... 1 00  
Barn (in bbls.) ..... 0 75  
The Sherwin-Williams Paints ..... 1 35  
Canada Paint Co.'s Pure ..... 1 20  
Sanderson Peary's Pure ..... 1 20  
Stewart & Wood's Champion Pure ..... 1 10

## Colors in Oil.

25 lb. tins, Standard Quality.  
Venetian Red, per lb ..... 0 05  
Chrome Yellow ..... 0 11  
Golden Ochre ..... 0 06  
French ..... 0 05  
Marine Black ..... 0 09  
" Green ..... 0 09  
Chrome ..... 0 08  
French Imperial Green ..... 0 19

## Colors, Dry.

Yellow Ochre (J.C.) bbls ..... 1 35 1 40  
Yellow Ochre (J.F.L.S.), bbls ..... 2 75 2 75  
Yellow Ochre (Royal) ..... 1 10 1 15  
Brussels Ochre ..... 2 00 2 00  
Venetian Red (best), per cwt. .... 1 80 1 90  
English Oxides, per cwt. .... 3 00 3 25  
American Oxides, per cwt. .... 1 75 2 00  
Canadian Oxides, per cwt. .... 1 75 2 00  
Super Magnetic Oxides, 33 p.c. .... 2 25 2 25  
Burnt Sienna, pure, per lb. .... 0 10 0 10  
" Umber ..... 0 10 0 10  
do Raw ..... 0 09 0 09  
Drop Black, pure ..... 0 09 0 09  
Chrome Yellows, pure ..... 0 18 0 18  
Chrome Greens, pure, per lb. .... 0 12 0 12  
Golden Ochre ..... 0 03½ 0 03½  
Ultramarine Blue in 28-lb boxes, per lb. .... 0 08 0 08  
Fire Proof Mineral, per 100 lb. .... 1 00 1 00  
Genuine Eng. Litharge, per lb ..... 0 07 0 07

Mortar Color, per 100 lb. .... 1 25  
English Vermilion ..... 0 80  
Pure Indian Red, No. 45, lb. .... 0 80  
Whiting, per 100 lb. .... 0 55

## Blue Stone.

Casks, for spraying, per lb. .... 0 07

100-lb. lots, do. per lb. .... 0 08

## Putty.

Bladders in bbls. .... 2 10  
Bladders in 100 or 200 lb. kegs or bxs ..... 2 25  
Bulk in bbls., per 100 ..... 1 95  
Bulk in less quantities ..... 2 10  
25-lb. tins, 4 in case ..... 2 35  
12½-lb. tins, 8 in case ..... 2 60

## Varnishes.

|                       | (In 5-gal. lots.) | Per gal. |
|-----------------------|-------------------|----------|
| Carriage, No. 1       | 2 90              | 3 30     |
| " body                | 8 00              | 9 00     |
| " rubbing             | 4 00              | 5 00     |
| Gold Size, Japan      | 3 00              | 3 40     |
| Brown Japan           | 2 40              | 2 80     |
| Elastic Oak           | 2 90              | 3 30     |
| Furniture, extra      | 2 40              | 2 80     |
| " No. 1               | 1 60              | 2 00     |
| Hard Oil Finish       | 2 70              | 3 10     |
| Light Oil Finish      | 3 20              | 3 60     |
| Demar                 | 3 30              | 3 70     |
| Shellac, white        | 4 40              | 4 80     |
| " orange              | 4 00              | 4 40     |
| Furniture Brown Japan | 1 60              | 2 00     |
| Black Japan           | 2 40              | 2 80     |
| " No. 1               | 1 60              | 2 00     |

Discount—general trade discount, 50 per cent. and four months' time; special cash discount of 3 per cent. in thirty days, or 3½ per cent. spot cash.



The Imperial Varnish & Color Co.'s, Limited  
Elastilite Varnish,  
1 gal. can, each. \$2 01.

Granatine Floor Finish, per gal. \$2 00.

Maple Leaf Coak Enamels;  
Size 1, 60c.; Size 2, 35c.; Size 3, 25c. each.

## Linseed Oil.

1 to 4 bbls delivered ..... \$0 86 \$0 89  
5 to 9 bbls ..... 85 88  
Montreal, Toronto, Hamilton, Quebec, London, Ottawa, Kingston and Guelph, 2c. less.

## Turpentine.

Single barrel, freight allowed ..... 0 77  
2 to 4 barrels ..... 0 76  
Toronto, Hamilton, London, Guelph, 2c. less.

## Castor Oil.

East India, in cases, per lb. .... 0 10 0 10½  
" small lots ..... 0 10½ 0 11

## Cod Oil, Etc.

Cod Oil, per gal. .... 0 50 0 55  
Pure Olive ..... 1 20  
Neatsfoot ..... 90

## Glee.

|                | 08½  | 0 09  |
|----------------|------|-------|
| Common         | 0 14 | 0 14½ |
| French Medal   | 0 12 | 0 13  |
| Cabinet, sheet | 0 18 | 0 20  |
| White, extra   | 0 22 | 0 30  |
| Gelatine       | 0 18 | 0 20  |
| Strip          | 0 19 | 0 20  |
| Coopers        | 0 18 | 0 18  |
| Huttner        | 0 18 | 0 18  |



# JOSEPH RODGERS & SONS

SHEFFIELD, ENGLAND.

Limited

Each blade of our Goods bears the exact mark here represented.

JAMES HUTTON &amp; CO., MONTREAL

SOLE AGENTS  
IN CANADA.**HARDWARE.****Ammunition.**

**Cartridges.**  
B. B. Caps, Dom., 50 and 5 per cent.  
Rim Fire Pistol, dis. 45 p. c., Amer.  
Rim Fire Cartridges, Dom., 50 and 5 p. c.  
Rim Fire, Military, net list, Amer.  
Central Fire Pistol and Rifle, 18 p. c. Amer.  
Central Fire Cartridges, pistol sizes, Dom-  
30 per cent.  
Central Fire Cartridges, Sporting and Mil-  
itary, Dom., 15 and 5 per cent.  
Central Fire, Military and Sporting, Amer.  
net list. B. B. Caps, discount 45 per cent.  
Amer.  
Loaded and empty Shells, "Trap" and  
"Dominion" grades, 25 per cent. Rival  
and Nitro, 10 p. c.  
Brass shot Shells, 55 and 10 per cent.  
Primers, Dom., 30 per cent.

**Wads.**

Best thick white felt wadding, in 1/4 lb.  
bags, ..... 1 00  
Best thick brown or grey felt wads, in  
1/4 lb. bags, ..... 0 70  
Best thick white card wads, in boxes  
of 500 each, 12 and smaller gauges  
Best thick white card wads, in boxes  
of 500 each, 10 gauge, ..... 0 35  
Best thick white card wads, in boxes  
of 500 each, 8 gauge, ..... 0 55  
Thin card wads, in boxes of 1,000  
each, 12 and smaller gauges, ..... 0 20  
Thin card wads, in boxes of 1,000  
each, 10 gauge, ..... 0 25  
Thin card wads in boxes of 1,000  
each, 8 gauge, ..... 0 25  
Chemically prepared black edge grey  
cloth wads, in boxes of 250 each—  
11 and smaller gauge, ..... 0 60  
9 and 10 gauges, ..... 0 70  
7 and 8 gauges, ..... 0 90  
5 and 6 gauges, ..... 1 10  
Superior chemically prepared pink  
edge, best white cloth wads, in  
boxes of 250 each—  
11 and smaller gauge, ..... 1 15  
9 and 10 gauges, ..... 1 40  
7 and 8 gauges, ..... 1 65  
5 and 6 gauges, ..... 1 90

**Adzes.**

Discount, 20 per cent.  
**Anvils.**  
Per lb. .... 10 0 12 1/2  
Anvil and Vise combined ..... 4 50  
Wilkinson & Co.'s Anvils, lb. 0 09 0 09 1/2  
Wilkinson & Co.'s Vices, lb. 0 09 1/2 0 10

**Augers.**

Gilmour's, discount 50 and 10 p. c. off list.  
**Axes.**  
Chopping Axes—  
Single bit, per doz ..... 5 50 10 00  
Double bit, ..... 12 00 18 00  
Bench Axes, 40 and 15 p. c.  
Hunters' Axes, 33 1/2 per cent.  
Boy's Axes, ..... 5 75 6 75  
Splitting Axes ..... 6 50 12 00  
Handled Axes ..... 7 00 10 00

**Axle Grease.**

Ordinary, per gross, ..... 5 75 6 00  
Best quality, ..... 13 00 15 00  
**Bath Tubs.**  
Zinc ..... 3 90 4 00  
Copper, discount 40 and 10 p. c. off revised list

**Baths.**

Standard Enameled.  
5 1/2-inch rolled rim 1st quality, ..... 30 00  
" 2nd ..... 22 00  
**Anti-Friction Metal.**  
Tandem " A ..... per lb. 0 27  
" B ..... 0 21  
" C ..... 0 11 1/2  
Magnolia Anti-Friction Metal, per lb. 0 25

**Bells.**

**Hand.**  
Brass, 60 per cent.  
Nickel, 55 per cent.  
**Cow.**  
American make, discount 66 2/3 per cent.  
Canadian, discount 45 and 50 per cent.  
**Door.**  
Gonga, Hargant's, ..... 5 50 8 00  
" Peterboro', discount 27 1/2 per cent.

**Farm.**  
American, each, ..... 1 25 3 00  
**House.**  
American, per lb., ..... 0 35 0 40  
**Bellows.**  
Hand, per doz, ..... 3 35 4 75  
Moulders', per doz, ..... 7 50 10 00  
Blacksmiths', discount 40 per cent.

**Belting.**

Extra, 50 and 10 per cent.  
Standard, 60 per cent.  
No. 1 Agricultural, 60 and 10 p. c.  
**Bits.**  
Auger.  
Gilmour's, discount 50 and 10 per cent.  
Rockford, 50 and 10 per cent.  
Jennings' Gen., net list.  
**Car.**  
Gilmour's, 47 1/2 to 50 per cent.  
**Expansive.**  
Clark's, 40 per cent.  
**Gimlet.**  
Clark's, per doz, ..... 0 65 0 90  
Diamond, Shell, per doz, ..... 1 00 1 50  
Nail and Spike, per gross, ..... 2 25 5 20

**Blind and Bed Staples.**

All sizes, per lb., ..... 0 07 1/4 0 12  
**Bolts and Nuts.** Per cent.  
Norway Bolts, full square, ..... 65  
Common Carriage Bolts, all sizes ..... 50  
full square, ..... 65  
Machine Bolts, all sizes, ..... 52 1/2  
Coach Screws, ..... 65  
Sleigh Shoe Bolts, ..... 70  
Blank Bolts, ..... 70  
Bolt Ends, ..... 52 1/2  
Nuts, square, ..... 62 1/2  
Nuts, hexagon, ..... 4c. off  
Tapping Nuts, ..... 60  
Tire Bolts, ..... 60  
Stove Bolts, ..... 60 and 10  
Stove rods, per lb., ..... 5 1/2 to 6c.  
Plough Bolts ..... 50

**Boot Calks.**

Small and medium, ball, per M., ..... 4 25  
Small heel, per M., ..... 4 50  
**Bright Wire Goods.** 55 per cent.

**Broilers.**

Light, dis., 65 to 67 1/2 per cent.  
Reversible, dis., 65 to 67 1/2 per cent.  
Vegetable, per doz., dis. 37 1/2 per cent.  
Henis, No. 8, ..... 6 00  
Henis, No. 9, ..... 7 00  
Queen City ..... 7 50 0 00

**Butchers' Cleavers.**

German, per doz, ..... 6 00 11 00  
American, per doz, ..... 12 00 20 00  
**Building Paper, Etc.**  
Plain building, per roll ..... 0 30  
Tarred lining, per roll ..... 0 40  
Tarred roofing, per 100 lb., ..... 1 60  
Coal Tar, per barrel, ..... 3 50  
Pitch, per 100-lb., ..... 0 80  
Carpet felt, per ton, ..... 45 00

**Bull Rings.**

Copper, \$2.00 for 2 1/2 in. and \$1.90 for 2 in.  
**Butts.**  
Wrought Brass, net revised list  
Cast Iron.  
Loose Pin, dis., 60 per cent.  
Wrought Steel.

Fast Joint, dis. 60 and 10 per cent.  
Loose Pin, dis. 60 and 10 per cent.  
Berlin Bronzed, dis. 70, 70 and 5 per cent.  
Gen. Bronzed, per pair ..... 0 40 0 65  
**Carpet Stretchers.**  
American, per doz, ..... 1 00 1 50  
Bullard's, per doz, ..... 6 50

**Casters.**

Bed, new list, dis. 55 to 57 1/2 per cent.  
Plate, dis. 52 1/2 to 57 1/2 per cent.  
**Cattle Leaders.**  
Nos. 31 and 32, per gross, ..... 50 9 50  
**Cement.**  
Canadian Portland, ..... 2 80 3 00  
English ..... 3 00  
Belgian ..... 2 75 3 00  
Canadian hydraulic, ..... 1 00 1 10  
**Chalk.**  
Carpenters, Colored, per gross 0 45 0 75  
White lump, per cwt., ..... 0 60 0 65  
Red ..... 0 05 0 06  
Crayon, per gross, ..... 0 14 0 18

**Chisels.**

Socket, Framing and Firmer.  
Broad's, dis. 70 per cent.  
Warnock's, dis. 70 per cent.

**Churns.**

Revolving Churns, metal frames—No. 0, \$8—  
No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—  
No. 4, \$12.00—No. 5, \$16.00 each. Ditto,  
wood frames—20c. each less than above.  
Discounts: Delivered from factories, 18  
p. c.; from stock in Montreal, 56 p. c.  
Terms, 4 months or 3 p. c. cash in 30 days.

**Clips.**

Axle dis. 65 per cent.  
**Closets.**  
Plain Ontario Syphon Jet ..... \$8 00  
Emb. Ontario Syphon Jet ..... 8 50  
Fittings ..... 1 00  
Plain Teutonic Syphon Washout, ..... 4 75  
Emb. Teutonic Syphon Washout, ..... 5 25  
Fittings ..... 1 00  
Plain Richelieu, ..... 4 75  
Emb. Richelieu, ..... 5 00  
Fittings ..... 1 25  
Closet connection ..... 1 25  
Basins, round, 14 in. .... 0 65  
" oval, 17 x 14 in. .... 1 55  
" 19 x 15 in. .... 2 30

**Compasses, Dividers, Etc.**

American, dis. 62 1/2 to 65 per cent.  
**Cradles, Grain.**  
Canadian, dis. 25 to 33 1/2 per cent.

**Crosscut Saw Handles.**

S. & D., No. 3, per pair, ..... 17 1/2  
" 5, ..... 22 1/2  
" 6, ..... 15  
Boynton pattern ..... 20

**Door Springs.**

Torrey's Rod, per doz, ..... (15 p. c.) 2 00  
Coil, per doz, ..... 0 88 1 60  
English, per doz, ..... 2 00 4 00

**Draw Knives.**

Coach and Wagon, dis. 50 and 10 per cent.  
Carpenters, dis. 70 per cent.

**Drills.**

Hand and Breast.  
Millar's Falls, per doz, net list.  
**DRILL BITS.**  
Morse, dis. 37 1/2 to 40 per cent.  
Standard, dis. 50 and 5 to 55 per cent.

**Faucets.**

Common, cork-lined, dis. 35 per cent.  
**ELBOWS.** (Stovepipe.)  
No. 1, per doz, ..... 1 80  
No. 2, per doz, ..... 1 60

Bright, 20c. per doz. extra.  
**ESCUTCHEONS.**  
Discount, 27 1/2 per cent.

**ESCUTCHEON PINS.**  
Iron, discount 40 per cent.

**FACORY MILK CANS.**  
Discount off revised list, 40 per cent.

**FILES.**

Black Diamond, 50 and 10 to 60 per cent.  
Kearney & Footie, 60 and 10 per cent. to 60,  
10, 10.  
Nicholson File Co., 50 and 10 to 60 per cent.  
Jowitt's, English list, 25 to 27 1/2 per cent.

Hay, manure, etc., dis., 50 and 10 per cent  
revised list.

**FRUIT PRESSES.**

Henis', per doz, ..... 3 25 3 50  
Shepard's Queen City, dis. 15 per cent.

**GLASS—Window—Box Price.**

| Size<br>Inches. | Per<br>50 ft. | Per<br>100 ft. | Per<br>50 ft. | Per<br>100 ft. |
|-----------------|---------------|----------------|---------------|----------------|
| Under 26.....   | 2 25          | 4 00           | .....         | 6 00           |
| 26 to 40.....   | 2 30          | 4 35           | .....         | 6 65           |
| 41 to 50.....   | .....         | 4 75           | .....         | 7 25           |
| 51 to 60.....   | .....         | 5 00           | .....         | 8 50           |
| 61 to 70.....   | .....         | 5 35           | .....         | 9 25           |
| 71 to 80.....   | .....         | 5 75           | .....         | 10 50          |
| 81 to 85.....   | .....         | 6 50           | .....         | 11 75          |
| 86 to 90.....   | .....         | 7 25           | .....         | 14 00          |
| 91 to 95.....   | .....         | .....          | .....         | 15 50          |
| 96 to 100.....  | .....         | .....          | .....         | 18 00          |
| 101 to 105..... | .....         | .....          | .....         | 21 00          |
| 106 to 110..... | .....         | .....          | .....         | 24 00          |
| 111 to 115..... | .....         | .....          | .....         | 28 00          |

**GAUGES.**

Marking, Mortise, Etc.  
Stanley's dis. 50 to 55 per cent.  
Wire Gauges.  
Winn's, Nos. 26 to 33, each, ..... 1 65 2 40

**HALTERS.**

Rope, 3/8 per gross, ..... 9 00  
" 1/2 to 3/4 ..... 14 00  
Leather, 1 in., per doz, ..... 3 87 1/2 4 00  
" 1 1/4 in., ..... 5 15 5 20  
Web, — per doz, ..... 1 87 2 45

**HAMMERS.**

Nail  
Maydole's, dis. 5 to 10 per cent. Can. dis.  
25 to 27 1/2 per cent.

**Tack.**

Magnetic, per doz, ..... 1 10 1 20  
Sledge.  
Canadian, per lb., ..... 0 07 1/2 0 08 1/2

**Ball Pean.**

English and Can., per lb., ..... 0 22 0 25

**HANDLES.**

Axe, per doz., net, ..... 1 50 2 00  
Store door, per doz, ..... 1 00 1 50  
**Fork.**  
C. & B., dis. 40 per cent. rev. list.

**Saw.**

American, per doz, ..... 1 00 1 25  
Plane.  
American, per gross, ..... 3 15 3 75  
Hammer and Hatchet.  
Canadian, 40 per cent.

**Cross-Cut Saws.**

Canadian, per pair, ..... 0 13 1/2

**HANGERS.**

doz. pairs  
Steel barn door ..... 5 85 6 00  
Stearns, 4 inch ..... 5 00  
" 5 inch ..... 6 50  
Lane's covered—  
No. 11, 5-ft. run ..... 8 40  
No. 11 1/2, 10-ft. run ..... 10 80  
No. 12, 10-ft. run ..... 12 60  
No. 14, 15-ft. run ..... 21 00  
Lane's O.N.T. track, per foot, ..... 4 1/2

**HARVEST TOOLS.**

Discount, 50 and 10 per cent.  
**HATCHETS.**  
Canadian, dis. 40 to 42 1/2 per cent.

**HINGES.**

Blind, Parker's, dis. 50 and 10 to 60 per cent  
Heavy T and strap, 4-in., per lb., ..... 0 06 1/2  
" 5-in., ..... 0 06 1/2  
" 6-in., ..... 0 06  
" 8-in., ..... 0 05 1/2  
" 10-in., ..... 0 05 1/2  
Light T and strap, dis. 60 and 5 per cent.  
Screw hook and hinge—  
6 to 12 in., per 100 lbs., ..... 4 50  
14 in. up, per 100 lbs., ..... 3 50  
Per gro. pair  
Spring, ..... 12 00

**HOES.**

Garden, Mortar, etc., dis. 50 and 10 p. c.  
Planter, per doz, ..... 4 00 4 50  
**HOLLOW WARE**  
Discount, ..... 45 and 5 per cent

**HOOKS.**

Cast Iron.  
Bird Cage, per doz, ..... 0 50 1 10  
Clothes Line, per doz, ..... 0 27 0 63  
Harness, per doz, ..... 0 72 0 88  
Hat and Coat, per gross, ..... 1 00 3 00  
Chandelier, per doz, ..... 0 50 1 00

**Wrought Iron.**

Wrought Hooks and Staples, Can., dis.  
47 1/2 per cent.

**Wire.**

Hat and Coat, discount 45 per cent.  
Belt, per 1,000, ..... 0 60  
Screw, bright, dis. 55 per cent.

**HORSE NAILS.**

"O" brand 50 p. c. dis. } Oval head.  
"M" brand 50 p. c. }  
Acadian, countersunk head and oval  
top 50 and 10 per cent.



# THOS. FIRTH & SONS, Limited, SHEFFIELD

## Tool Steel and Rock Drill Steel

The Standard for past 50 years  
in Canada and United States.

ALWAYS CARRIED IN STOCK.



### H. W. DeCOURTENAY & Co.

Sole Agents for Canada.

476 St. Paul St., MONTREAL.

Always Specify this BRAND When Ordering.

| HORSESHOES.                                       |  |  | NAIL SETS                                                                |  |  | RASPS AND HORSE RASPS.                                                     |  |  | SCYTHE SNATHS.                                |  |  |
|---------------------------------------------------|--|--|--------------------------------------------------------------------------|--|--|----------------------------------------------------------------------------|--|--|-----------------------------------------------|--|--|
| F.O.B. Toronto                                    |  |  | Square, round, and octagon,                                              |  |  | New Nicholson horse rasp, discount 60 p.c.                                 |  |  | Canadian, dis. 45 p.c.                        |  |  |
| No. 2 No. 1. and larger smaller                   |  |  | per gross                                                                |  |  | Globe File Co.'s rasps, 50 and 10 to 70 p.c.                               |  |  | SHEARS                                        |  |  |
| Iron Shoes.                                       |  |  | Diamond                                                                  |  |  | Heller's Horse rasps, 50 to 50 and 5 p.c.                                  |  |  | Bailey Cutlery Co., full nicked, dis. 60 p.c. |  |  |
| Light, medium, and heavy.                         |  |  | NETTING.                                                                 |  |  | RAZORS.                                                                    |  |  | Seymour's, dis. 50 and 10 p.c.                |  |  |
| Snow shoes.                                       |  |  | Poultry, 40 and 5 per cent. for McMullen's.                              |  |  | per doz.                                                                   |  |  | Heinisch, dis. 50 and 10 p.c.                 |  |  |
| Steel Shoes.                                      |  |  | OAKUM.                                                                   |  |  | Geo. Butler & Co.'s,.....                                                  |  |  | Seymour or Heinisch tailor shears. 15 p.c.    |  |  |
| Light.....                                        |  |  | Navy.....                                                                |  |  | 8 00 18 00                                                                 |  |  |                                               |  |  |
| Featherweight (all sizes).....                    |  |  | U. S. Navy.....                                                          |  |  | 7 50 11 00                                                                 |  |  |                                               |  |  |
| Toe weight steel shoes.....                       |  |  | Canada refined (Toronto)....                                             |  |  | 3 60 10 00                                                                 |  |  |                                               |  |  |
|                                                   |  |  | Sarnia Water White.....                                                  |  |  | 7 00 12 00                                                                 |  |  |                                               |  |  |
|                                                   |  |  | Pratt's Astral.....                                                      |  |  | 4 30 18 00                                                                 |  |  |                                               |  |  |
|                                                   |  |  | Sarnia, Prime White.....                                                 |  |  |                                                                            |  |  | SHOVELS AND SPADES.                           |  |  |
|                                                   |  |  | American w. w.....                                                       |  |  |                                                                            |  |  | Canadian, dis. 40 and 5 per cent.             |  |  |
| JAPANNED WARE.                                    |  |  | OILERS.                                                                  |  |  | REAPING HOOKS.                                                             |  |  | SINKS.                                        |  |  |
| Discount, 45 and 5 per cent. off list, June 1899. |  |  | McClary's Model galvan. oil                                              |  |  | Discount, 50 and 10 per cent.                                              |  |  | Steel and galvanized, discount 45 per cent.   |  |  |
| ICE PICKS.                                        |  |  | can, with pump, 5 gal.,                                                  |  |  | REGISTERS.                                                                 |  |  | SNAPS.                                        |  |  |
| Star, per doz.....                                |  |  | per doz.                                                                 |  |  | Discount, 40 per cent                                                      |  |  | Harness, German, dis. 25 p.c.                 |  |  |
| KETTLES.                                          |  |  | Zinc and tin, dis. 50, 50 and 10.                                        |  |  | RIVETS AND BURRS.                                                          |  |  | Lock, Andrews.....                            |  |  |
| Brass spun, 7 1/2 p.c. dis. off new list.         |  |  | Copper, per doz.....                                                     |  |  | Carriage, Section, Wagon Box Rivets, etc., 50 p.c.                         |  |  | 4 50 11 50                                    |  |  |
| Copper, per lb.....                               |  |  | Brass.....                                                               |  |  | Black M. Rivets, 50 p.c.                                                   |  |  | SOLDERING IRONS.                              |  |  |
| American, 60 and 10 to 65 and 5 p.c.              |  |  | Malleable, dis. 25 per cent.                                             |  |  | Black and Tinned Rivets, 50 p.c.                                           |  |  | 1, 1 1/2 lb., per lb.....                     |  |  |
|                                                   |  |  | GALVANIZED PAIRS.                                                        |  |  | Extras on Iron Rivets in 1-lb. cartons, 1/2 c. per lb.                     |  |  | 0 37                                          |  |  |
|                                                   |  |  | Dufferin pattern pairs, dis. 50 to 50 and 10 p.c.                        |  |  | Extras on Iron Rivets in 1/2-lb. cartons, 1 c. per lb.                     |  |  | 0 34                                          |  |  |
|                                                   |  |  | Flaring pairs, discount 45 per cent.                                     |  |  | Copper Rivets & Burrs, 35 p.c. dis., and cartons, 1 c. per lb. extra, net. |  |  |                                               |  |  |
|                                                   |  |  | Galvanized wash tubs, discount 45 per cent.                              |  |  | Extras on Tinned or Coppered Rivets in 1/2-lb. cartons, 1 c. per lb.       |  |  |                                               |  |  |
|                                                   |  |  | PIECED WARE.                                                             |  |  | Burrs, iron or steel, 45 per cent.                                         |  |  |                                               |  |  |
|                                                   |  |  | Discount 40 per cent. off list, June, 1899.                              |  |  | Terms, 4 mos. or 3 per cent. cash 30 days.                                 |  |  |                                               |  |  |
|                                                   |  |  | PICKS.                                                                   |  |  | RIVET SETS.                                                                |  |  |                                               |  |  |
|                                                   |  |  | Per doz.....                                                             |  |  | Canadian, dis. 35 37 1/2 per cent.                                         |  |  |                                               |  |  |
|                                                   |  |  | PICTURE NAILS.                                                           |  |  | ROPE, ETC.                                                                 |  |  |                                               |  |  |
|                                                   |  |  | Porcelain head, per gross.....                                           |  |  | Sisal. Manila.                                                             |  |  |                                               |  |  |
|                                                   |  |  | Brass head,.....                                                         |  |  | 7-16 in. and larger, per lb. 11 1/2 15 1/2                                 |  |  |                                               |  |  |
|                                                   |  |  | PLANES.                                                                  |  |  | 3/8 in. 12 16                                                              |  |  |                                               |  |  |
|                                                   |  |  | Wood, bench, Canadian dis. 55 per cent.                                  |  |  | 4 and 5-16 in. 12 16 1/2                                                   |  |  |                                               |  |  |
|                                                   |  |  | American dis. 55.                                                        |  |  | Cotton base, 1/4-inch and larger 14 1/2                                    |  |  |                                               |  |  |
|                                                   |  |  | Wood, fancy Canadian or American, 37 1/2 to 40 per cent.                 |  |  | Russia Deep Sea.....                                                       |  |  |                                               |  |  |
|                                                   |  |  | Bailey's (Stan. R. & L. Co.), 50 to 50 and 5 p.c.                        |  |  | Jute.....                                                                  |  |  |                                               |  |  |
|                                                   |  |  | Miscellaneous, dis. 25 to 27 1/2 per cent.                               |  |  | Lath Yarn.....                                                             |  |  |                                               |  |  |
|                                                   |  |  | Bailey's Victor, 25 per cent.                                            |  |  | New Zealand Rope.....                                                      |  |  |                                               |  |  |
|                                                   |  |  | PLANE IRONS.                                                             |  |  | RULES.                                                                     |  |  |                                               |  |  |
|                                                   |  |  | English, per doz.....                                                    |  |  | Boxwood, dis. 75 and 10 p.c.                                               |  |  |                                               |  |  |
|                                                   |  |  | 2 00 5 00                                                                |  |  | Ivory, dis. 37 1/2 to 40 p.c.                                              |  |  |                                               |  |  |
|                                                   |  |  | PLIERS AND NIPPERS.                                                      |  |  | SAD IRONS.                                                                 |  |  |                                               |  |  |
|                                                   |  |  | Button's Genuine per doz pairs, dis. 37 1/2 40 p.c.                      |  |  | Mrs. Potts, No. 55, polished.....                                          |  |  |                                               |  |  |
|                                                   |  |  | Button's Imitation, per doz.....                                         |  |  | No. 50, nickle-plated.....                                                 |  |  |                                               |  |  |
|                                                   |  |  | German, per doz.....                                                     |  |  | Usual rebate on 12 and 50 case lots.                                       |  |  |                                               |  |  |
|                                                   |  |  | PLUMBERS' BRASS GOODS.                                                   |  |  | SAND AND EMERY PAPER.                                                      |  |  |                                               |  |  |
|                                                   |  |  | Impression work, discount, 60 per cent.                                  |  |  | Dominion Flint Paper, 47 1/2 per cent.                                     |  |  |                                               |  |  |
|                                                   |  |  | Fuller's work, discount 65 per cent.                                     |  |  | B & A. sand, 40 and 2 1/2 per cent.                                        |  |  |                                               |  |  |
|                                                   |  |  | Rough stops and stop and waste cocks, discount, 60 per cent.             |  |  | Emery, 40 per cent.                                                        |  |  |                                               |  |  |
|                                                   |  |  | Jenkins' disk globe and angle valves, discount, 55 per cent.             |  |  | SAP SPOUTS.                                                                |  |  |                                               |  |  |
|                                                   |  |  | Standard valves, discount, 60 per cent.                                  |  |  | Bronzed iron with hooks, per doz....                                       |  |  |                                               |  |  |
|                                                   |  |  | Jenkins' radiator valves discount 55 per cent.                           |  |  | 9 50                                                                       |  |  |                                               |  |  |
|                                                   |  |  | Quick opening valves, discount, 60 p.c.                                  |  |  | Hand, Disston's, dis. 12 1/2 p.c.                                          |  |  |                                               |  |  |
|                                                   |  |  | No. 1 compression bath cock.....                                         |  |  | S. & D., 40 per cent.                                                      |  |  |                                               |  |  |
|                                                   |  |  | No. 4.....                                                               |  |  | Crosscut, Disston's, per ft.....                                           |  |  |                                               |  |  |
|                                                   |  |  | No. 7, Fuller's.....                                                     |  |  | S. & D., dis. 35 p.c. on Nos. 2 and 3.                                     |  |  |                                               |  |  |
|                                                   |  |  | No. 4 1/2.....                                                           |  |  | Hack, complete, each.....                                                  |  |  |                                               |  |  |
|                                                   |  |  | 3 00                                                                     |  |  | " frame only.....                                                          |  |  |                                               |  |  |
|                                                   |  |  | PRESSED SPIKES.                                                          |  |  | SASH WEIGHTS.                                                              |  |  |                                               |  |  |
|                                                   |  |  | Discount, 20 per cent.                                                   |  |  | Sectional, per 100 lbs.....                                                |  |  |                                               |  |  |
|                                                   |  |  | PULLEYS.                                                                 |  |  | Solid,.....                                                                |  |  |                                               |  |  |
|                                                   |  |  | Hothouse, per doz.....                                                   |  |  | Per lb.....                                                                |  |  |                                               |  |  |
|                                                   |  |  | 0 55 1 00                                                                |  |  | SASH CORD.                                                                 |  |  |                                               |  |  |
|                                                   |  |  | Axle.....                                                                |  |  | 0 23 0 30                                                                  |  |  |                                               |  |  |
|                                                   |  |  | Screw.....                                                               |  |  | SAW SETS.                                                                  |  |  |                                               |  |  |
|                                                   |  |  | Awning.....                                                              |  |  | "Lincoln," per doz.....                                                    |  |  |                                               |  |  |
|                                                   |  |  | 0 35 2 50                                                                |  |  | 6 50                                                                       |  |  |                                               |  |  |
|                                                   |  |  | PUMPS.                                                                   |  |  | SCALES.                                                                    |  |  |                                               |  |  |
|                                                   |  |  | Canadian cistern.....                                                    |  |  | Gurney Scales, 45 p.c.                                                     |  |  |                                               |  |  |
|                                                   |  |  | Canadian pitcher spout.....                                              |  |  | B. S. & M. Scales, 45 p.c.                                                 |  |  |                                               |  |  |
|                                                   |  |  | 1 40 2 10                                                                |  |  | Champion, 65 per cent.                                                     |  |  |                                               |  |  |
|                                                   |  |  | PUNCHES.                                                                 |  |  | Fairbanks Standard, 35 p.c.                                                |  |  |                                               |  |  |
|                                                   |  |  | Saddlers', per doz.....                                                  |  |  | Dominion, 55 p.c.                                                          |  |  |                                               |  |  |
|                                                   |  |  | Conductors'.....                                                         |  |  | Richelieu, 55 p.c.                                                         |  |  |                                               |  |  |
|                                                   |  |  | Tinnern's solid, per set.....                                            |  |  | Chatillon Spring Balances, 10 p.c.                                         |  |  |                                               |  |  |
|                                                   |  |  | " hollow, per inch.....                                                  |  |  | Screw Drivers.                                                             |  |  |                                               |  |  |
|                                                   |  |  | 0 00 1 00                                                                |  |  | Sargent's, per doz.....                                                    |  |  |                                               |  |  |
|                                                   |  |  | RANGE BOILERS.                                                           |  |  | 6 65 1 00                                                                  |  |  |                                               |  |  |
|                                                   |  |  | Galvanized, 30 gallons.....                                              |  |  | SCREWS.                                                                    |  |  |                                               |  |  |
|                                                   |  |  | 35 ".....                                                                |  |  | Wood, F. H., iron, and steel, 80 p.c.                                      |  |  |                                               |  |  |
|                                                   |  |  | 42 ".....                                                                |  |  | Wood R. H., dis. 75 p.c.                                                   |  |  |                                               |  |  |
|                                                   |  |  | Copper, 30 ".....                                                        |  |  | " F. H. brass, dis. 75 p.c.                                                |  |  |                                               |  |  |
|                                                   |  |  | 35 ".....                                                                |  |  | Wood, R. H., " dis. 67 1/2 p.c.                                            |  |  |                                               |  |  |
|                                                   |  |  | 40 ".....                                                                |  |  | " F. H., bronze, dis. 67 1/2 p.c.                                          |  |  |                                               |  |  |
|                                                   |  |  | Discount off Copper Boilers 10 per cent.                                 |  |  | " R. H., " 62 1/2 p.c.                                                     |  |  |                                               |  |  |
|                                                   |  |  | RAKES.                                                                   |  |  | Drive Screws, 80 per cent.                                                 |  |  |                                               |  |  |
|                                                   |  |  | Cast steel and malleable Canadian list dis. 50 and 10 p.c. revised list. |  |  | Bench, wood, per doz.....                                                  |  |  |                                               |  |  |
|                                                   |  |  | Wood, 25 per cent.                                                       |  |  | " iron,.....                                                               |  |  |                                               |  |  |
|                                                   |  |  |                                                                          |  |  | 3 25 4 00                                                                  |  |  |                                               |  |  |
|                                                   |  |  |                                                                          |  |  | 4 25 5 75                                                                  |  |  |                                               |  |  |
|                                                   |  |  |                                                                          |  |  | SOYTHES.                                                                   |  |  |                                               |  |  |
|                                                   |  |  |                                                                          |  |  | Discount, per doz, net.....                                                |  |  |                                               |  |  |
|                                                   |  |  |                                                                          |  |  | 9 00 15 00                                                                 |  |  |                                               |  |  |

|                                         |  |  |        |                |
|-----------------------------------------|--|--|--------|----------------|
| No. 4—3 dozen in case, net cash.....    |  |  | \$4 80 |                |
| No. 6—3 dozen in case, ".....           |  |  | 8 40   |                |
| TACKS BRADS, ETC.                       |  |  |        |                |
| Per cent.                               |  |  |        |                |
| Strawberry box tacks, bulk.....         |  |  |        | 75             |
| Cheese-box tacks, blue.....             |  |  |        | 80, 12 1/2 & 5 |
| Trunk tacks, black and tinned.....      |  |  |        | 80 & 12 1/2    |
| Carpet tacks, blue and tinned.....      |  |  |        | 75 10 & 5      |
| " (in kegs).....                        |  |  |        | 35             |
| Cut tacks, blue, in dozens only.....    |  |  |        | 70, 10 & 5     |
| " 1/4 weights.....                      |  |  |        | 55             |
| Swedes, cut tacks, blue and tinned..... |  |  |        | 80 & 5         |
| In bulk.....                            |  |  |        | 80 & 5         |
| In dozens.....                          |  |  |        | 70, 10 & 5     |
| Swedes, upholsterers', bulk.....        |  |  |        | 80, 12 1/2 & 5 |
| " brush, blue & tinned, bulk.....       |  |  |        | 45             |
| " gimp, blue tinned and japanned.....   |  |  |        | 70, 10 & 5     |
| Zinc tacks.....                         |  |  |        | 30             |
| Leather carpet tacks.....               |  |  |        | 55             |
| Copper tacks.....                       |  |  |        | 50             |
| Copper nails.....                       |  |  |        | 52 1/2         |



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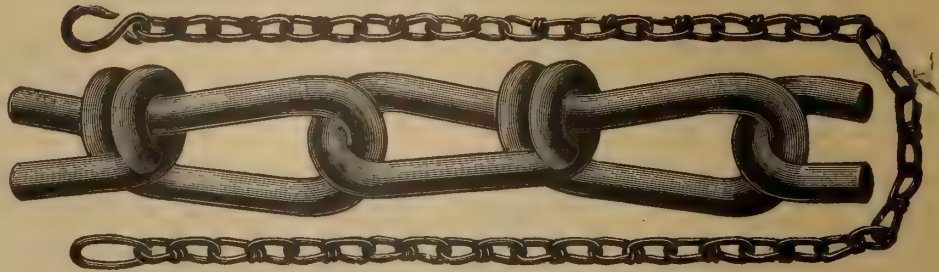
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Every chain guaranteed. Most profitable and satisfactory chain to handle.

**The B. GREENING WIRE CO., Limited**

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|                                                |          |
|------------------------------------------------|----------|
| Trunk nails, black .....                       | 65       |
| Trunk nails, tinned .....                      | 65 and 5 |
| Clout nails, blued and tinned .....            | 65       |
| Chair nails .....                              | 35       |
| Cigar box nails .....                          | 35       |
| Patent brads .....                             | 40       |
| Fine finishing .....                           | 40       |
| Picture frame points .....                     | 10       |
| Lining tacks, in papers .....                  | 10       |
| " " in bulk .....                              | 15       |
| " " solid heads, in bulk .....                 | 75       |
| Saddle nails in papers .....                   | 10       |
| " " in bulk .....                              | 15       |
| Tufting buttons, 22 line, in dozens only ..... | 60       |
| Tin capped trunk nails .....                   | 15       |
| Zinc glazier's points .....                    | 5        |
| Double pointed tacks, dozens .....             | 85       |
| " " bulk .....                                 | 35       |

### TAPE LINES.

|                                |      |      |
|--------------------------------|------|------|
| English, ass skin, per doz.... | 2 75 | 5 00 |
| English, Patent Leather....    | 5 50 | 9 75 |
| Chesterman's each.....         | 0 90 | 2 85 |
| " steel, each .....            | 0 80 | 8 00 |

### THERMOMETERS

Tin case and dairy, dis. 75 to 75 and 10 p.c.

### TRANSOM LIFTERS.

Payson's per doz..... 2 60

### TRAPS. (Steel.)

Game, Newhouse, dis. 2 1/2 p.c.  
Game, H. & N., P. S. & W., 65 p.c.  
Game, steel, 72 1/2, 75 p.c.

|                                |           |
|--------------------------------|-----------|
| <b>TROWELS.</b>                |           |
| Diston's discount 10 per cent. |           |
| German, per doz.....           | 4 75 6 00 |
| S. & D., discount 35 per cent. |           |

### TWINES.

|                                |           |
|--------------------------------|-----------|
| Bag, Russian, per lb.....      | 0 21      |
| Wrapping, mottled, per pack.   | 0 50 0 60 |
| Wrapping, cotton, per lb ..... | 0 17 0 18 |
| Matress, per lb.....           | 0 33 0 45 |
| Staging, ".....                | 0 27 0 35 |
| Broom, ".....                  | 0 30 0 55 |

### VICES.

|                             |            |
|-----------------------------|------------|
| Hand, per doz.....          | 4 00 6 00  |
| Bench, parallel, each ..... | 2 00 4 50  |
| Coach, each.....            | 6 00 7 00  |
| Peter Wright's, per lb..... | 0 12 0 13  |
| Pipe, each.....             | 5 50 9 00  |
| Saw, per doz .....          | 6 50 13 00 |

### ENAMELED WARE.

White, Princess, Turquoise, Blue and White,  
discount 50 per cent.  
Diamond, Famous, Premier, 50 and 10 p.c.  
Granite or Pearl, Imperial, Crescent, 50, 10  
and 10 per cent.

### WIRE.

Brass wire, 50 to 50 and 2 1/2 per cent. off the  
list.  
Copper wire, 45 and 10 per cent. net cash 30  
days, f.o.b. factory.  
Smooth Steel Wire, base, \$3.20 per 100  
lb. List of extras: Nos. 2 to 5, ad

vance 7c. per 100 lb.—Nos. 6 to 9, base—  
No. 10, advance 7c.—No. 11, 14c.—No. 12,  
20c.—No. 13, 35c.—No. 14, 47c.—No. 15,  
60c.—No. 16, 75c. Extras net per 100 lb.:  
Coppered wire, 60c.—tinned wire, \$2—  
oiling, 10c.—special hay-baling wire, 30c.—  
—spring wire, \$1—best steel wire, 75c.—  
bright soft drawn, 15c.—in 50 and 100-lb.  
bundles net, 10c.—in 25-lb. bundles net,  
15c.—packed in casks or cases, 15c.—  
bagging or papering, 10c.

Fine Steel Wire, dis. 12 1/2 per cent.

List of extras: In 100-lb. lots: No.  
17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20,  
\$6.65—No. 21, \$7—No. 22, \$7.30—No. 23,  
\$7.65—No. 24, \$8—No. 25, \$9—No. 26,  
\$9.50—No. 27, \$10—No. 28, \$11—No. 29,  
\$12—No. 30, \$13—No. 31, \$14—No. 32, \$15  
No. 33, \$16—No. 34, \$17. Extras net—  
tinned wire, Nos. 17-25, \$2—Nos. 26-31,  
\$4—Nos. 32-34, \$6. Coppered, 5c.—oil-  
ing, 10c.—in 25-lb. bundles, 15c.—in 50 and  
100-lb. bundles, 25c.—in 1-lb. hanks, 50c.—  
in 1/2-lb. hanks, 75c.—in 1/4-lb. hanks, \$1—  
packed in casks or cases, 15c.—bagging or  
papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.95  
No. 9, \$3.20—No. 10, \$4.10—No. 11, \$4.15  
No. 12, \$3.35—No. 13, \$3.45—No. 14,  
\$4.50—No. 15, \$5.00—No. 16, \$5.25.

Clothes Line Wire, 19 gauge,  
per 1,000 feet..... 3 30

### WIRE FENCING F.O.B.

|                                             |         |
|---------------------------------------------|---------|
| Galvanized, 4 barb, 2 1/4 and 5             | Toronto |
| inches apart.....                           | 3 35    |
| Galvanized, 2 barb, 4 and 6                 |         |
| inches apart.....                           | 3 25    |
| Galvanized, plain twist.....                | 3 35    |
| Galvanized barb, f.o.b. leveland, \$3.15 in |         |
| less than car lots, and \$3.15 in car lots. |         |
| Terms 60 days or 2 per cent. in 10 days.    |         |
| Ross braid truss cable .....                | 4 50    |

### WIRE CLOTH.

Painted Screen, per 100 sq. ft., net... 2 00  
Terms, 4 months, May 1; 3 p.c. off 30 days.

### WRENCHES.

|                                   |           |
|-----------------------------------|-----------|
| Acme, 35 to 37 1/2 per cent.      |           |
| Agricultural, 60 p.c.             |           |
| Coe's Genuine, dis. 20 to 25 p.c. |           |
| Towers' Engineer, each.....       | 2 00 7 00 |
| " S., per doz.....                | 5 80 6 00 |
| G. & K.'s Pipe, per doz.....      | 3 40      |
| Burrell's Pipe, each.....         | 3 00      |
| Pocket, per doz.....              | 0 25 2 90 |

### WRINGERS.

|                                                               |         |
|---------------------------------------------------------------|---------|
| Leader.....per doz.                                           | \$60 00 |
| Royal Canadian .....                                          | 58 00   |
| Royal American .....                                          | 50 00   |
| Discount, 45 per cent.; terms 4 months, or 3<br>p.c. 30 days. |         |

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SEAMLESS, NO CORNER CLIPS.

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Plans and specifications can be seen at this Department; at the offices of Mr. Zeph. Malhiot, resident engineer of the Department at Winnipeg; Mr. H. A. Gray, resident engineer, Confederation Life Building, Toronto; Mr. C. Desjardins, Clerk of Works, Post Office, Montreal, and Mr. Ph. Beland, Clerk of Works, Post Office, Quebec. Forms of tender can also be obtained at the above mentioned places.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied and signed with their actual signatures.

The contractor will be required to conform to regulations to be made by the Governor-General-in-Council, respecting the accommodation, medical treatment and sanitary protection of the workmen employed on the work.

Tender must be accompanied by an accepted bank made payable to the order of the Honourable the Minister of Public Works equal to ten per cent. (10 p.c.) of the amount of the tender, which will be forfeited if the party decline to enter into a contract when called upon to do so, or if he fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,

JOS. R. ROY,

Acting Secretary.

Department of Public Works of Canada,  
Ottawa, June 13th, 1900.

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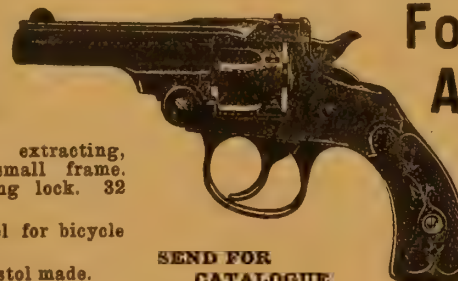
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**NEW** Automatic shell extracting,  
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Weights 12 oz. Rebounding lock. 32  
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Made with shorter barrel for bicycle  
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Stock rolls about 36 inches wide and 1/32, 1/16, 3/32, or 1/8 in. thick.

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**Pig Lead.**

From Stock and to Import.

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**B. & S. H. THOMPSON & CO'Y**

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Cost does not end  
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There's the working to be considered.  
 Imperfect material means imperfect  
 work and—dissatisfaction.

**"BEST BEST POPLAR" BRAND**  
**GALVANIZED FLAT SHEETS**

Always turn out well, smooth,  
 even, soft and workable.

**GALVANIZED CORRUGATED SHEETS**  
**"BLACKWALL" BRAND**

**BLACKWALL GALVANIZED IRON CO.**

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NOR EXORBITANT.—Use  
Langwell's Babbitt. Montreal.

CANADIAN

# HARDWARE

AND METAL  
MERCHANT

The Weekly Organ of the Hardware, Metal, Heating, Plumbing and Contracting Trades in Canada.

VOL. XII.

MONTREAL AND TORONTO JUNE 30, 1900.

NO. 26

## "TANDEM" ANTI-FRICTION METAL.

The Most Economical.  
The Least Wearing.  
The Most Durable.  
Friction Preventing.

"Tandem" Metals are better than  
any other for their purpose,  
and are, therefore :

Resistance Reducing.  
Journal Preserving.  
Power Increasing.  
Lubricant Saving.

### A QUALITY

For Heaviest Pressure and Medium Speed  
or Heavy Pressure and High Speed.

### B QUALITY

For Heavy Pressure and Medium Speed  
or Medium Pressure and High Speed.

### C QUALITY

For Medium Pressure and High Speed  
or Low Pressure and Highest Speed.

Sole Agents :

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THE TANDEM SMELTING SYNDICATE, LIMITED

The largest smelters of Anti-Friction  
Metals in Europe.

Queen Victoria St., London, E.C.

## CANADIAN PLUMBERS AND METAL WORKERS ARE LEVEL HEADED.

They know that for thirty years or more one brand  
of Galvanized Iron has been on the market which has  
always stood their tests, which is galvanized as per-  
fectly and rolled as flat and as uniform in weight as  
iron can be. Therefore, they almost always specify  
"Queen's Head" brand as their first choice.

A copy of our handsome and useful display card sent free  
to any consumer, dealer, or architect, who asks for it.

JOHN LYSAGHT,

Limited, Makers,  
BRISTOL, ENG.

A. C. LESLIE & CO.,

MONTREAL,  
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**OPPORTUNITY** seldom knocks twice at a man's door—the man  
who called on you yesterday for advice as to the best  
Radiator to install in his house gave you the oppor-  
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for Steam or Hot Water Heating? The "Safford"  
absolutely cannot leak, you know.

This interests you, of course—now, let us send  
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original invention in screw-threaded nipple connections  
which has made the "Safford" famous all over the world. Some of Canada's  
largest buildings are fitted throughout with the "Safford," and that's an endorse-  
ment of their perfection that we're proud of. Twenty-five different styles—plain  
or ornamental—to fit circles, curves, angles. Here's your "opportunity"—will you  
take advantage of it?

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Safford  
Radiators.

The Dominion Radiator Company, Limited,  
Toronto, Ontario.



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AND DAIRY

SUPPLIES

CHURNS  
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MANGLES  
CARPET SWEEPERS

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FULL  
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Abbott-Mitchell  
Iron and Steel Company

OF ONTARIO, LIMITED.

Manufacturers of . . .

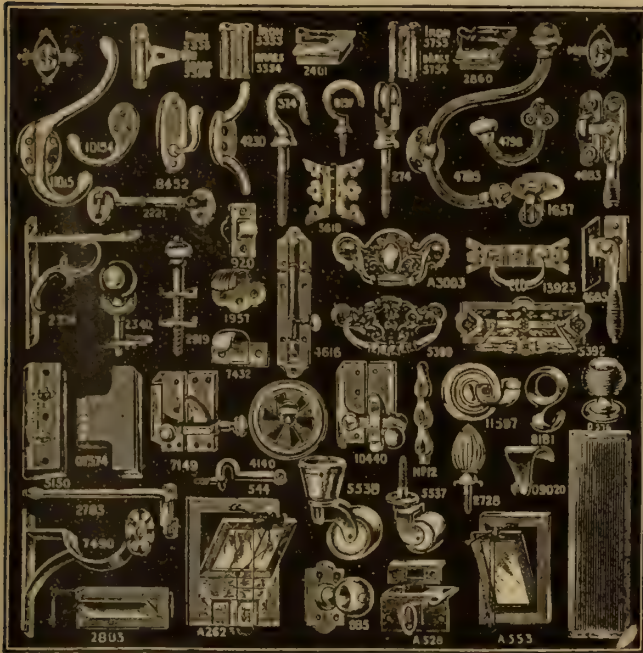
*Bar Iron and Steel  
Nails, Spikes  
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Bolts, Washers, etc.*

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ONTARIO.



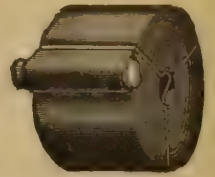
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Manufacturers of every description of **Limited**  
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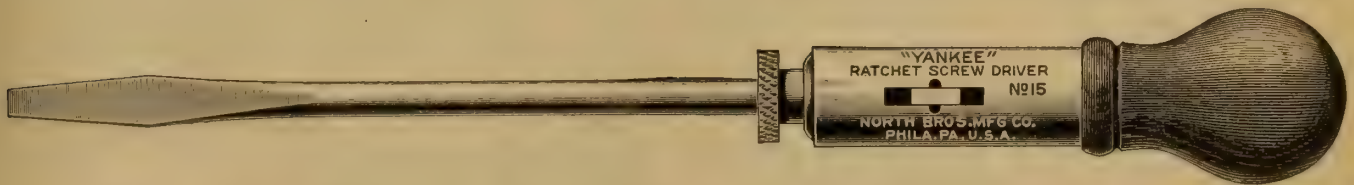
with these brands  
insure the best  
of wear for the  
money.

The Canadian Rubber  
Co. of Montreal,

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### No. 15 "Yankee" Ratchet Screw Driver

RIGHT AND LEFT HAND, AND RIGID, WITH FINGER TURN ON BLADE—2, 3, 4 and 5-in. BLADES.



### No. 20 "Yankee" Spiral-Ratchet Screw Driver

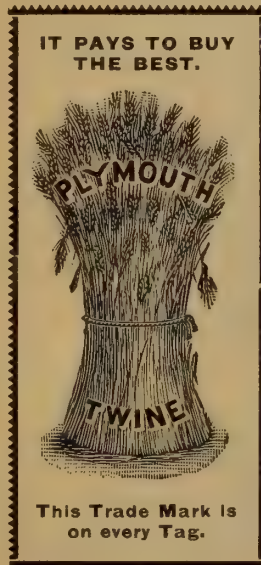
RIGHT HAND ONLY, AND RIGID. 3 SIZES, EXTREME LENGTH OPEN, INCLUDING BIT—14, 17 and 19-inches.

Sold by Leading Jobbers  
throughout the Dominion.

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# PLYMOUTH TWINE



assures the dealer against trouble, gives the farmer greatest value for its cost, and there is no other binder twine made that will give such satisfaction or which in practical use will be found so economical.

“PLYMOUTH” is cheapest because it is BEST and goes FARTHEST.

Prudent People Prefer “Plymouth.”

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“Gordon Crown”

And —

“Apollo.”

From Stock or Import. Enquiries Solicited.

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# ICE CREAM FREEZERS

The Latest  
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The  
"Ideal"

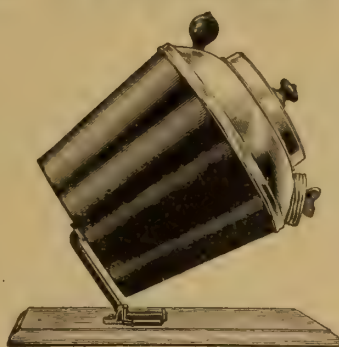
will make cream in two  
to five minutes, accord-  
ing to quantity.

SIMPLE  
PRACTICAL  
VERY RAPID  
ECONOMICAL

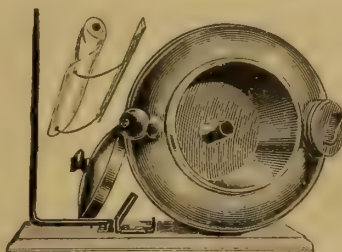
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ALL KINDS AND FOR ALL PURPOSES.

Manila Rope  
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"FIRMUS" Transmission Rope from the finest quality Manila hemp obtainable.  
Orders will not be accepted for second quality or "mixed" goods.

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# THE FAIRBANKS CO.



You will find the style of Truck you want in our Catalogue, which will be sent on application.

*Put July 700*  
We carry a full line.

TRUCKS OF ALL DESCRIPTIONS.

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Money ...  
back if  
not satis-  
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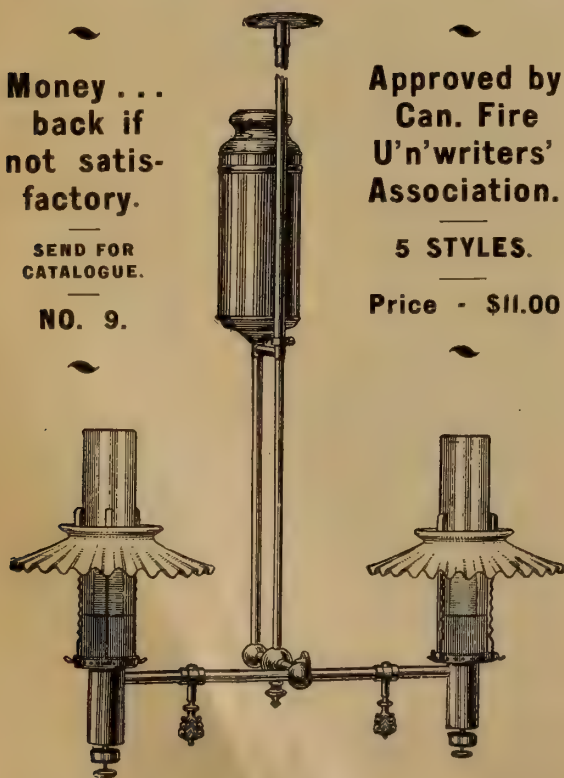
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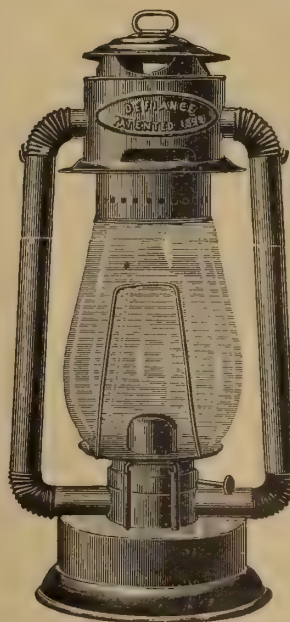
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### Cold Blast Lantern



With **Patent Fluted Plate**, by which the air is admitted so as to come in contact with the Globe, so tending to keep it cool.

Sold by Leading  
Jobbers.

Manufactured by \_\_\_\_\_

W. W. CHOWN & CO.

Belleville, Ontario.



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**Watson, Foster Co.,**

LIMITED

**MONTREAL.****WALL PAPER  
MANUFACTURERS**



Popular Summer Stoves  
that Delight Everybody.

## OXFORD GAS RANGES

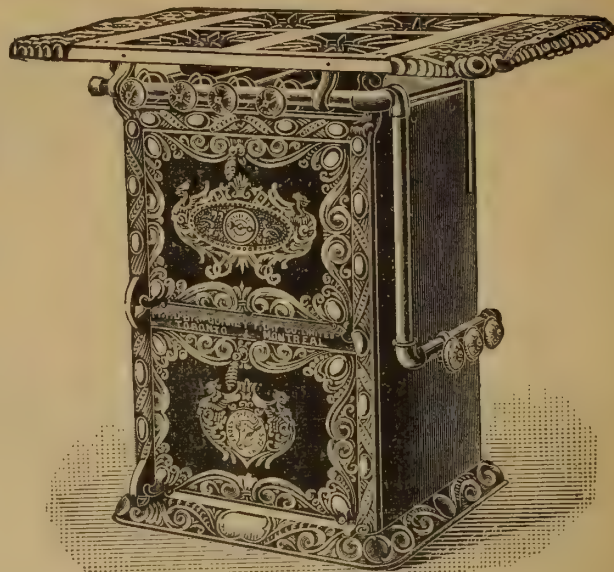
**"QUICK MEAL"** Blue Flame Oil  
and Gasoline Stoves.

These lines include all desirable sizes and styles, and give economical, enduring satisfaction at moderate cost.

The **"Wickless"** Blue Flame Oil are in very great demand, wherever gas cannot be used.

Write us for details if you're not handling them. You can do a big trade and a satisfying trade in "Oxfords" and "Quick Meals."

**WRITE NOW.**



## The Gurney Foundry Co., Limited

THE GURNEY-MASSEY CO., LIMITED,  
MONTREAL.

TORONTO, WINNIPEG, VANCOUVER.

# SEASONABLE SUGGESTIONS



Our Water Coolers are well made.

They have Nickel Plated Faucets.

They are finished in attractive designs and colors.

Our Refrigerator and Water Cooler combined is the acme of utility. It will do the work of an expensive refrigerator with less ice.

It has an oak grain finish.

It has a Nickel Plated Faucet and does the work of a Water Cooler as well as a refrigerator.

That's why we sell so many.



WE WILL BE GLAD TO QUOTE YOU PRICES.

**Kemp Manufacturing Co.,** Toronto,  
Canada.





Vol. XII.

MONTREAL AND TORONTO, JUNE 30, 1900.

No. 26

President,  
JOHN BAYNE MacLEAN,  
Montreal.

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Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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**WHEN WRITING ADVERTISERS  
PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER**

#### SITUATION IN WHITE LEAD.

**N**O doubt some of our readers have noticed that there has been a reduction in the price of ground white lead in the United States market within the last fortnight, and may probably be expecting that a corresponding decline will take place in the Canadian market. We would warn our readers against coming too hastily to such a conclusion.

It is an open secret on the other side of the line that the pig lead situation is entirely controlled by one concern, and,

consequently, the market can be manipulated to suit its own interest. As the purchase price of ores is based on the price of pig lead in New York, the reason for the recent slump in the price of pig may easily be attributed to the stock of ores at the smelters running low; be this as it may, the condition of the domestic market has forced the lead corrodors to reduce their prices, but a reaction in the pig lead market will enable them to put their prices back to where they were on short notice.

The conditions in Canada are entirely different. The price of white lead is governed, not by the American market, but by the price of dry white lead in the English and other European markets, where prices are as high as they have ever been, and with, apparently, no easiness in sight, and this fact, coupled with the steadily advancing values in linseed oil, makes it impossible for the Canadian white lead grinder to reduce his prices without going below cost. At present, Canadian lead is much cheaper than American.

The demand for white lead has been quiet for some time, on account of the high prices ruling for linseed oil and turpentine, which have to some extent curtailed the consumption, but stocks in dealers' hands are running down, and orders are now coming in to the manufacturers in better shape.

The quarterly meeting of the White Lead Association is almost due, and, while it is impossible to foreshadow the action they may take, the cost of raw materials may force their hands and bring about an advance at any moment.

#### FLUCTUATION IN METAL PRICES.

**S**INCE the beginning of last January there has been considerable swing in the price of all leading lines of iron and metals. G.M.B. copper in London, for instance, records £69 12s. 6d. as the low price, and £79 10s. as the high in the interval named. During the same period Lake ingots at New York have varied from 16¼c. as the low to 17¼c. as the high price. Spot tin in London stood at £111 2s. 6d. as the low, with £153 as the high price since the beginning of the year, while in New York the variation was from \$35 to \$25. In most cases prices, both on this side of the water and in England, now stand at or near the low level of the year. Compared with the same date in 1899 the range is as follows:

#### BRITISH PRICES.

|                         | 1900.<br>£. s. d. | 1899.<br>£. s. d. |
|-------------------------|-------------------|-------------------|
| Scotch Warrants.....    | 3 7 9             | 3 6 8             |
| Middlesboro' No. 3..... | 3 7 0             | 3 4 3             |
| Lead, soft Spanish..... | 17 7 6            | 14 7 6            |
| Spelter, G.M.B.....     | 19 7 6            | 26 5 0            |
| Straits tin, spot.....  | 141 0 0           | 116 17 6          |
| Copper, G.M.B.....      | 71 0 0            | 75 12 6           |

#### AMERICAN PRICES.

|                               | 1900.   | 1899.   |
|-------------------------------|---------|---------|
| Pig iron warrants .....       | \$14 25 | \$13 50 |
| No. 1 Foundry, Pittsburg....  | 20 00   | 18 25   |
| Bessemer pig, " .....         | 20 00   | 18 65   |
| Steel billets, " .....        | 28 00   | 32 25   |
| Sheet steel bars, " .....     | 29 00   | 37 50   |
| Lead, desilverized .....      | 3 75    | 4 45    |
| Spelter, Western.....         | 4 20    | 5 90    |
| Straits tin, spot .....       | 30 70   | 25 65   |
| Copper, Lake ingot.....       | 16 37½  | 18 35   |
| Tinplates, coke, 100 lb ..... | 4 70    | 4 00    |
| Antimony, Cookson's .....     | 10 75   | 11 00   |
| " Hallett's .....             | 9 65    | 9 85    |

It is not thought the "Boxers" are well up in the science of self-defence. They may give a good deal of trouble, however,



**ANTI-TRADING-STAMP AGITATION.**

**I**T is questionable whether any scheme which has secured a general foothold in Canada has caused so much dissatisfaction and bitter feeling as has the trading stamp or coupon system. Coupons and stamps have been introduced by vigorous companies, who are, through them, making a good living in an easy and comfortable way. And, everywhere they have found their way, there has developed a decidedly powerful feeling against them, both as regards principle and practice.

When they were first introduced, the principle was admitted as questionable by nearly all dealers, but, as their advocates claimed that their operation was monopolistic (Only one or two merchants in each line in a district were to have them), it was held by many that in practice they would be a good investment to the merchants who secured the "privilege" of handling them.

But, it seems that everywhere experience has compelled a different opinion regarding their value to those who have adopted them. In city after city, and town after town, the merchants who had been induced to pay for the privilege of giving them to their customers met and organized to fight what they unanimously designated "the trading-stamp iniquity."

Some towns, such as Petrolea, Ont., profited by the experience of others, and, when an attempt was made to introduce them, organized to keep them out. On the advent of trading stamps in Petrolea, a meeting of the mercantile section of the board of trade of the town was called, when they formulated a legal agreement with a forfeiture of \$100, which was signed by all but three of the merchants of all lines, not to give trading stamps, coupons, prizes, or anything that was not sound business principle. As a result, only one merchant handles trading stamps, so that they are doomed in that bright town.

In the majority of the cities or towns where they have been introduced they have been allowed to secure a firm footing before means were taken to do away with them.

But the determination that they must go is steadily growing, both in extent and power.

In Toronto the agitation has reached a critical stage, at least as far as the grocers

and butchers of the city are concerned. Meetings have been held, resolutions unanimously passed in their disfavor, and iron-bound agreements to stop giving them are being circulated and largely signed.

The general feeling of dissatisfaction and vigorous fight against the stamps in Toronto would make it an opportune time for merchants in other centres who are paying tribute in the form of trading stamps to organize thoroughly and agree not to handle them.

**EVER SEEKING TO IMPROVE.**

**T**HERE is more scope for a progressive man in the hardware business than a casual observer not acquainted with the details of the business might imagine.

The hardware business might be run in a slipshod manner, but the merchant in this line who takes chances of this nature takes a bigger risk than merchants in many other lines who take the same risk. The hardware merchant whose store-front is the same and whose fixtures have not been changed in the last 10 years, and who has not extended, during the decade, the number of lines he carries, must surely find competition to be keen and the margin of profit to be narrow, in these days of shrewd buying, economical handling and moderate profits.

The many inventions in the way of store fixtures, such as shelf boxes, display counters and racks, oil tanks, etc., in the past few years, make it possible and imperative to do business on more economic lines than was possible 10 years ago. The many lines which, though not a hardwareman's general stock-in-trade, are such that the hardwareman is the most natural agent for them, make it possible for the progressive dealer to extend his source of revenue to as great a degree as his capacity for business will admit.

**WIRE PRICES REDUCED.**

The prices of barbed, galvanized, oiled and annealed wire are all 10c. lower than a week ago, whether the quotations be made f.o.b. Cleveland or at any local point of shipment.

The cause of the reduction is the recent action of The American Steel and Wire Co., Limited, by which their prices at Cleveland were put at the same basis as Pittsburg quotations, whereas, previously, the Cleveland basis has been 10c. higher than Pittsburg.

**PECULIARITIES OF THE PIG IRON MARKET.**

**D**ESPITE all the talk about a backward feeling in the iron trade on this continent, it is interesting to note that the statistics of pig iron production in the United States are, in a sense, a refutation of this assertion. For instance, on June 1 of this year there were in blast 293 charcoal and coke furnaces, with a weekly capacity of 296,376 tons, as compared with June 1 a year ago when there were only 220 furnaces in blast with a capacity of 251,062 tons per week. It is interesting to note also that despite this great increase in production, the stocks of pig iron in the yards of The American Pig Iron Storage Warrant Co. on June 20 were only 5,800 tons, as against 56,400 tons at the same date in 1899. These figures are certainly not an argument that stocks of pig iron are accumulating faster this year than they were last. Nevertheless, it is undoubted that the market has an easy tendency, and that \$20 for Bessemer pig iron at Pittsburg is apparently no inducement to buyers who are not placing orders.

**POOR STREETS AND TOURIST TRAVEL.**

**T**HE attractiveness of a city to tourists may be made or marred according to the condition of its streets.

People may even enjoy being tossed about on a rough corduroy road in the country, but, when they visit a city, nothing but smooth pavements will suit them. And if such are not to be had ten chances to one they will shake that city's dust off their feet as they leave, even though, in other respects, the city offers many attractions to tourist travel.

There are some cities on this continent which have few attractions of a historical or natural character for the tourist, and yet thousands of people flock there year after year. And one of the reasons for this is the character of their roadways.

We have in mind at the moment one city whose fame is its excellently well-paved asphalt streets, which afford miles upon miles of roadway for carriage or bicycle. "Aren't its streets beautifully paved!" is in effect the first thing that nearly every visitor to that particular city says on returning from his first visit thereto.

Most of the leading cities in Canada have some nicely paved streets, but they have still more that are badly paved.

It behooves business men, therefore, in looking after the tourist attractions of their respective cities or towns not to forget the street pavements.



## THE MUCH-TALKED-OF MOULDING MACHINE.

**T**HE moulding machine, which is at present the subject of so much discussion between the foundrymen and the moulders, was dealt with extensively and interestingly by the report of Secretary Penton, submitted to the annual meeting of the American Foundrymen's Association held in Chicago the other day.

After referring to the changes which had been made in late years in the moulding shop, he said :

### THE GREATEST REVOLUTION.

"But the greatest revolution of all has been made by the moulding machine. No one would have been warranted in predicting five years ago what has been possible of accomplishment in 1900 in this respect. It is true, of course, that, in a vague sort of a way, an optimistic foundryman would say that great things were likely to be consummated, but there were no exact data upon which to base any conclusion other than a general feeling that we have been drifting 'machinewards.' The growth of the machine in popular favor and the universal appreciation of its adaptability to a wide range of work has been most remarkable, and every day brings new converts to the already large army of believers in its increasing utility. Patterns that it was thought a few years ago must always be moulded by hand are now successfully made on some of the many types of machines that are now on the market, and foundrymen who, with a conservatism worthy of a better cause, have been clinging tenaciously to old methods have been compelled to see the splendid results their own competitors on similar kinds of work have been securing, and are beginning to feel the pressure that the machine exerts as an economizer and competitor. Just where the line must be drawn between

### THE POSSIBLE AND THE IMPOSSIBLE

in this respect is hard to say, but is it not fair to assume that the thought the advent of the machine has inspired towards systematizing may permeate the manufacture of castings of a larger size, and result to the benefit of the advanced foundryman in that line also by an improvement in some method or other ?

"The machine has brought strongly to the front the fact that there is a factor that must be reckoned with in the management of the foundry which does not view with favor its rapid introduction, viz., labor and labor organizations. The moulder and his union have placed themselves on record as not being opposed to the machine, but, on the contrary, are so much in favor of it that they are inclined to insist upon its control

being put in their hands to the extent that none but union men should be employed to operate it. The irony of this is, of course, self-evident, and no one, not even the union advocates of that policy, are deceived as to what it means, viz., 'restricted output.'

### THE MOULDER AND THE MACHINE.

"It is a very grave question whether or not the moulder is so seriously handicapped by education, environment and association in the efforts to bring out the machine's best possibilities. If he is a good moulder he will not care to work upon a machine whose operation is only manual labor of a severe kind. He will not be as interested in his work as in the production of a mould that requires from him a degree of artistic skill, and, as a result of his having had inoculated into his system a sort of reverence for the unwritten law of the 'set day's work,' he lacks the interest that is taken by the laborer to whom the operation is never other than that of laboring, who makes no unnecessary steps or needless moves, and with whom the only law that regulates or controls his output is his own efficiency. Instances are plenty where the introduction of the machine has been opposed unless a union man willed to operate it, and, as this meant no advantage to the proprietors, the machine is, of course, of no value, and that the proprietor is not permitted to produce the castings he requires in the way he may select, or as cheaply, perhaps, as his competitor not hampered with such restrictions.

"There are, as a result of this condition, several consequences which may admit of reference here. In the first place, the real or fancied

### ANTAGONISM OF THE MOULDER

to the machine has only served to stimulate the activities of inventors, machine producers and foundry proprietors, and it is possible that the machine may have received in some degree an impetus from this source. In the second place, the fact that it is antagonized and the fear that it may be antagonized, may prevent temporarily its introduction or more general use, but this very antagonism must operate as a sort of stimulus which sooner or later must inevitably result in the introduction and operation of the machine, or in any other contrivance that will serve eventually as a cost-reducer. It has been so from the first, when machines of any kind were opposed, and always will be."

### EARLY CLOSING IN WINNIPEG.

The Winnipeg early-closing by-law was moved forward a stage last week. At the regular meeting of the city council delega-

tions from the Early-Closing Association and from those opposed to the by-law were heard before the by-law received its second reading.

After both sides were heard, the by-law was read. Then, after a short discussion, it was passed. It was then decided that before the third reading it will be referred to the city solicitor to settle certain conditions regarding statutory and civic holidays. Though this may delay the passage of the by-law for a few days, there seems to be no question as to its final outcome, as the sentiment of the council seems to be almost unitedly in favor of it.

### DIPLOMACY IN BUSINESS.

**I**F there is one trait more than another which a salesman should cultivate, it is diplomacy, says The Stoves and Hardware Reporter. In fact, it is a characteristic of which it is impossible to have a superabundance. The dealer who has it himself will be able to recognize it when he finds it in a clerk's temperament, or will be able to inculcate it when it is lacking. If the management of the store is hidebound, however, and refuses to make concessions to any one's peculiarities, some irreconcilable difficulties are apt to occur. But such dilemmas may be overcome without sacrifice of dignity or temper on anyone's part. First of all, if tact and diplomacy are employed and a due regard observed for the "fitness of things," customers need never be offended.

The clerk, for instance, should not tell a handsomely-dressed woman that a certain article "will not wear out." It would be better to say that it is serviceable. Nor, on the other hand, should the salesman display a lack of willingness to show higher-priced articles to plainly or ordinarily-dressed people, on the supposition that the latter's purse will not stand such an expenditure. The deceitfulness of appearances holds good in every walk of life. The well-dressed person may have expended most of his income upon his apparel, in order to claim a consideration which is not his due, while, on the other hand, the plainly or even shabbily-dressed person may be one who cares nothing for appearances and is totally oblivious of the effect his attire may produce upon anyone. Treat all with courtesy and consideration, and no one will be offended, though everyone will be pleased and propitiated.

Merchants in all the importing cities are leaving goods they are importing from Great Britain in the Customs and bonded warehouses in order to take advantage of the new preferential tariff of one-third instead of one-quarter which goes into effect next week.



## THE GOOD ASSISTANT QUESTION.

**Y**ES! good assistants are, indeed, "wanted," says a writer in Ironmonger. Of the reality of the demand there can be no doubt. Continually, by employers of all descriptions, one is asked: "Can you recommend me a really good man?" It is also to be noticed that complaints of incompetency are very general. Of course, the time will never come when masters and men will be fully satisfied with each other; but, after making all allowances, complaints are far more numerous than they ought to be. I do not say that they are justified, nor that they are groundless. I merely assert that they are very general.

Those who recollect the

### ASSISTANT OF A GENERATION AGO

frequently contrast what they call the inefficiency of the modern assistant with the good, all-round knowledge and sound business capacity of his predecessor. But, in my judgment, the comparison should not be instituted between the men, but between modern conditions of business and those of 30 years ago. In this particular the difference is enormous. Speaking generally, competition was localized then, and the salesman had none to fear but the rivals of his own district. Cooperative stores were almost unknown, and direct trading was scarcely suspected. Customers were not primed with advertisements, and, as they traveled but little, they were content to make their selection from a very small variety of goods. And, as there was less competition, customers were less exacting.

Moreover, since those far-off days an enormous

### NUMBER OF NEW INDUSTRIES

have been introduced. On its commercial side electricity was unknown. The ironmonger was but rarely called upon to deal with hot-water heating and supply problems. Nor was the sanitary department the complex and semi-scientific thing it is to-day. Cycles made no claim upon the salesman's attention, and the lamp trade did not demand from him one-twentieth part of the knowledge it requires to-day. Machinery formed a quite insignificant part of the stock; and the assistant of the seventies was never driven to despair in the attempt to satisfy the school-of-art student with artistic metal work at bargain prices. All this, and the hurried manner in which business has now to be transacted, together with the vastly increased complexity of business operations, indeed make a marked contrast between that which is and that which used to be.

Thus in our comparisons we must remember that the

### REQUIREMENTS OF TO DAY

are more onerous. Whilst readily admitting that modern assistants are often unequal to their work, yet, in my judgment, they are at least as competent as the best of their predecessors, and, were their duties as simple, they would discharge them quite as well.

Now, although the great change is obvious to anyone who looks around and marks it, yet I am convinced that many ironmongers have failed to recognize its practical import. Consequently, through their failure to adapt themselves to the altered conditions under which they have to work, ironmongers generally have fallen in the estimation of their customers.

Now, if I am correct in supposing that the real cause of the trouble is not deterioration in the quality of the assistants, but the altered environment of commercial life, the question arises,

### WHAT OUGHT TO BE DONE?

Perhaps the employer's first effort should be to keep an open mind in respect to the methods of conducting his business. It does not follow that his present system is the best for his purpose. Next he might, perhaps, ask himself whether some of the blame bestowed upon his assistants is not chargeable against himself. He ought seriously to question whether he has ever really tried to adapt the organization of his staff to permit his assistants to work to the best advantage. I am afraid that real superintendence, involving foresight, organization, leadership, and much besides, is not a conspicuous virtue of employers generally. And for the want of it, irregularities are numerous. These are attributed to incompetency of assistants.

Many employers seem of opinion that the remedy is

### AN IMPROVED RACE OF ASSISTANTS.

Consequently, they are continually seeking "good all-round men—men who can go anywhere and do anything." This is how the requirements are described. But, what is really meant is a man of 25, with the experience of one of 40. For, with it all, he must be cheap, and possess the tireless activity of youth. But the search may as well be abandoned. Such men are not to be had. Even though payment were increased and employers were satisfied to engage older men, a sufficient supply would be unobtainable at any price.

But it must be a very large business that

requires more than one man of mature experience. In most cases

### THE EMPLOYER HIMSELF FILLS THE GAP.

The rest of his assistants should be specialists. An intelligent young man of 22, employed within a well-defined department for six months, would acquire full information concerning that section of the stock, because, although the period be short, yet his attention has been concentrated on comparatively few objects. Of course, to some extent, his general knowledge would be increasing at the same time. Thus, the educational result would be that he would know "everything of something and something of everything."

The benefits of this plan are too plain to need any description. Why, then, is it not generally adopted? Because the employment of specialists involves the organization of the staff upon well-defined lines. It involves the division of the stock into well-defined sections corresponding with the number of assistants. This requires

### ADMINISTRATIVE CAPACITY

in someone, and, even where this exists, the organization and division of staff and stock is a task involving much labor. But it is worth doing, for, by confining the energy of each assistant within the limits of his own department, the employer always has at his disposal a man who, in respect to that branch, is well qualified. More than this no master should desire. If the superintendent, through lack of foresight, induces a condition of things in which business has generally to be transacted with undue hurry, he should remember that work under such circumstances produces a state of mind fatal to accuracy and good work. If men are to be efficient they must be comfortable physically and at ease mentally.

Therefore, to those who "want a good assistant," a good all round man, I offer this counsel:

### CONSIDER THE ORGANIZATION

of your business in respect to its fitness for work under modern conditions. By all means be economical, but eschew parsimony as you would dread a fire. Lastly,

# WIRE NAILS TACKS WIRE

Prompt Shipments

**The ONTARIO TACK CO.**

Limited

HAMILTON, ONT.



as you have no leisure to reform the world, and cannot wait for a race to grow, take your men as you find them. Of those available select the best, and then be content, for, as far as they are concerned, you can do no more. But there is one thing which is within your power. You can organize your staff to suit modern needs and the ability of the men who compose it. Instead of grieving that they will not conform themselves to your system—perfect, no doubt, but perhaps suitable only to the immaculate—adapt your system to suit such men as are to be had, men of moderate attainments, men not properly equipped educationally for their task, men who have many difficulties to encounter, but men who can do wonders when led by a master who inspires their confidence and is competent to direct their energies to the best advantage. Reform the administration of your business. Begin at the very top. Organize, specialize; and then when you want a good assistant you will have a much better chance of securing one.

#### GURNEY EMPLOYEES' PICNIC.

**L**AST Saturday, several circumstances seemed to militate against the customary great success of the annual outing of the employees of The Gurney Foundry Co., Limited, Toronto. The rush of business prevented elaborate preparations. Consequently, when the excursionists landed at Burlington Beach, near Hamilton, and arrived at the new Brant House, they were somewhat disappointed because of the unfinished state of things, and a great many immediately took the radial railway for Hamilton, either to visit Dundurn Park, or make calls upon friends. It was just another experience of the difficulty of holding a large body of people together in the vicinity of a city. However, everybody seemed to enjoy themselves. The weather was beautiful, the sail across the lake delightful, and the ride on the radial railway along Burlington Beach a treat in itself. There was much to see and, of course, much to eat, so no breaking up of the confederate band could detract a great deal from the pleasure of the day. The zeal with which the people of both sexes entered into the sports of the afternoon, run off in Brant Park, indicated that these annual Gurney events are approaching the Queen's Plate in traditional importance. In a few years, he who wins the 100 yards' race at the picnic will be considered as great a hero as he who invents an improvement for the "Oxford" range. Much of the success of the day was due to the energetic attention of the secretary, Mr. Alcock, who seems to know as much about picnicking as he does about business, and also to Mr. Taylor,

who has the knack of keeping everybody in good humor.

But a word about the new Brant House. It is situated about half way between the Burlington bridge and the village of Burlington, and is reached by the radial railway. It is safe to say that it is likely to become one of the most popular summer resort hotels in Ontario. The hotel itself is a magnificent structure, overlooking the lake from a nice height, and is surrounded by most desirable grounds. It will contain about 150 rooms, all fitted in the most modern style. It is to be up-to-date and modern in all particulars. On the roof will be a large beer garden and stage. It is calculated that it will be open to guests after the first week in July.

One of the most interesting parts of the place was the kitchen, where, of course, Gurney fittings are to be found. The range is a beauty, and if the guests complain about the quality of food dished up this summer the cook will be to blame—not the range.

The plumbing is in charge of A. Rogers & Co., of Hamilton. The work appears to be first-class, while Mr. Rogers certainly has made a record for speed. About 40 low-down closets and about 20 bath tubs are scattered throughout the building. A tank holding 25 tons of water feeds a two-inch

main, and it is to be kept filled by an electric pump at the beach. Pages could be written about the beauties and anticipated beauties of the place, but we leave them to be seen.

#### CHEAP BRITISH PIG IRON.

Pig iron can be made in Northamptonshire under normal conditions for 28s. to 30s. per ton, and it could be produced for something less if the railway companies were to deal liberally in the matter of transport, the items being approximately as under :

|                                         | s. | d. |
|-----------------------------------------|----|----|
| 3 tons iron ores, delivered in furnaces | 8  | 0  |
| 1 ton coke                              | 17 | 0  |
| 1/2 ton limestone                       | 2  | 0  |
| Labor at furnaces                       | 3  | 0  |
| Total                                   | 30 | 0  |

In the Cleveland district the cost of producing pig iron under normal conditions is not materially more, while the ascertained selling price of No. 3 Cleveland pig iron over a whole year—the year 1885—is officially stated at 30s. 8-92d. per ton. In that year, therefore, it is to be presumed that Cleveland pig was generally produced for 30s. per ton, but that was when coke could be bought for 12s. per ton or less delivered at the furnaces. It is not at all improbable that 30s. Cleveland pig will again be known. History has a habit of repeating itself.—Iron and Coal Trades Review.

## We Started Paint Making

with the one object of producing the best possible painting material. We did not care what it was made of so long as it was better paint than any other.

We had no more interest in lead than in zinc, and no more in zinc than in lead. If straight lead and oil had proved the best material we would have made S.-W.P. that way ; or we'd have made it of straight zinc and oil if that had been best.

But we found, after long, practical investigation, that pure lead, pure zinc and pure linseed oil, combined in certain definite proportions, made better wearing paint, better covering paint, better looking paint and better working paint than any other.

We don't talk

## THE SHERWIN-WILLIAMS PAINT

in the interest of any one ingredient, but in the interest of good paint solely.



THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

Canadian Division :  
Montreal.  
21 St. Antoine St.,

CLEVELAND. BOSTON.  
CHICAGO. TORONTO.  
NEW YORK. SAN FRANCISCO.  
MONTREAL. KANSAS CITY.



**PIG IRON SHORTAGE IN GERMANY.**

It is already well known that there is a shortage of pig iron on the European continent and especially in the German Customs Union or Zollverein. Though the production of pig iron in the German Customs Union, that is the States of the German Empire and the Grand Duchy of Luxemburg, in 1899 exceeded 8,000,000 tons, it was necessary to import about 750,000 tons to meet the requirements. Of this amount 500,000 tons came from Great Britain and only about 30,000 tons from the United States. The rest came from European countries like France, Belgium, Austria and Sweden. In spite of this

**ENORMOUS CONSUMPTION**

for a country like the German Empire, relatively small compared with the United States, it may be of some interest to the iron producers and consumers in this country to know that the German production is now falling off, while the consumption is still increasing. The production in January was 6,000 tons less than in December last, and in February it lessened further.

In the last half of February the selling offices of the pig iron syndicate invited the pig iron consumers to state their requirements for the next year (1901), so that the needed tonnage might be produced, or, if there would be a shortage, to divide the available iron proportionately among the consumers. Subsequently, it came to light that there will be even a more marked shortage of pig iron in Germany in 1901; and thus

**ALL THE PROBABLE PRODUCTION**

up to June 30, 1901, is already sold, the contracts being closed at prices which exceed expectation. The Verein für den Verkauf von Siegerländer Roheisen has fixed the price for next year's deliveries for spiegel iron with 10 to 12 per cent. manganese at 110 marks (\$27) per metric ton of 1,000 kilos, equivalent to 2,204 lb., avoirdupois. For deliveries in the current year this kind of iron was sold for the most part at 72 marks, or \$17, and a smaller tonnage at 85 marks, or \$20. The above-mentioned price means, therefore, an advance of from 25 to 38 marks, or \$6 to \$9 per ton. The price for finished material is likewise greatly advanced. The price for gas pipes has advanced since March 1, the syndicate having lowered the discount for heavy pipes to 57½ per cent. and for galvanized pipes to 46½ per cent. The patent welded tubes are also higher in price.

It appears from the above that the German consumers buy iron for

**THE REMOTE FUTURE**

at prices of which they never dreamed. And, as the German manufacturers generally

know far ahead what they are going to do, it is to be expected that prosperity will prevail in the iron and steel industry for at least the next 18 to 24 months. It makes no difference if prices in the United States drop a few dollars, when the world consumption keeps on. Europe, with its 25,000,000 tons production of pig iron in 1899, was compelled to buy American raw and half-finished and finished material in increasing quantities, and it will be the same in 1900 and in 1901, until American manufacturers at length find ways and means to have sufficient material when it is needed and where it is needed. One way would be to

**ESTABLISH STORES OF SUPPLIES**

of pig iron, plates, sheets, beams, tees, bands, hoops, pipes, etc., along the rivers Rhine and Elbe—for instance, in Rotterdam; Köln, Frankfurt-on-the-Main, Mannheim, and Strassburg in Alsace, for the Netherlands, West and South German and Swiss trades, and in Hamburg, Berlin, and Magdeburg, for the countries depending on the trade of those cities. With the opening of lake navigation and the Welland canal there will be an opportunity to run steamers from lake ports direct to Rotterdam, and there would be freight enough on hand on either side when the iron and steel manufacturers of the Central West use their abilities and influence to accomplish what everybody who studies world commerce and the movement in the iron trade must regard as in the natural order of things.—Kuhlow.

**5,000 TONS OF CARBIDE A YEAR.**

An Ottawa despatch says that The Ottawa Carbide Co. expects to begin work on August 1, and the furnaces will then be operated night and day. The machinery is arriving, and it will be capable of making 5,000 tons of carbide a year. The grinding

plant has a capacity of 10,000 tons a year, and the probability is that the rest of the plant will be increased to that capacity a short time after starting.

**AN EMBRYO POET.**

"We have an office boy," remarked the representative of The Nicholson File Co. to Hardware, New York, the other day, "who could never draw a salary on account of his physical resemblance to Shakespeare, Alfred Austin, or the poet of The Clam Bay Gazette. He is a chub-faced, dare-devil little rascal, about two feet seven, with feet like a mattress and a head shaped like an ink-well with the cover off. But when it comes to poetic inspiration, combined with idyllic expression, he can give the whole posse a run for their money, and make them put a sheet anchor on their monuments and glory for fear of losing them. See what I found in the Kid's desk the other day," and he produced the following lyric:

There are many men of many minds,  
And many files of many kinds,  
Some are better, some are worse;  
Some a blessing, some a curse.  
For some there is no good excuse,  
Some are made for special use.  
But it's very hard to find  
All virtues in one brand combined.  
Such is the case with the "Nicholson" brand,  
For it is foremost in the land.

**THE BERKEFELD FILTER.**

In a short article dealing with the remarkable popularity of the Berkefeld filter, published some weeks ago in **HARDWARE AND METAL**, the name of the filter was erroneously spelt Berkenfeld.

As this may have lead to some misconception, the correction is now readily made. This filter is made by The Berkefeld Filter Co., Limited, 121 Oxford street, London, W., Eng., and is known all over the world as one of the best travelers' as well as domestic filters now on the market. The firm are seeking agents in Canada, and will send a booklet and other literature to any of the trade seeking information regarding its merits.

**Major Taylor**

Champion of the World

**RIDES**

**AN IVER JOHNSON BICYCLE**

**THEY'RE BOTH FAST.**



# H. S. HOWLAND, SONS & CO.

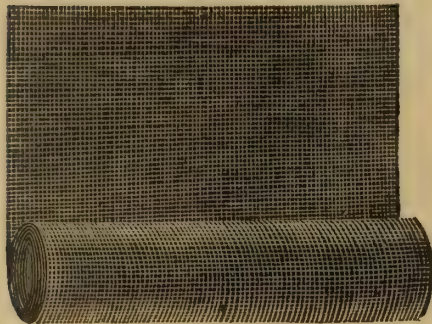
WHOLESALE  
ONLY.

37-39 Front Street West, **Toronto.**

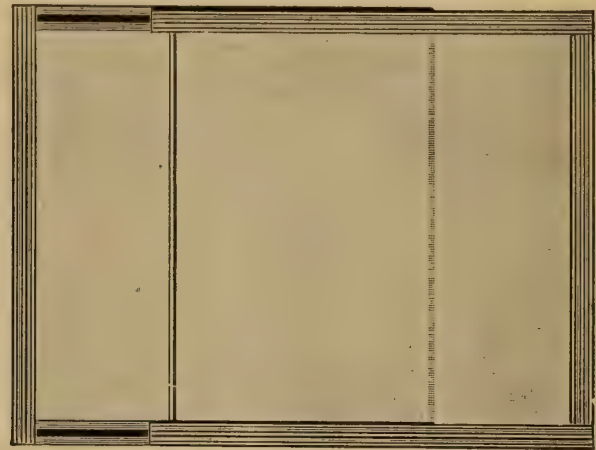
ONLY  
WHOLESALE.

## PERFECTION SCREENS.

### GREEN WOVE WIRE.



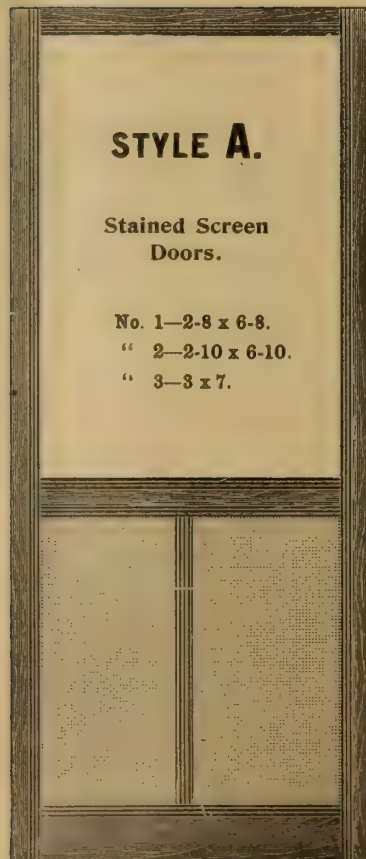
All sizes from  
18 to 42 inches wide.



*all returned to Howland's 9/7/00*

|                                         |
|-----------------------------------------|
| No. 1—18 in. high, extends 14 to 21 in. |
| No. 2—18 in. " " 20 to 33 in.           |
| No. 3—18 in. " " 24 to 40 in.           |
| No. 4—22 in. " " 24 to 40 in.           |

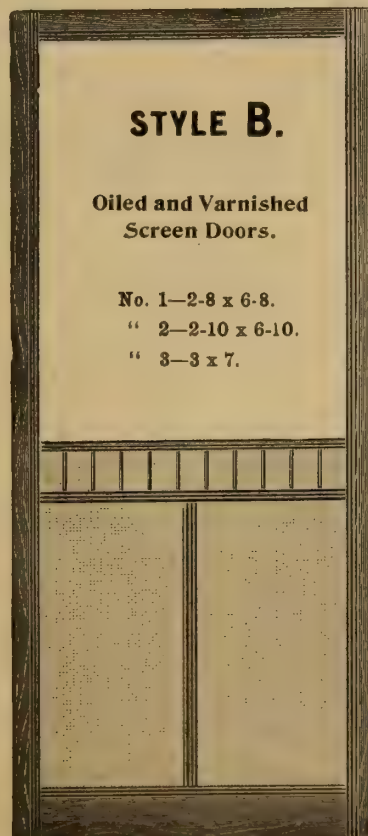
## SCREEN DOORS.



### STYLE A.

Stained Screen  
Doors.

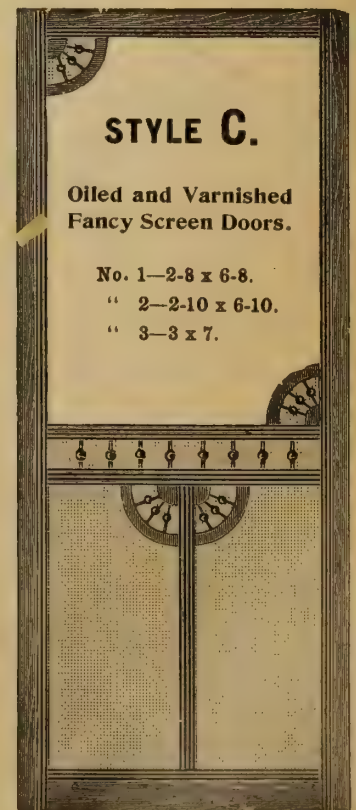
No. 1—2-8 x 6-8.  
" 2—2-10 x 6-10.  
" 3—3 x 7.



### STYLE B.

Oiled and Varnished  
Screen Doors.

No. 1—2-8 x 6-8.  
" 2—2-10 x 6-10.  
" 3—3 x 7.



### STYLE C.

Oiled and Varnished  
Fancy Screen Doors.

No. 1—2-8 x 6-8.  
" 2—2-10 x 6-10.  
" 3—3 x 7.

BEST MADE DOORS AND WINDOWS ON THE MARKET.

## H. S. HOWLAND, SONS & CO., Toronto.

WE SHIP  
PROMPTLY.

Graham Wire and Cut Nails are the Best.

OUR PRICES  
ARE RIGHT.



**BUSINESS CHANGES.****DIFFICULTIES, ASSIGNMENTS, COMPROMISES**

**A**NNIE CAMPBELL, general merchant, Allan Lea, Manitoba, has assigned to J. H. Howden, Neepawa, Manitoba. The creditors met on June 26.

E. S. Larue, general merchant, St. Joseph, Que., has assigned.

P. Boulay, general merchant, Sayabec, Que., is offering 50c. on the dollar, cash.

H. Roberts & Co., general merchants, Strathclair, Man., are asking for an extension.

The mortgagee is in possession of Hemenway & Walker's general store, Carman, Man.

A. Lajoie, general merchant, Clairvaux de Bagot, Que., is offering 40c. on the dollar, cash.

Leonidas Gagnon, hardware merchant, St. Celestin, Que., has compromised at 50c. on the dollar.

J. McD. Hains has been appointed curator of John Younie, manufacturer of window bolts, Montreal.

**PARTNERSHIPS FORMED AND DISSOLVED.**

Lemieux & Renaud, hardware merchants, Montreal, have dissolved.

Nesbitt & Greene, general merchants, Richmond, Ont., have dissolved partnership.

P. & P. Murphy, general merchants, Stoco, Ont., have dissolved partnership, Patrick Murphy continuing.

The Star Iron Metal Co., Three Rivers, Que., have dissolved; Benjamin Cohen now registers as sole proprietor.

Wm. J. Kent and Allan Parsons have registered copartnership as W. J. Kent & Co., general merchants, Bathurst, N.B.

H. C. Harrington and Robert M. Fulton registered partnership on June 12, as general merchants, in Sydney, N.S., as Harrington & Fulton.

David P. Brown, Harry N. Brown and John L. Greenough have registered partnership as The Brown Machine Co., New Glasgow, N.S.

Williamson & McIntyre, hardware merchants, Medicine Hat, N. W. T., have dissolved. J. A. McIntyre retiring and James Rae being admitted.

**SALES MADE AND PENDING.**

Kennedy Bros., blacksmiths, Franklin, Man., have sold out.

L. Banghart, general merchant, Palmyra, Ont., has sold out to Blue & Gosnell.

The assets of the McKee Machinery and Lumber Co., Ottawa, have been sold.

D. S. Vincent, general merchant, Kearney, Ont., advertises his business for sale.

J. J. Kelly, hardware merchant, Orangeville, Ont., has sold out to F. J. Marshall.

Sidney Gainer, carriagemaker, Fenelon Falls, Ont., has sold out to Fred. Chambers.

Wm. D. Brooks, general merchant, Gracefield, Que., sold out at 70c. on the dollar.

C. D. Chown, hardware merchant, Kingston, Ont., has advertised his stock, etc., for sale by tender.

F. N. McConnell, general merchant, Carlton and Lakeview, Ont., advertises his Carlton business for sale.

The Canadian Locomotive and Engine Co., Limited, Kingston, Ont., have advertised their plant, etc., for sale by auction on July 10.

**CHANGES.**

A. Parr, harness dealer, Umatilla, Man., is out of business.

The Ottawa Paint Works, Ottawa, have commenced business.

Conn & Middler, blacksmiths, Vancouver, B.C., are giving up business.

J. Stewart, general merchant, Parkisimo, Man., is retiring from business.

James A. Johnston, blacksmith, has commenced business at Sydney, N.S.

Robert Wickers, dealer in stoves, etc., Victoria, B.C., is out of business.

John Hanson, general merchant, Stevensville, Ont., has been succeeded by C. C. Harris.

The Great West Trading Co. have been incorporated as general merchants at Yorkton, N.W.T.

**FIRES.**

Elias Pullan, scrap iron dealer, Ottawa, been burned out; not insured.

**DEATHS.**

John Hallam, wholesale dealer in leather, hides and wool, Toronto, is dead.

**"KHAKE" PAINT IS SELLING WELL.**

In the spirited and striking advertisement which The Canada Paint Co. publish in this week's issue, they draw attention to the incontrovertible fact that "fortunes are made by a pioneer who provides for the public something it lacks and yet requires." This company certainly advertise liberally and judiciously, but not wastefully.

Since publishing their famous "Khaki" advertisement, which only came out in last week's **HARDWARE AND METAL**, orders have poured in from all parts of the Dominion, and the word "Khaki," as applied to floor paint, will now become as familiar as household words.

The color cards showing the shade of "Khaki" will be mailed upon request.

We are informed that the paint may be used with or without the maroon border. It is very durable, ready for use, and can be applied by anyone handy with a brush.

**INQUIRIES FOR CANADIAN PRODUCE.**

**T**HE following were among the recent inquiries relating to Canadian trade received at the office of the High Commissioner in London:

1. Inquiry has come from a firm in Sydney, New South Wales, respecting Canadian maple sugar and syrup which they are anxious to introduce to the Australian market.

2. The names of gauge glass buyers in Canada are asked for by a manufacturer of these goods.

3. A firm buying box boards from time to time will be glad to send specifications of their requirements to Canadian houses able to meet them.

4. A London firm desire to hear from Canadian exporters of butter, bacon and fresh pork, who are not already represented here.

5. The makers of elastic stockings, surgical bandages, etc., ask to be referred to Canadian business firms willing to take up these lines.

6. An important firm of hemp and wire rope manufacturers are anxious to extend their business to Canada and ask to be supplied with names of users of such goods.

[The names of the firms making the above inquiries can be obtained on application to the editor of **HARDWARE AND METAL**.]

Mr. Harrison Watson, curator of the Canadian Section of the Imperial Institute, recently received the following inquiries:

1. A manufacturer of high-class cutlery and electro-plate contemplates appointing a resident Canadian agent, and is prepared to receive communications from responsible persons. United Kingdom references asked for.

2. A Lancashire manufacturer of woven wire mattresses would like to hear from Canadian makers of wood spring bed frames who can fill orders. Pitch pine is mainly used.

3. A company manufacturing paints and varnishes are prepared to hear from Canadian agents possessing a good connection in their line with a view to representation.

4. A Liverpool firm of produce brokers and commission merchants ask to be placed in touch with Canadian shippers of beans, peas and seeds, also honey, beeswax, tallow, grease, etc. Goods purchased or received on consignment.

5. A manufacturer of starch would be pleased to hear from Canadian makers of potato starch seeking an export outlet.

6. An inquiry has been received for the names of Canadian makers of wood pulp who have supplies to offer, by a firm wishing to place a considerable order.

7. A firm interested in provisions, wines, spirits, etc., asks for names of Canadian importers of these goods.

8. A Rotterdam firm would be prepared to hear from Canadian shippers having tinplate scrap to dispose of. Material wanted bundled in pressed bales. Present value 55s. to 60s. per 1,015 pg. c.i.f.



# PORTLAND CEMENTS

Best German, Belgian and English Brands.

Fire Bricks, Fire Clay, Flue Linings,  
Flue Covers, Drain Pipes  
Scotch and Canadian Tiles,  
Calcined Plaster,  
Granite Hard Wall Plaster,  
Wheelbarrows,  
Scotch Cranes and Derricks,  
Cement Concrete Mixers, Garden Vases,  
Ornamental Chimney Tops,  
Mortar Stains.

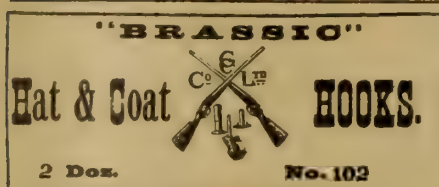
A full stock of Builders' and Contractors' Supplies.  
Write for Quotations.

**W. McNALLY & CO., Montreal**



Ontario Nut Works, Paris  
**BROWN & CO.**

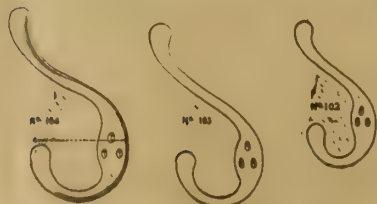
Manufacturers of  
All sizes of Hot Pressed  
Nuts, Square and Hexagon



TRADE MARK

SAVE MONEY BY BUYING

**Gunn's Patent  
Brassic Goods**



Equal to solid brass in every particular. Cost less money—look and wear as well. Sales increasing all the time.

**THE GUNN CASTOR CO., Limited.**

**KNOX HENRY,**

Canadian Agent, 220 Board of Trade MONTREAL.

# EXTENDED INSURANCE.

One of the many liberal features embodied in the  
**UNCONDITIONAL ACCUMULATIVE POLICY**  
issued by the

## Confederation Life Association.

HEAD OFFICE--TORONTO.

is the provision for Extended Insurance. After three full annual premiums have been paid, the insured is entitled to Extended Insurance for the full amount of the policy for a term of years definitely stated therein. Paid-up and Cash Values also guaranteed.

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**W. C. Macdonald,**  
Actuary.

**J. K. MACDONALD,**  
Managing Director

# ECONOMY GASOLINE STOVE

— AND —

## QUICK=BAKER OVEN.

The Stove and Oven that always give perfect satisfaction. No Dust. No Dirt. No Ashes.  
No Waste. No Discomfort. Baking and Ironing in summer a pleasure.



10 POUNDS  
BREAD  
BAKED FOR  
ONE CENT.

8 DOZEN  
BISCUITS  
BAKED FOR  
ONE CENT.

Two-Burner Stove, with Extra Burner for Oven.

The Quick-Baker is ready for use in seven minutes.

— MANUFACTURED BY —

**The Cannom Stove & Oven Co., Limited**

197 King St., LONDON, ONT.

We want the trade in all parts of the DOMINION TO HANDLE THIS STOVE AND OVEN.  
**LIBERAL TERMS. WRITE FOR PRICES.**



# MARKETS AND MARKET NOTES

## QUEBEC MARKETS.

MONTREAL, June 29, 1900.

### HARDWARE.

**T**HERE has been little activity to report in the general hardware market during the past week. Demand both for prompt and forward shipment is light, for buyers, as a rule, persist in the belief that they will not lose anything by holding off. No changes in prices are to note, and the week, as a whole, has been a most uninteresting one.

**BARBED WIRE** — The unsettled feeling in values, to which we have referred, has resulted in an actual decline in the base price on this line, which is now quoted at \$3.50.

**GALVANIZED WIRE** — A quiet business is reported in this wire. We quote as follows: Nos. 6, 7, and 8 gauge, \$3.95; No. 9, \$3.20; No. 10, \$4.10; No. 11, \$4.15; No. 12, \$3.35; No. 13, \$3.45; No. 14, \$4.50; No. 15, \$5; and No. 16, \$5.25.

**SMOOTH WIRE** — Business in oiled and annealed is moderate, and prices remain at \$3.20 per 100 lb.

**FINE STEEL WIRE** — Unchanged at 12½ per cent. discount.

**BRASS AND COPPER WIRE** — Remains the same. Discounts are 55 and 2½ per cent. on brass, and 50 and 2½ per cent. on copper.

**FENCE STAPLES** — Quiet and steady at \$3.60 for bright.

**WIRE NAILS** — A moderate trade is moving in these, and the base price remains \$3.20 for small, and \$3.10 for carlots.

**CUT NAILS** — The same remarks apply to these, which we quote at \$2.85 for small, and \$2.75 for carlots.

**HORSE NAILS** — Inquiry is almost nil. Discount, 50 per cent. on Standard and 50 and 10 per cent. on Acadia.

**HORSESHOES** — Very quiet. We quote: Iron shoes, light and medium pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow shoes, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; X L steel shoes all sizes, 1 to 5, No. 2 and larger, \$4.20; No. 1 and smaller, \$4.45; feather-weight, all sizes, \$5.45; toe weight

steel shoes, all sizes, \$6.55 f.o.b. Montreal.

**SCREWS** — A fair jobbing demand is still experienced. Discounts are as follows: Flat head bright, 80 per cent. off list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

**BOLTS** — As last reported. Discounts are: Tire bolts, 60 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleigh-shoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 52½ per cent.; nuts, square, 3¼c. per lb. off; nuts, hexagon, 4c. off; stove bolts, 60 and 10; plough bolts, 50 per cent.

**RIVETS, ETC.** — In moderate request. Discounts are: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., coopers' rivets and tinned swedes rivets, 45 per cent. off; swedes iron burrs, 40 per cent. off; copper rivets, 35 per cent.;

## Cold Articles For Hot Weather.

### JAPPANED ICE BOX



ECONOMICAL ON ICE. UNEQUALLED IN UTILITY.

### THREE SIZES.

Just the thing for

**CAMPERS or SMALL FAMILIES.**

**BUILT ON THE SAME PRINCIPLE AS A REFRIGERATOR.**

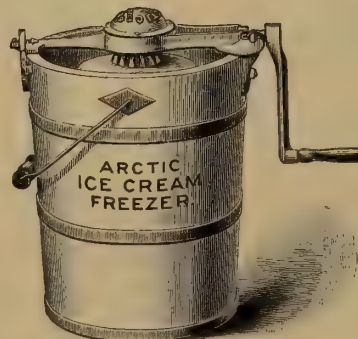
**DOUBLE GALVANIZED SHEET IRON WALLS.**

**LARGE PROVISION CHAMBER, and suitable Ice Compartments.**

**NICKEL PLATED LEVER TAP, for drawing off water.**

**SECTIONAL SHELVES allow of large articles being placed in Box.**

### IMPROVED ARCTIC ICE CREAM FREEZER.



Sizes from 1 to 15 Quarts.

The Cheapest in the market, and second only to the White Mountain.

#### Tinned Beater

With double, Self-adjusting Wood-scraping Bar.

#### Extra Heavy Can

Made from Charcoal Tinplates.

#### Strong Waterproof Tub

Securely bound with Galvanized Iron Hoops.

**Detachable Hinge Top Frame** with Covered Gearing.

— CANADIAN AGENTS FOR THE —

IMPROVED WHITE MOUNTAIN ICE CREAM FREEZER.

## THE McCLARY MFG. CO.

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OUR LATEST PRICES IN THE ABOVE LINES ARE SURE TO INTEREST YOU.



American Sheet Steel Company  
 Battery Park Building  
 New York  
 Manufacturers of all varieties of  
 Iron and Steel Sheets  
 Black and Galvanized

Representatives for Canada  
 B. & S. H. Thompson & Company  
 26 St. Sulpice Street  
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## Drain Pipes Portland Cements Fire Bricks

Contractors' and  
 Founders' Supplies.

### F. HYDE & CO.

31 Wellington street, MONTREAL



"BUILD TO-DAY THEN,  
 STRONG AND SURE.  
 WITH A FIRM AND  
 AMPLE BASE."  
 —Longfellow.

**DO YOU?**

WISH THUS TO BUILD  
 an  
 advertisement  
 in the  
**CONTRACT-  
 RECORD,**  
 TORONTO  
 will bring you  
 tenders from the  
 best contractors.

## Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

## Charcoal Pig Iron

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

coppered iron rivets and burrs, in 5-lb. carton boxes, 45 per cent. off.

CORDAGE.—Trade is motionless and prices unchanged. We quote: Manila, 14 to 14½c., and sisal, 10½ to 11c. base.

SPADES AND SHOVELS.—Little inquired for. Discounts 40 and 5 per cent.

FIREBRICKS.—Demand is fair, especially for future importations. Prices remain \$17 to \$24 per 1,000, as to brand.

CEMENT.—Without new feature. We quote: German, \$2.40 to \$2.60; English, \$2.30 to \$2.40; Belgian, \$1.80 to \$2.10.

### METALS.

Heavy iron and metals have been almost motionless during the past week.

PIG IRON.—Foundrymen and consumers generally appear to be well supplied for the time being. We quote No. 1 Scotch pig \$24.50 to \$25, as to the size of lot.

BAR IRON.—Mills report some forward orders for fair lots, but otherwise the market is dull. We quote \$2.35 to \$2.40 per 100 lb. f.o.b. Montreal.

BLACK SHEETS.—There is some demand for these, and prices are unaltered. We quote: 8 to 15, \$3.10; 18 to 20, \$2.90; 22 and 24, \$2.95; 26, \$3.10, and 28, \$3.15.

GALVANIZED IRON.—Buyers are not urgent on this material. We quote: No. 28 Queen's Head, \$4.75 to \$5.00, and Comet, No. 28, \$4.45 to \$4.70.

INGOT COPPER.—The firmer feeling outside has not affected spot prices which remain at 17½c.

INGOT TIN.—There has been little or no business to report in this metal, and prices remain at 35c.

LEAD.—Rules quiet, as last quoted, at \$4 15.

LEAD PIPE.—Business is small. We quote: 7c. for ordinary and 7½c. for composition waste, with 15 per cent. off.

IRON PIPE.—Very little business is doing. We quote: ¼, \$3.10; ⅜, \$3.10; ½, \$3.40; ¾, \$3.85; 1, \$5.50; 1¼, \$7.50; 1½, \$9.10, and 2-in., \$12.25.

TINPLATES.—Business has been dull and prices are unaltered at \$4.50 for coke and \$4.75 for charcoal.

CANADA PLATE.—There has been little to report in this line. We quote: 52's, \$3.25; 60's, \$3.35; 75's, \$3.45; full polished, \$3.50, and galvanized, \$4.85.

TERNE PLATE.—Trade continues very light and prices are almost nominal at \$8.50.

SWEDISH IRON.—As last reported at \$4.25.

COIL CHAIN.—Without new feature. We quote as follows: No. 6, 12½c.; No. 5, 11c.; No. 4, 10½c.; No. 3, 10c.; ¼-inch, 8½c.; 5-16, \$5.50; ¾, \$5.35; 7-16, \$5.00; ½, \$4.75; 9-16, \$4.70; ⅜, \$4.35; ¼, \$4.25; ⅓, \$4.20, and 1 inch, \$4.10.

## TINPLATES

"LYDBROOK," "TRYM,"  
 "GRAFTON," "ALLWAYS,"  
 "CANADA CROWN," ETC.

## CANADA PLATES

"DOMINION CROWN" All Polished.  
 "ALLWAYS" best Half Bright.  
 "PONTYPOOL" Half Bright.  
 "DOMINION CROWN" Galvanized.

### A. C. LESLIE & CO.

MONTREAL.



IRON AND  
 BRASS

## Pumps

Force, Lift and Cistern  
 Hand and Power.

For all duties. We can supply your wants with—quality the best and prices right. Catalogues and full information for a request.

THE R. McDOUGALL CO., Limited  
 Manufacturers, Galt, Canada.

### ADAM HOPE & CO.

30 JOHN STREET N.

Hamilton, Ont.

Offer from Store,  
 Montreal, Toronto and Hamilton:

PIG TIN, "Straits"  
 INGOT COPPER  
 PIG LEAD  
 ZINC SPELTER  
 ANTIMONY

WRITE FOR QUOTATIONS.

### NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

## Ferrona Pig Iron

And SIEMENS MARTIN

## Open Hearth Steel



# ROOFING PITCH AND REFINED GAS TAR

We have a few hundred bbls.  
of each to offer at close prices.

THE ...

**Imperial Varnish & Color Co.**  
LIMITED  
TORONTO, ONTARIO.

WE HAVE A LARGE AND FULLY ASSORTED  
STOCK OF

# HARVEST TOOLS

Forks, Snaths,  
Rakes, Spades,  
Hoes, Shovels,  
Scythes, Etc.,

and will guarantee prompt shipment from  
warehouse for immediate orders.

**JOHN BOWMAN**  
**HARDWARE & COAL CO.,**  
....London, Ont.

SHEET ZINC—Unchanged, at 7 to 7½c.  
ANTIMONY—Featureless, at 10½c.

## PAINTS AND OILS.

There has been an active movement in paints and oils, and, with strong advices from abroad, the market exhibits a generally firm tone. Linseed oil has a firm, upward tendency, but turpentine is lower, having declined 4c. in response to advices from the South. Mixed paints show a stronger tendency, owing to the sharp advances lately established in oil, and makers are talking of marking up prices. We quote:

WHITE LEAD—Best brands, Government standard, \$6.75; No. 1, \$6.37½; No. 2, \$6; No. 3, \$5.62½, and No. 4, \$5.25, all f.o.b. Montreal, prompt cash.

DRY WHITE LEAD—\$5.75 in casks; kegs, \$6.

RED LEAD—Firm; casks, \$5.10; in kegs, \$5.35.

WHITE ZINC PAINT—Pure, dry, 8c.; No. 1, 6½c.; in oil, pure, 9c.; No. 1, 7½c.

PUTTY—We quote: Bulk, \$1.95; bladders, in bbls., \$2.10; bladders, in cases, \$2.25; in tins, \$2.35 to \$2.60.

LINSEED OIL—Raw, 84c.; boiled, 87c., five to nine-barrels, 1c. less, ten and twenty-barrel lots open, net cash, plus 2c. for 4 months. Delivered anywhere in Ontario between Montreal and Oshawa at 2c. per gallon advance and freight allowed.

TURPENTINE—Single barrels, 68c.; two to four barrels, 69c.; five barrels and over, open terms, the same terms as linseed oil.

MIXED PAINTS—Firm; \$1.20 to \$1.40 per gallon.

CASTOR OIL—Firm; 8½ to 8¾c. in whole-sale lots, and ½c. additional for small lots.

SEAL OIL—47½ to 50c.

COD OIL—32½ to 35c.

PARIS GREEN—Demand fair at firm prices; 1-lb. packets, 19½c., and drums, 18½c.

NAVAL STORES—A more active business, \$2.75 to \$4.50, as to brand; coal tar, \$3.25 to \$3.75; cotton waste, 4½ to 5½c. for colored, and 6 to 7½c. for white oakum, 5½ to 6½c., and cotton oakum, 10 to 11c.

## GLASS.

There has been little activity to report in window glass. We quote: First break, \$2; second, \$2.10 for 50 feet; first break, 100 feet, \$3.80; second, \$4; third, \$4.50; fourth, \$4.75; fifth, \$5.25; sixth, \$5.75, and seventh, \$6.25.

## PETROLEUM.

Steady. We quote: "Silver Star," jobbers, 16½c.; retail, 17¼c.; "Imperial Acme," 17½ and 18½c.; "S. C. Acme," 19 and 20c.; "Astral," 20 and 21c.

## HIDES.

Unchanged: Beef hides, 8c. for No. 1; 7c. for No. 2, and 6c. for No. 3. Calfskins, 9c. for No. 1, and 7c. for No. 2.

## ONTARIO MARKETS.

TORONTO, June 29, 1900.

## HARDWARE.

THE volume of business continues about the same as last week. Orders are all of a sorting nature. Payments continue fair. Quite a few forward orders for guns and ammunition have been shipped during the last fortnight, but orders for future delivery are light, retailers evidently being of the opinion that it would be best to buy these goods as required. As the indications point towards a reduction rather than an increase in price, this policy seems to be the proper one. There is a good trade being done in some lines of rivets and burrs. The price of both barbed and galvanized wire is 10c. lower, this being the result of the action of The American Steel and Wire Co., which put Cleveland prices on the same basis as Pittsburg, whereas, up to recently, they have been 10c. higher. The week has shown an improved demand for builders' hardware.

BARBED WIRE—The demand continues good, though orders are of a sorting nature. A reduction of 10c. is noted. We quote f.o.b. Cleveland \$2.95 in carlots, and \$3.05 in less than carlots; f.o.b. Toronto, \$3.25 for less than carlots.

GALVANIZED WIRE—The movement is



not large. In consequence of a reduction of 10c. in Cleveland prices by the manufacturers, a general decline of 10c. is noted. We quote from Toronto as follows: No. 5, \$4.52½; Nos. 6, 7 and 8 gauge, \$3.85; No. 9, \$3.10; No. 10, \$4; No. 11, \$4.05; No. 12, \$3.25; No. 13, \$3.35; No. 14, \$4.40; No. 15, \$5.10; No. 16, \$5.15. The f.o.b. price Cleveland for No. 69 base is \$2.80 in less than carloads, and \$2.70 for carloads. Terms are 60 days or 2 per cent. 10 days.

**SMOOTH STEEL WIRE**—The demand is slackening off a good deal for oiled and annealed wire, and it is not likely there will be much movement before fall. Hay-baling wire is also quiet. Quotations are 5c. lower. The base price is now \$3.10 per 100 lb.

**WIRE NAILS**—There is a somewhat better movement in wire nails. Quotations are unchanged, the base price continuing at \$3.10 for carlots and \$3.20 for small lots.

**CUT NAILS**—The demand for cut nails is small. Prices are unchanged, the basis being \$2.85 per keg Toronto, Hamilton, London and Belleville.

**HORSESHOES**—There is little doing. No change in prices. We quote f.o.b. Toronto, Hamilton, London and Guelph: No. 2 and larger, light, medium and heavy iron shoes, \$4.05; snow shoes, \$4.30; light steel shoes, \$4.35; featherweight shoes, all sizes, \$5.60. No. 1 and smaller, light, medium and heavy iron shoes, \$4.30 per keg; iron snow shoes, \$4.55; light steel shoes, \$4.60; featherweight steel shoes, all sizes, \$5.60.

**HORSE NAILS**—There is no change. Discount 50 per cent. on standard oval head, and 50 and 10 per cent. on Acadia.

**SCREWS**—A moderately good trade continues with prices steady. We quote: Flat head bright, 80 per cent. off the list; round head bright, 75 per cent.; flat head brass, 75 per cent.; round head brass, 67½ per cent.; flat head bronze, 67½ per cent.; round head bronze, 62½ per cent.

**BOLTS AND NUTS**—Trade in these lines is somewhat reduced, and prices remain as before. We quote: Norway bolts, full square, 65 per cent.; common carriage bolts, all sizes, 50 per cent.; ditto, full square, 65 per cent.; machine bolts, all sizes, 52½ per cent.; coach screws, 65 per cent.; sleighshoe bolts, 70 per cent.; blank bolts, 52½ per cent.; bolt ends, 62½ per cent.; nuts, square, 3¼c. off; nuts, hexagon, 4c. off; tapping nuts, 60 per cent.; tire bolts, 60 per cent.; stove bolts, 60 and 10 per cent.; plough bolts, 50 per cent.

**RIVETS AND BURRS**—There is a good trade in some lines of rivets, particularly section rivets. There is also a good movement of copper rivets and burrs. There is

## The Superiority of our METALLIC CEILINGS AND WALLS

consists in their perfect, practical accuracy, as well as the beauty of the designs.

The plates fit perfectly, and are easily applied—the pattern continuing throughout the entire wall or ceiling with absolute precision.

They may not be less expensive in the start, but they're decidedly least expensive in the end, because of their splendid durability and thorough excellence in every detail.

You never hear complaints from customers when you handle these goods.

HAVE YOU OUR PRICE LIST?



SAMPLE DESIGN NO. 420.

**METALLIC ROOFING CO., Limited** **KING and DUFFERIN STREETS, Toronto.**  
Wholesale Manufacturers.

no change in quotations. We quote: Carriage section, wagon box, rivets, etc. 50 per cent.; black M rivets, 50 per cent.; iron burrs, 45 per cent.; copper rivets, 35 per cent.; bifurcated, with box, 5-lb. carton boxes, 30c. per lb.

**ENAMELED WARE**—Trade keeps active. It looks as if the retail trade are stocking up in these goods, evidently realizing that the prices are low. Some manufacturers are reported short on several staple lines. There is no change at present in quotations.

**TINWARE**—There is no change in the trade of tinware, though there is a considerable movement of goods in the regular sorting way.

**EAVETROUGH**—There is not much demand for eavetrough for present delivery, but a fair number of orders are coming in to be sent out in the fall.

**ROPE**—Since the decline of last week prices have steadied, and the feeling is now firm. There is not much doing.

**BINDER TWINE**—There is little activity in the hemp market, according to recent cable advices. Jobbers are booking orders.

**SPADES AND SHOVELS**—Not very much doing, the sorting orders received being light. Discount is unchanged at 40 and 5 per cent.

**HARVEST TOOLS**—These are going out well for this time of the year. Jobbers' stocks are going down nicely, and it looks as though some goods might be short, but manufacturers write that they will be able to keep jobbers supplied with a sufficiency in all lines. Discount, 50, 10 and 5 per cent.

**POULTRY NETTING**—A good many sorting orders are being received. Discount is still 40 and 5 per cent.

**ICE CREAM FREEZERS AND REFRIGER-**

**ATORS**—There is a good trade in ice cream freezers, but the demand for refrigerators is limited.

**CHURNS**—Quite a number of orders have been received for churns during the past week.

**SCREEN DOORS AND WINDOWS**—There is an active demand for these goods from all sections of the country. The season has been backward, as retailers have bought only to meet actual requirements, owing to the high prices. The recent hot weather has helped the sale of these goods.

**GREEN WIRE CLOTH**—There has been a good movement of these goods during the past week. Prices are steady at \$2 per 100 sq. ft., a quotation likely to hold for the balance of the season.

**BUILDERS' SUPPLIES**—A good quantity of builders' hardware has gone out to many districts during the past week. The recent reduction in the price of lumber seems to have helped the sale of these goods.

**SPORTING GOODS**—There has been an active demand during the past week for guns, ammunition and powder.

**CUTLERY**—There is a good sorting trade being done but orders for future delivery are light.

**CEMENT**—There is a very heavy movement this week. Some dealers are not able to supply the demand. Prices, however, have not changed. We quote in barrel lots: Canadian Portland, \$2.80 to \$3; Belgian, \$2.75 to \$3; English do., \$3; Canadian hydraulic cements, \$1.25 to \$1.50; calcined plaster, \$1.90; asbestos cement, \$2.50 per bbl.

### METALS.

There has been a fairly active movement in metals during the past week. Prices are unchanged throughout.



**FIG IRON**—There is no change. Little business has been done during the past week. Prices are steady. We quote: Hamilton iron at \$23 for No. 1, \$22.50 for No. 2, f.o.b. the furnace.

**BAR IRON**—There is a steady business doing in bar iron. Prices are firm. We still quote \$2.30 to \$2.40, according to quality.

**HOOP STEEL**—Business continues steady at the base price of \$3.25 per 100 lb.

**FIG TIN**—Prices have fluctuated considerably in foreign markets, but the local markets have not yet been affected. We quote 35c. as the ruling price.

**TIN PLATES**—Prices are steady, and the conditions are practically the same as last week.

**TINNED SHEETS**—There is no change, and the movement is small.

**GALVANIZED SHEETS**—There has been an improved activity in this line. Prices are firm, the ruling quotation being \$5.10 for English, and \$4.75 for American.

**BLACK SHEETS**—There is a fair movement in both large and small lots. We as quote \$3.60 the ruling price.

**IRON PIPE**—There is more vigorous inquiry for iron pipe. Market conditions are unchanged, though some dealers continue to sell below to-day's cost. We quote black pipe as follows:  $\frac{1}{8}$  inch, \$3.50;  $\frac{1}{4}$  inch, \$3.85;  $\frac{1}{2}$  inch, \$3.40;  $\frac{3}{4}$  inch, \$2.88; 1 inch, \$5.50;  $1\frac{1}{4}$  inch, \$7.44;  $1\frac{1}{2}$  inch, \$8.94; 2 inch, \$11.93. Galvanized pipe is quoted as follows:  $\frac{1}{4}$  inch, \$4.92;  $\frac{3}{4}$  inch, \$5.81; 1 inch, \$8.34;  $1\frac{1}{4}$  inch, \$11.38;  $1\frac{1}{2}$  inch, \$13.66; 2 inch, \$18.21.

**LEAD PIPE**—There is quite a moderate business doing. We quote 7c. per lb., with discount 15 per cent., f.o.b. Toronto.

**LEAD**—There is a good active demand for lead. Some large as well as a good run of small orders being received. We still quote 5 to  $5\frac{1}{2}$  c.

**SOLDER**—There is still a good movement, though generally the orders are of a small nature. We still quote: Half-and-half, 21 to 22c. per lb.; refined, 20 to 21c., and wiping, 20 to  $20\frac{1}{2}$  c.

**ANTIMONY**—There is a fair trade doing. Prices are firm. We quote: Cookson's 11 to  $11\frac{1}{2}$  c. per lb.

**CANADA PLATES**—There is not much doing. There is a fair delivery of import orders. We quote: All dull, \$3.50; half-polished, \$3.60, and all bright, \$4.

**COPPER**—The market is firm. There is a fair business being done in ingot copper in small lots, and a good demand for sheet copper. We still quote ingot at  $19\frac{1}{2}$  to 20c., and sheet at 23 to  $23\frac{1}{2}$  c.

**BRASS**—There is a moderate movement.

The discount on sheet is steady at 10 per cent.

**ZINC SPELTER**—There is little doing, with prices unchanged at 7 to  $7\frac{1}{4}$  c.

**SHEET ZINC**—There is a fair movement of small lots, but there are no large orders coming in. We quote:  $7\frac{1}{2}$  c. per lb. for casks and  $7\frac{3}{4}$  c. per lb. for part casks.

#### PAINTS AND OILS.

Considering the season, the market is a fairly brisk one. During the hot months a generally quiet market prevails. Prices remain in most lines the same. Turpentine, however, is 2c. less. Some jobbers advise their customers to buy now, while others state that there is a possibility of a further decline. Linseed oil at present prices is very firm. For these two materials there has been a big demand, people having been holding off in expectation of a drop in prices. We quote as follows:

**WHITE LEAD**—Ex Toronto, pure white lead, \$6.87 $\frac{1}{2}$ ; No. 1, \$6.50; No. 2, \$6.12 $\frac{1}{2}$ ; No. 3, \$5.75; No. 4, \$5; dry white lead is casks, \$5.75.

**RED LEAD**—Genuine, in casks of 560 lb., \$5.50; ditto, in kegs of 100 lb., \$5.75; No. 1, in casks of 560 lb., \$5 to \$5.25; ditto, kegs of 100 lb., \$5.25 to \$5.50.

**LITHARGE AND ORANGE MINERAL**—Litharge, 6 to  $6\frac{1}{2}$  c.; orange mineral, 8 to  $8\frac{1}{2}$  c.

**WHITE ZINC**—Genuine, French V.M., in casks, \$7 to \$7.25; Lehigh, in casks, \$6.

**PARIS WHITE**—90c.

**WHITING**—60c. per 100 lb.; Gilders' whiting, 75 to 80c.

**GUM SHELLAC**—In cases,  $22\frac{1}{2}$  c.; in less than cases, 25c.

**PUTTY**—Bladders, in bbls., \$2.10; bladders, in 100 lb. kegs, \$2.15; bulk, in bbls., \$1.95; bulk, in less quantities, \$2.10.

**PLASTER PARIS**—New Brunswick, \$1.90 per barrel.

**PARIS GREEN**—Petroleum, bbls., 18c.; arsenic, kegs,  $18\frac{1}{4}$  c.; drums, 50 and 100 lb.  $18\frac{3}{4}$  c.; drums, 25 lb.,  $19\frac{1}{4}$  c.; tins, 1 lb.,  $20\frac{3}{4}$  c.; tins,  $\frac{1}{2}$  lb.  $22\frac{3}{4}$  c.; packages, 1 lb.,  $19\frac{1}{4}$  c.; packages,  $\frac{1}{2}$  lb.,  $21\frac{1}{4}$  c.

**PUMICE STONE**—Powdered, \$2.50 per cwt. in barrels, and 4 to 5c. per lb. in less quantity; lump, 10c. in small lots, and 8c. in barrels.

**LIQUID PAINTS**—Pure, \$1.20 to \$1.30 per gallon; No 1 quality, \$1.00 per gallon.

**SEAL OIL**—54c. per gallon, and yellow seal at 45c.

**CASTOR OIL**—East India, in cases, 10 to  $10\frac{1}{2}$  c. per lb. and  $10\frac{1}{2}$  to 11c. for single tins.

**LINSEED OIL**—Raw, 1 to 4 barrels, 86c.; boiled, 89c.; 5 to 9 barrels, raw, 85c.; boiled, 88c., delivered. To Toronto, Hamilton, Guelph and London, 2c. less.

**TURPENTINE**—Single barrels, 71c.; two

**Oakey's**

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters.

## 'WELLINGTON' KNIFE POLISH

**JOHN Oakey & Sons, Limited**

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

**JOHN FORMAN, 644 Craig Street MONTREAL**



**COVERT MFG. CO.**

West Troy, N.Y.

**DERBY SNAP.**

With Plated Rust Proof and Guarded Spring.

"THE LATEST AND BEST."

For Sale by all Jobbers at Manufacturers' Prices.



**PRIEST'S CLIPPERS**

Largest Variety, Toilet, Hand, Electric Power ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

**WE MAKE THEM.**

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Nashua, N.H., U.S.A.

## NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies. MADE SOLELY BY

**W. NEWMAN & SONS, Birmingham.**

## BURMAN & SONS', LIMITED HORSE CLIPPERS

The Warwick Clipper cuts over 3 teeth, as supplied to Her Majesty's War Office to clip the cavalry horses in South Africa.

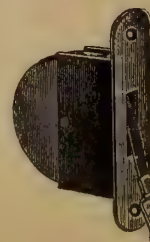
Barbers' Clippers in many qualities. Power Horse Clippers as supplied to the Czar of Russia's Stables and Field Marshal Lord Roberts. Power Sheep Shearing Machines.

**BURMAN & SONS, Limited, Birmingham.**

## LUBRICATING OIL

27 to 28 Gravity. Delivered in barrels F.O.B. Cars here at 20c. per gallon, barrel included.

**B. S. VANTUYL, - Petrolia, Ont**



**Pullman Sash Balance Co.**

Makers of the

"Pullman" Hardware Specialties

Main Office and Works,

**Rochester, N.Y., U.S.A.**

On sale all round the globe.



to four barrels, 70c., delivered to outside points. Toronto, Hamilton, London, Sarnia, Walkerville, Chatham, Dresden, Wallaceburg and Amherstburg, 2c. less. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

**GLASS.**

Prices are unchanged since last week. The market continues fair. We quote first break locally: Star, in 50 foot boxes, \$2.25, and 100-foot boxes, \$4.00; double diamond under 25 united inches, \$6.00, Toronto, Hamilton and London; terms 4 months or 3 per cent., 30 days.

**OLD MATERIAL.**

There is practically no demand, the market being duller than last week. Prices remain steady on all but heavy red scrap brass, which has declined  $\frac{1}{2}$ c. We quote jobbers' prices as follows: Agricultural scrap, 50c. per cwt.; machinery cast, 50c. per cwt.; stove cast scrap, 40c.; No. 1 wrought scrap, 50c. per 100 lb.; new light scrap copper, 12c. per lb.; bottoms,  $10\frac{1}{2}$ c.; heavy copper, 12c.; light scrap brass, 7c.; heavy yellow scrap brass, 10c.; heavy red scrap brass,  $10\frac{1}{2}$ c.; scrap lead,  $2\frac{3}{4}$ c.; zinc,  $2\frac{1}{2}$ c.; scrap rubber, 5c.; good country mixed rags, 65 to 75c.; clean dry bones, 40 to 50c. per 100 lb.

**PETROLEUM.**

There is nothing new this week. Prices remain steady as follows: Pratt's Astral, 18c. in bulk (barrels, \$1 extra); American water white, 18c. in barrels; Photogene,  $17\frac{1}{2}$ c.; Sarnia water white, 17c. in barrels; Sarnia prime white, 16c. in barrels.

**COAL.**

The market is fairly brisk, a number of people buying before prices rise. An advance of 25 per cent. per gross ton for July shipments may be expected next week, but at present prices have not changed. Our quotations for anthracite on cars at Buffalo and bridges are: Nut, egg and stove, \$4.25 per gross ton, or \$3.79 per net ton; grate, \$4 per gross ton, or \$3.57 per net ton.

**MARKET NOTES.**

All kinds of wire have been reduced 10c. per 100 lb.

Turpentine is 2c. lower. The quotations

84,000 Daily Production.  
5 Factories. 5 Brands.

**NICHOLSON FILES**

For sale all  
over the World.



20 Governments. 85% R.R., 90% Largest Mfrs. 70% of Total Production of America.  
NICHOLSON FILE CO., PROVIDENCE, R.I., U.S.A.

**BRITISH PLATE GLASS COMPANY, Limited.**

Established 1773

Manufacturers of **Polished, Silvered, Bevelled, Chequered, and Rough Plate Glass.** Also of a durable, highly-polished material called "**MARBLETT**," suitable for Advertising Tablets, Signs, Facias, Direction Plates, Clock Faces, Mural Tablets, Tombstones, etc. This is supplied plain, embossed, or with incised gilt letters. **Benders, Embossers, Brilliant Cutters, etc., etc.** Estimates and Designs on application.

Works: Ravenhead, St. Helens, Lancashire. Agencies: 107 Cannon Street, London, E.C.—128 Hope Street, Glasgow—12 East Parade, Leeds, and 36 Paradise Street, Birmingham. Telegraphic Address: "Glass, St. Helens." Telephone No 68 St. Helens.

at points of shipment are now 69c. for single barrels, and 68c. for two to four barrels.

Coal will likely be 25c. per gross ton dearer next week.

**TRADE CHAT.**

**W** T. FLEMING, hardware dealer, Melrose, Ont., who moved from Shannonville some eight months ago, reports business in the latter town first-class.

A company has been formed in Ottawa to manufacture locomobiles.

M. Moore, general merchant, of Churchill, Ont., is to have a telegraph office in his store.

J. H. Ashdown's retail block, Main street, Winnipeg, has been much improved by the painter's brush.

C. H. Rogers, hardware dealer, Walkerton, Ont., has had a new plate glass front put into his store.

A. Micks, Holmfild, Man., has arranged to sell his business and general stock to Wm. Hodnett, of Brandon, Man., who takes possession on July 1.

W. A. Mitchell, Kingston, Ont., had 12 bags of oats stolen from his stable last week, the thieves using his own delivery horse and wagon to carry off the grain.

The Pillow & Hersey rolling mills, St. Patrick street, Montreal, will close on July

1 for an indefinite period for the purpose of having certain repairs to machinery executed.

D. J. Jamieson & Sons, general merchants, Vankleek Hill, Ont., have sold their store in Hawkesbury to R. Banford, of Vankleek Hill, and Jackson Banford, of Newport, Ont.

The following hardware dealers of St. Thomas, Ont., have agreed to close their stores every Wednesday during July and August at 1 p.m.: Ingram & Davey, east and west end; W. J. McMurtry, R. H. Blackmore, Jas. Atchison, Smith Hardware Co., W. B. Jackson.

**"THE KNIGHT OF THE GRIP."**

The commercial traveler, as a factor in business, is losing none of his power. In fact, as competition increases, his necessity seems to become more pronounced. He is also receiving more attention from the literary world. From the trade press particularly he comes in for attention. And among the latest efforts is a book devoted to him. It is entitled, "The Knight of the Grip," contains 179 pages, and is a reprint of a series of articles published in The Iron Age. The book is a series of dissertations, written in an easy and entertaining style, on the conditions, character and conduct of the commercial traveler. The publishers are David Williams Co., 232 William street, New York, and the price of the book is 60c. The binding is in the popular khaki cloth.

**ISLAND CITY**

REGISTERED  
TRADE MARK



The best way for a hardware dealer to insure the success of his business is to handle

The Island City Mixed Paints  
Floor Paint dries hard in 8 hours  
The Island City Varnishes  
The Island City White Lead  
The Island City Pure Colors in Oil and Japan.

Customers are sure when they buy our Island City Paints that they get the best value for their money.

**P. D. DODS & CO.,** Proprietors, 188-190 McGill Street, MONTREAL.  
TORONTO, HALIFAX, WINNIPEG.



## MANITOBA MARKETS.

WINNIPEG, June 25, 1900.

NO change has occurred in price since last writing. Implement men are feeling very seriously the effects of the drouth and many orders, especially for threshers, have already been cancelled. The paint and oil trade is brisk. We quote:

|                                            |                   |
|--------------------------------------------|-------------------|
| Barbed wire, 100 lb.                       | \$4 00            |
| Plain twist                                | 4 00              |
| Staples                                    | 4 50              |
| Oiled annealed wire.                       | 10 4 12           |
| "                                          | 11 4 19           |
| "                                          | 12 4 25           |
| "                                          | 13 4 40           |
| "                                          | 14 4 52           |
| "                                          | 15 4 65           |
| Wire nails, 30 to 60 dy, keg.              | 4 00              |
| " 16 and 20                                | 4 05              |
| " 10                                       | 4 10              |
| " 8                                        | 4 15              |
| " 6                                        | 4 30              |
| " 4                                        | 4 35              |
| " 3                                        | 4 40              |
| Cut nails, 30 to 60 dy.                    | 3 20              |
| " 20 to 40                                 | 3 25              |
| " 10 to 16                                 | 3 30              |
| " 8                                        | 3 35              |
| " 6                                        | 3 40              |
| " 4                                        | 3 70              |
| " 3                                        | 3 95              |
| Horsenails, 45 per cent. discount.         |                   |
| Horseshoes, iron, No. 0 to No. 1.          | 4 90              |
| No. 2 and larger                           | 4 65              |
| Snow shoes, No. 0 to No. 1.                | 5 15              |
| No. 2 and larger                           | 4 90              |
| Steel, No. 0 to No. 1                      | 5 20              |
| No. 2 and larger                           | 4 95              |
| Bar iron, \$3.10 basis.                    |                   |
| Swedish iron, \$5 basis.                   |                   |
| Tool steel, Black Diamond, 100 lb.         | 8 50              |
| Jessop                                     | 13 00             |
| Sheet iron, black, 10 to 20 gauge, 100 lb. | 3 50              |
| 20 to 26 gauge.                            | 3 75              |
| 28 gauge.                                  | 4 00              |
| Galvanized American, 16 gauge.             | 4 25              |
| 18 to 22 gauge                             | 4 50              |
| 24 gauge.                                  | 4 75              |
| 26 gauge.                                  | 5 00              |
| 28 gauge.                                  | 5 25              |
| Genuine Russian, lb.                       | 12                |
| Imitation                                  | 8                 |
| Tinned, 24 gauge, 100 lb.                  | 7 55              |
| 26 gauge                                   | 8 80              |
| 28 gauge                                   | 8 00              |
| Tinplate, 1C charcoal, 20 x 28, box        | 11 00             |
| " IX                                       | 13 00             |
| " IXX                                      | 15 00             |
| Ingot tin.                                 | 35                |
| Canada plate, 18 x 21 and 18 x 24.         | 4 00              |
| Sheet zinc, cask lots, 100 lb.             | 9 00              |
| Broken lots.                               | 9 50              |
| Pig lead, 100 lb.                          | 4 50              |
| Wrought pipe, black up to 2 inch.          | 50 and 10 p.c.    |
| Over 2 inch.                               | 45 p.c.           |
| Rope, sisal, 7-16 and larger.              | 13 50             |
| " 3/4                                      | 14 00             |
| " 1/2 and 5-16                             | 14 50             |
| Manila, 7-16 and larger                    | 16 00             |
| " 3/4                                      | 16 50             |
| " 1/2 and 5-16                             | 17 00             |
| Solder                                     | 25 1/2            |
| Cotton Rope, all sizes, lb.                | 16                |
| Axes, chopping                             | \$ 7 00 to 12 00  |
| " double bits.                             | 12 00 to 18 00    |
| Screws, flat head, iron, bright.           | 75 and 10 p.c.    |
| Round                                      | 70 p.c.           |
| Flat " brass.                              | 70 p.c.           |
| Round " "                                  | 60 and 5 p.c.     |
| Coach                                      | 57 1/2 p.c.       |
| Bolts, carriage 5-16 and smaller.          | 42 1/2 p.c.       |
| 3/4 and larger.                            | 37 1/2 p.c.       |
| Machine.                                   | 45 p.c.           |
| Tire.                                      | 55 p.c.           |
| Sleigh shoe.                               | 65 p.c.           |
| Plough                                     | 40 p.c.           |
| Rivets, iron.                              | 37 1/2 p.c.       |
| Copper, No. 8, lb.                         | 33 1/2 p.c.       |
| Spades and shovels.                        | 40 p.c.           |
| Harvest tools.                             | 50, 10 and 5 p.c. |
| Axe handles, turned, s. g. hickory, doz.   | \$2 50            |
| No. 1.                                     | 1 50              |
| No. 2.                                     | 1 25              |
| Octagon extra.                             | 1 65              |
| No. 1.                                     | 1 25              |
| Linseed oil, raw, per gal.                 | 81                |
| " boiled                                   | 78                |

|                                       |                   |
|---------------------------------------|-------------------|
| Ammunition, cartridges, Dominion R.F. | 50 p.c.           |
| Dominion, C.F., pistol.               | 30 p.c.           |
| " military.                           | 15 p.c.           |
| American R.F.                         | 40 p.c.           |
| C.F. pistol.                          | 10 p.c.           |
| C.F. military.                        | Net.              |
| Loaded shells, Robin Hood, M.         | \$20 00           |
| Eley's soft, 12 gauge.                | 16 50             |
| chilled, 12 gauge.                    | 18 00             |
| soft, 10 gauge.                       | 21 00             |
| chilled, 10 gauge.                    | 23 00             |
| American, M.                          | 16 25             |
| Shot, Ordinary, per 100 lb.           | 7 25              |
| Chilled.                              | 7 50              |
| Powder, F.F., keg.                    | 4 75              |
| F.F.G.                                | 5 00              |
| Robin Hood                            | 10 00             |
| Tinware, pressed, retinned.           | 75 and 2 1/2 p.c. |
| plain.                                | 70 and 15 p.c.    |
| Graniteware, according to quality.    | 50 p.c.           |
| Turpentine, by barrel.                | 87c.              |
| Less than barrel.                     | 89c.              |

## IRON TRADE PROFITS.

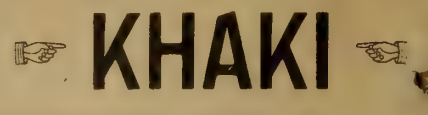
The layman in trade affairs is too often prone to believe that every shilling of increase in selling price goes directly into the pockets of the seller, and, therefore, that the manufacturers of pig iron and of manufactured iron and steel are now, and have for something approaching two years, been reaping riches beyond the dreams of avarice. Everyone behind the scenes knows that this is very far from having been, or now being, the case, as we have repeatedly pointed out. Some iron companies have, indeed, made very large profits, but almost always on their minerals rather than on their iron output. The actual cost of making hematite iron at Middlesbrough, is at present approximately as under:

|             | s. | d. |
|-------------|----|----|
| Iron ores   | 40 | 0  |
| Coke        | 29 | 0  |
| Limestone   | 2  | 6  |
| Labor, etc. | 4  | 0  |
| Total       | 75 | 6  |

Now, for some weeks past, this East Coast hematite iron has been selling at from 80s. to 87s. per ton, which appears to leave a respectable profit, and, no doubt, in some cases relatively large profits are being made, but it should not be overlooked that the same iron could have been produced three years ago for about 40s. per ton, or even less.—Iron and Coal Trades Review.

## HAS AGAIN ENLARGED HIS STORE.

N. B. Howden, grocer and hardware dealer, Watford, Ont., has found it necessary to again enlarge his premises. He will now, in addition to his retail business, manufacture all kinds of tinware, and will employ several skilled workmen. Mr. Howden has built up a fine trade, and reports the past year's business far in advance of all previous years. His grocery department is a model of neatness, and very inviting to customers in that line. While he has his daily paper, he states that he would not think of doing without his trade journals, of which he takes several.



"Fortunes are made by  
"a pioneer who provides for  
"the public something it lacks  
"and yet requires."

The country demands a  
change in the color of

FLOOR  
PAINT

The New Color



is a rapid seller—

Covers well—

Does not show the Dust—  
Durable and Permanent.

The  
IDEAL PAINT for  
lasting qualities and  
economy.

SOLE MAKERS

THE  
CANADA PAINT CO'Y,  
LIMITED

MONTREAL AND TORONTO.





*Standard Paint & Varnish Works.  
Limited  
Makers of High Grade  
Varnishes, Lacquers,  
Paints, Colors & Enamels.  
Windsor, Ont.*

... FULL STOCK ...

**Salt Glazed Vitrified**



Double Strength Culvert Pipe  
a Specialty.

**THE CANADIAN SEWER PIPE CO.**

HAMILTON, ONT. TORONTO, ONT.  
ST. JOHNS, QUE.

## Keep Up The Shades!

Church's Alabastine, that permanent and sanitary wall coating for your rooms, **will not fade.** Unlike Kalsomines, it hardens with age—it will last as long as the wall itself.

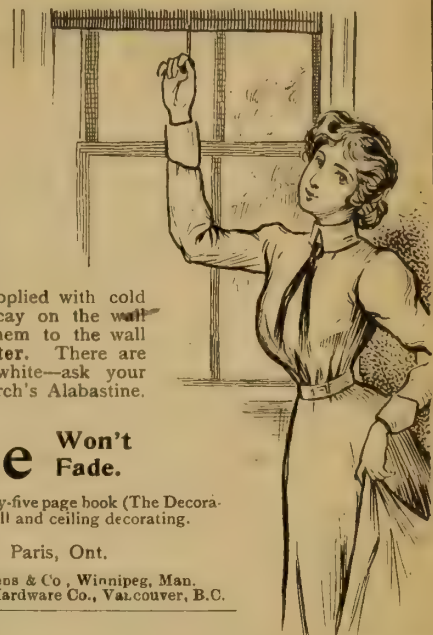
It will not peel scale or rub off. Easily applied with cold water and a brush. Kalsomines **must** decay on the wall because they depend upon glue to hold them to the wall surface—**disease lurks in decaying matter.** There are sixteen beautiful tints of Alabastine and white—ask your dealer to show you the tint card of Church's Alabastine. (Never sold in bulk.)

**Alabastine** Won't  
Fade.

Free, to anyone that will mention this paper, a forty-five page book (The Decorator's Aid). It gives valuable information about wall and ceiling decorating.

The Alabastine Co., Limited, Paris, Ont.

Trade in the Northwest supplied by G. F. Stephens & Co., Winnipeg, Man.  
Vancouver Hardware Co., Vancouver, B.C.



# DAVID MAXWELL & SONS

ST. MARYS, ONT., CANADA

## "MAXWELL FAVORITE CHURN"

**PATENTED FEATURES:** Improved Steel Stand, Roller Bearings, and Foot and Hand Lever Drive.

**LAWN MOWERS.** High and Low Wheels, from 12-in. to 20-in. widths. Cold Rolled Steel Shafting, Crucible Steel Knives and Cutting Plate.

**WHEELBARROWS.** In Four different sizes.

If your Wholesale House does not offer you these articles

**SEND DIRECT TO US.**



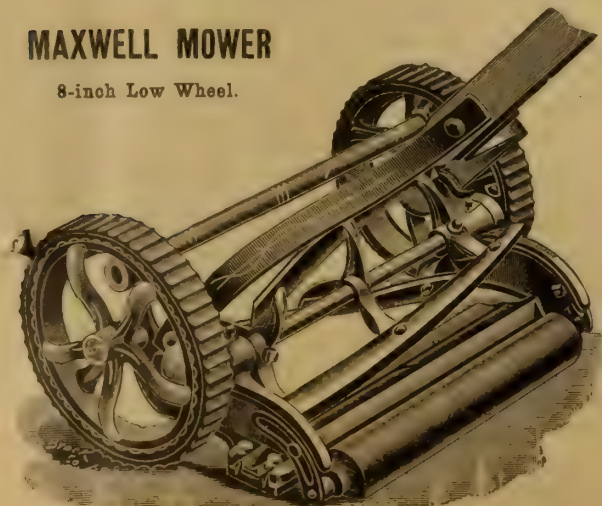
Steel Frame Churn.



Wood Frame Churn.

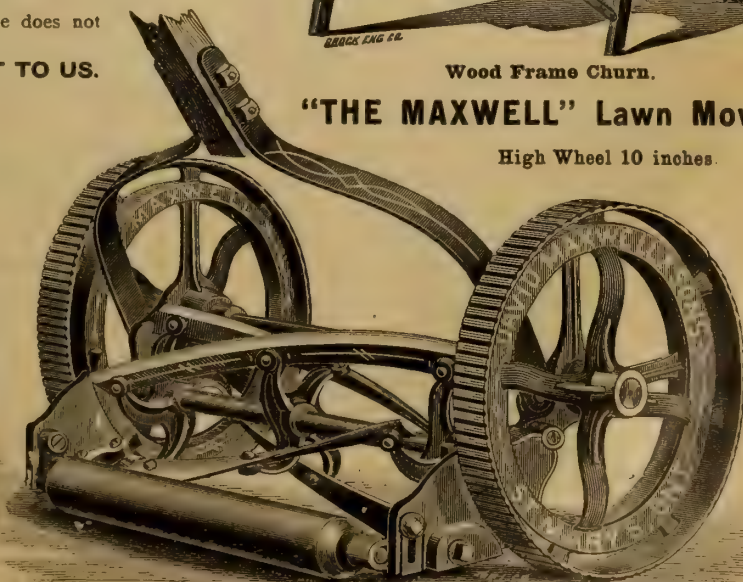
## MAXWELL MOWER

8-inch Low Wheel.



## "THE MAXWELL" Lawn Mower

High Wheel 10 inches.





# HEATING AND PLUMBING

## THE OTTAWA PLUMBING BY-LAW.

CITY SOLICITOR McVEITY has written City Clerk Henderson returning the report of the Board of Plumbing Inspectors and the proposed by-law which the board has recommended for adoption by the council.

Mr. McVeity says: "The council has no authority to pass such a by-law. The section of the Municipal Act which authorizes the passing of by-laws by the council for the licensing and regulating of plumbers only has the effect of conferring upon the council authority to make such regulations as to plumbers as will prevent unqualified persons from working at that trade, but does not extend so far as to permit the council to pass by-laws to regulate the construction of buildings. The by-law recommended for adoption by the Board of Examiners goes that length, and is altogether beyond the powers of the council. The report of the Board of Examiners also recommends the licensing and regulating of drain-layers. There is no authority for this, and no by-law to that effect can be passed.

"The old by-law, No. 1358, the repeal of which the Board of Examiners recommends, confines itself chiefly to the licensing and regulating of plumbers, and, with the exception of the fourth clause, would seem to be within the powers of the council. The fourth clause purports to authorize the appointment of an inspector or inspectors of plumbing. The council has no power to appoint such officer or officers, and this clause ought to be repealed. I, therefore, enclose a by-law for the repeal of the same."—Ottawa Free Press, July 26.

## SOME BUILDING NOTES.

A new fire hall is to be erected in Rossland, B.C.

Chris. Lane, Grafton, Ont., is building a residence.

Mr. Sylvester, Elkhorn, Man., is building a new store.

Wm. Wilson, Shawville, Que., is erecting a dwelling.

D. Keswick, Buctouche, N.B., is building a residence.

A new court house is being erected in Rossland, B.C.

Plans are ready for a new schoolhouse in Rossland, B.C.

It is proposed to erect a new Government building at Sarnia, Ont.

Tenders from the different trades for the

erection of a church in Stratford have been received by T. J. Hepburn, architect.

H. Byers & Co. will erect a brick building in Sandon, B.C.

Kenneth Roberts is building a house in Rossland, B.C.

George Dickson, Napar, N.B., is building a residence.

R. Miller, Rossland, B.C., is building a two-storey office.

W. de V. le Maistre, Rossland, B.C., is building a residence.

A new school building will shortly be built in Chatham, N.B.

John J. Noonan is building a dwelling house in Chatham, N.B.

W. H. Wanamaker is building a house at Grand Coulee, N.W.T.

Winnipeg, Man., will expend \$60,000 on school buildings this summer.

Peltier & Son, Staples, Ont., will shortly build an hotel, costing \$6,000.

M. MacLaughlan, Buctouche, N.B., is building a double tenement house.

Tenders have been asked for the erection of a new church in Chatham, N.B.

Chas. Leader, Woodstock, Ont., has the contract for building a house for Robt. Murray.

The contract for building John Weir's new residence has been let, and work will soon commence.

B. M. Moran is erecting a two-storey building for a store and C.M.B.A. hall in Chatham, N.B.

C. W. Wheeler, architect, Fort William, Ont., asks for tenders for a residence in Port Arthur, Ont. Work must commence early.

Tenders will be received by James Hol-ditch, Sturgeon Falls, Ont., up to July 3, for all the trades necessary to build a schoolhouse.

W. N. Roberts has been awarded the contract for rebuilding St. Paul's Church, Renfrew, Ont., contract to be completed by November 1.

The Opal Syndicate, represented by C. S. Wallis, are erecting a three-storey building in Rossland, B.C., for stores, offices and dwelling-rooms.

Tenders are asked for from the various trades to erect a schoolhouse at Hampstead, Ont. Tenders received up to July 2 by T. J. Hepburn, architect, Stratford, Ont.

A despatch from Ottawa says that about 150 building permits have been taken out since April 26, the date of the big fire. Most of them are for buildings in the burned

district, which is being rebuilt rapidly. Assessment Commissioner Pratt, who issues the permits, states that a very good class of buildings is going up.

The contract for the new Canadian Pacific railway station at Broad street, Ottawa, has been awarded to Mr. Piggot, Hamilton, cost to be about \$40,000.

Mr. Brett, Regina, N.W.T., has the contract for the erection of a new schoolhouse at Lumsden, N.W.T., for \$2,200. The building will contain several rooms, and be up-to-date in all respects.

Building permits have been issued in Toronto as follows: Miss Price, pair two-storey dwellings, veneered, Price street, near Yonge, \$1,700; R. Chalkly & Son, two-storey brick residence, Crescent road, near South drive, \$7,200; Robert Ridgeway, brick foundations and brick-case fronts of dwellings 81 and 83 Huron street, \$1,000; Ben. Brick, pair two-storey frame and roughcast dwellings, Broadview avenue, near Paul street, \$2,000.

## THE ANNUAL CONVENTION.

The fifth annual convention of the National Master Plumbers' Association of Canada was held in St. Joseph's Hall, Montreal, on Wednesday, Thursday and Friday this week. Delegates representing Vancouver, Winnipeg, London, Hamilton, Kingston, Ottawa, Quebec, St. John's, St. Hyacinthe, Halifax, and other Canadian cities were in attendance.

A representative of HARDWARE AND METAL has been in attendance at the various sessions and, as in the past, a full report of the convention will be published in next week's issue.

## PLUMBING AND HEATING NOTES.

Peter Racine, plumber, etc., Ottawa, has assigned. Creditors met June 26.

J. L. Wells & Co., plumbers, hardware, etc., Winnipeg, Man., have opened a branch at Port Frances, Ont.

## BUILDING OPERATIONS IN GUELPH.

The building season in Guelph this year promises to eclipse many former years, notwithstanding that prices for different materials have been advanced. At the present time, it may be said contracts have been closed for over \$45,000 worth, and before many weeks this amount, it is estimated, will be increased to \$75,000. Amongst the different items that make up this total are: Raymond Co., \$10,000; Winter Fair buildings, \$18,000; Guelph and Ontario new building, \$5,000; St. James' Ward school, \$2,000; Knox church alterations, \$10,000, including a new organ; St. Andrew's church, \$3,500. Other work,



# STANDARD CHAIN CO., MANUFACTURERS OF CHAIN

PITTSBURGH,  
U. S. A.

OF ALL KINDS.

Proof Coil, B.B., B.B.B., Crane, Dredge Chain, Trace Chains, Cow Ties, etc.

ALEXANDER GIBB,  
Montreal.  
For Provinces of Ontario and Quebec.

—Canadian Representatives—

A. C. LESLIE & CO.,  
Montreal.

For other Provinces.

most of which has been completed, are alterations to A. - H. Warner's store, alterations at Herald office and at Kandy Kitchen, addition to rolling mills, Mr. Pequegnat's residence on Woolwich street, drill shed alterations, etc. There are quite a number who contemplate building who have not as yet matured their plans. This season's total, which will include many private residences, ought to reach \$150,000. Manager Sully expects to have the Raymond factory completed this fall.

MANUFACTURERS  
OF

PLUMBERS'  
STEAMFITTERS'  
and  
FULL WEIGHT.  
BEST QUALITY. SUPPLIES

The Jas. Morrison Brass Mfg. Co.  
TORONTO Limited.

## Henry Rogers, Sons & Co.

Wolverhampton, England.

Manufacturers of

"Union Jack" Galvanized Sheets  
Canada and Tin Plates  
Black Sheets  
Sleigh Shoes and Tyre Steel  
Coil Chain, Hoop Iron  
Sheet and Pig Lead  
Sheet Zinc

Quotations can be had from  
Canadian Office:

6 St. Sacrament St., MONTREAL

F. A. YORK, Manager.

AS GOOD AS THE  
BEST, AND BETTER  
THAN MOST.

Send for Catalogue  
and  
Price List.

## The Bailey



## Cutlery Co.

BRANTFORD, CAN.

## Berlin Felt Boot Co.

BERLIN, ONT.

Manufacturers of

Guaranteed  
BEST and  
CHEAPEST  
in the  
market.

# HAIR FELT

Made in  
1/2 INCH  
3/4 "  
1 "

For Water and Steam Pipe Covering.

We keep a Large Stock to make Prompt Shipments.

## ROUND RE-ACTING WASHER

Quickest selling Washing Machine on the market.  
None more satisfactory to dealers or users.  
Every home requires a good Washing Machine.  
Every Merchant should handle them.  
Prices and full particulars on application.

THE...

## Dowsell Manufacturing Co.

Limited.

HAMILTON, ONT.

Eastern Agents: W. L. Haldimand & Son,  
Montreal, Que.





**PERSONS** addressing advertisers will kindly mention having seen their advertisement in Canadian Hardware and Metal Merchant.

## AUCTION SALE.

### Kingston Locomotive Works

The Real Estate, Plant and Machinery of  
**THE CANADIAN LOCOMOTIVE & ENGINE  
COMPANY, Limited,**  
in Liquidation, situate in the City of Kingston,  
Ontario, will be offered for

#### SALE BY AUCTION

At 3 p.m., on ...

**TUESDAY, 10th JULY NEXT**

on the premises, Ontario Street, with the approbation of His Honor, Judge Price, Official Referee; by J. A. Salter, Auctioneer.

The property, comprising about 207,600 square feet, is most admirably situated in the centre of the business part of the city and consists of the following substantial stone buildings: Machine shop, 204 x 55, two storey; erecting shop, 122 x 63, two storey; smithy, 148 x 73, high; moulding shop, 123 x 73, high; boiler shop, 180 x 50, two storey; carpenter shop, 147 x 80, one storey and scaffolding in part; store house, 80 x 64, two storey; wooden buildings; paint shop, 62 x 18, two storey; iron clad tank shop, 292 x 50, high; iron clad coal and coke shed, one storey; (the foregoing dimensions are approximate); with fine docks good railway connection and with a plant specially adapted for building locomotives, engines, boilers, also for general engineering and foundry work.

The purchaser shall pay a deposit of \$4,000, one-third of the purchase money is to be paid within one month thereafter, and the balance at end of six months with interest from date of sale.

There will be one reserve bid.

Further terms and conditions to be made known at time of sale.

Particulars, with plans, inventories, etc., may be obtained at the Works, Kingston, or on application at the office of Riddell & Company, Merchants Bank Building, Montreal.

A. F. RIDDELL, (27)  
K. W. BLACKWELL,

Dated June 19, 1900. Joint Liquidators.

## Buy the Best.



# HERCULES

Sash Cord.

Star Brand Cotton Rope  
Star Brand Cotton Clothes Lines  
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

### BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

#### FREE INSERTION

in "Commercial Intelligence," to the Editor  
**'SELL'S COMMERCIAL INTELLIGENCE,'**  
168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

### A NEW PROCESS FOR REFINING NICKEL.

The Societe anonyme de metallurgie du cuivre (P. Manhe's Processes) possesses, for France as well as foreign countries, patents relative to a new process for refining Nickel.

The object of these processes is to obtain in but two operations pure Nickel from the matt.

In the first operation the matt is worked by the converter, "P. Manhe's," the iron is eliminated entirely and the result is a raw Nickel containing but 3 per cent. of sulphur.

In the second operation the raw Nickel previously obtained is treated in a shaft-furnace at a high temperature and with the aid of special disulfurants reagents a color of pure Nickel is obtained.

The great advantage of these processes is that but two operations are needed in place of the long series of operations required by the other methods employed formerly; in consequence, the cost of production is greatly reduced.

The great increase in the consumption of Nickel of late and the important place it has taken in manufacturing, especially in the steel industry, renders of capital interest this new process for the refining of Nickel and which cannot fail to attract the attention of specialists.

For particulars, address M. M. G. FREYDIER, DUBREUIL & X. JANICOT, Engineers, 31 rue de l'Hotel-de-Ville, Lyons, France.

THE ...

### Waggoner Extension Ladder.



The strongest, lightest and most convenient ladder in the market. The only really satisfactory extension ladder made. Pulls up with a rope. Made in all lengths. Also extension and other step ladders, sawhorses, ironing boards, painters' trestles, etc. All first-class goods. Write for quotations to

The Waggoner Ladder Company, Limited, London, Ont.

### HARRINGTON & RICHARDSON ARMS CO.

WORCESTER, MASS., U. S. A.

Makers of — **High Grade REVOLVERS**

SEND FOR COMPLETE CATALOGUE.

For sale by Sporting Goods and  
Hardware Stores almost everywhere.

### DIAMOND EXTENSION STOVE BACK

Patented, July 11th, 1893.

Canadian Patent, June 14th, 1894.

They are easily  
adjusted and  
fitted to a stove  
by any one.

Please your  
customers by  
supplying them  
immediately  
with what  
they want.



EXTENDED.

Sold by  
Jobbers  
of ...

Hardware  
Tinware  
and  
Stoves.

Manufactured by THE ADAMS COMPANY, Dubuque, Iowa, U.S.A.

" " A. R. WOODYATT & CO., Guelph, Ontario.

CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY  
MONTREAL.

### KNOX HENRY

Heavy Hardware and Metal Broker  
Room 220 1/2 Board of Trade, MONTREAL.

**SPECIALTIES** — C Brand Horse Nails — Canada  
Horse Nail Co.

**BOLTS** — Tire and Stove Rivets of all kinds — Chalcraft Screw Co.

**BRASS GOODS** — Gunn Castor Co., Limited, Birmingham, Eng.

## BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

### CANADIAN PRESS CLIPPING BUREAU,

5 5 Board of Trade Bldg., MONTREAL, QUE

Telephone Main 1255.

26 Front St. West, Toronto. Telephone 2148



**ALEXANDER GIBB**

Manufacturers' Agent and Metal Broker  
13 St. John Street, Montreal.

Representing British and American manufacturers of  
Plates, Tinned Sheets, Terne Plates, Canada Plates Gal-  
vanized Sheets, Imitation Russia Sheets, Black Sheets—Iron  
and Steel—Hoops and Bands, Proved Coil Chain, Brass and  
Copper Sheets, Norway Iron and Steel, Wheelbarrows, etc.

**VanTuyl & Fairbank**

Petrolia, Ont.

Headquarters for...

Oil and Artesian Well  
Pumps, Casing, Tubing  
Fittings, Drilling  
Tools, Cables, etc.



**E. T. WRIGHT & CO.**  
Hamilton, Ont.

**WRIGHT'S**

Ask your Jobber for

The only genuine  
Cold Blast Lantern made.



**"JARDINE"**

**TIRE UPSETTERS  
WILL UPSET TIRES**

Some machines sold as Upsetters will not.  
Perhaps you make as much money on the  
sale of a useless Upsetter as on a good  
one, but your customer does not. He  
don't want a machine because it is called  
an Upsetter he wants a machine to upset  
tires. Sell him one of ours.

IT PAYS TO SELL THE BEST TOOLS

**A. B. JARDINE & CO.**  
**HESPELER, ONT.**

**...FREE**  
To anyone for the asking

**1900 Catalogue, showing complete line  
Tinnern's and Roofers' Supplies.**

Large Stock, Great Variety, Prompt Shipments. **GET OUR PRICES.**

**BERGER BROS. CO.,**  
231 AND 237 ARCH STREET, - PHILADELPHIA  
Factory—3114-16-18 and 20 North 17th Street.

**Hardwood CHARCOAL** in Bulk or Sacks.

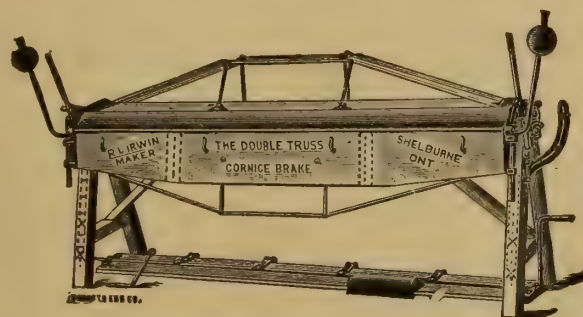
**WOOD ALCOHOL** equalling Methylated Spirits as a solvent.

Manufactured only by...

**THE STANDARD CHEMICAL CO., Limited**

Factories { Fencelon Falls.  
Descronto.

Gooderham Building, **TORONTO**



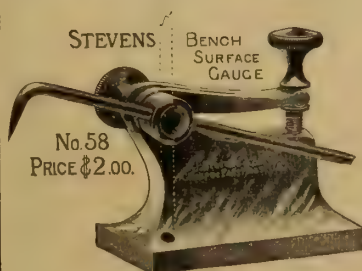
This eight-foot Brake bends 22-gauge iron  
and lighter, straight and true.

**Price, \$60**

Very handy header attachment, \$15 extra  
if required.

Send for circulars and testimonials to

**The Double Truss Cornice  
Brake Co. SHELBURNE, ONT.**

**STEVENS ...FINE TOOLS**

We make a perfect line  
of

**CALIPERS and DIVIDERS**

Also such tools as Surface Gauges, Tool  
Makers' Clamps, Center Punches, etc.

Write for our New Catalogue containing a description of our Tools.  
It is also a valuable hand-book of information for mechanics and people  
interested in such lines.

**J. Stevens Arms & Tool Co.**

P.O. Box 216, Chicopee Falls, Mass, U.S.A.

Carried by our representatives at Toronto and Montreal.

**HUTCHISON, SHURLY & DERRETT**

**DOVERCOURT  
TWINE MILLS.**

**1078 BLOOR STREET WEST  
TORONTO.**

Having equipped our Factory with entirely new machinery, we are prepared  
to furnish the best made goods in the market at closest prices and make  
prompt shipments.

Hand Laid Cotton Rope and Clothes Lines,  
Cotton and Russian Hemp Plough Lines, plain and colored.  
Cotton and Linen Fish Lines, laid and braided.  
Netted Hammocks, white and colored, Tennis and Fly Nets.  
Shipping Ropes, Jute, Hemp and Flax Twines,



**THE BLACKSMITH.**

The blacksmith, according to a contemporary, occupied an important position among the craftsmen of the Middle Ages. The insecurity of life and property, which was one of the chief grievances of the times, made strength of material indispensable, whether to guard the shrine of a saint or to protect, after a more homely fashion, the family chest or coffer. The strength and durability of iron led to its use for these defensive purposes from early times. But the workman of the Middle Ages was not content to allow strength and ugliness of form to go together, but contrived to breathe a spirit of beauty into his designs without sacrificing the use to which the material was destined. Thus wrought iron formed the object of much artistic work both in England and abroad. Until coal came into general use, malleable iron was produced direct from the ore with charcoal fuel by continuous working. Sussex was from early times a chief seat of the iron industry. The earliest positive record of the trade there is

contained in a grant made by King Henry III. to the town of Lewes in 1266, by which the inhabitants were empowered to raise toll for the repair of the town walls after the battle. Every cartload of iron destined for sale which came from the neighboring "weald" was to pay 1d. toll, and every horseload of iron half that sum. In 1290 a sum of money was paid to a certain Master Henry, of Lewes, for the ironwork to the monument of Henry III., in Westminster Abbey, which reminds us that talented smiths were brought often from long distances for important works.

S. Bricker, formerly of The Bricker Hardware Co., Listowel, Ont., who started in business for himself in new premises last year, stated to a representative of **HARDWARE AND METAL** that, although merchants in the Listowel district did not take full advantage of raising prices to the customer, he finds he has done a very satisfactory year's business, and sees no reason why his fellow merchants should not have done well also, as no doubt they have.

**CONDENSED OR "WANT" ADVERTISEMENTS.**

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures and abbreviations each count as one word in estimating cost.

**FOR SALE.**

OLD established business in Collingwood for sale. Owner retiring. Apply to J. HENDERSON, Barrie. (27)

**SITUATION WANTED.**

WANTED—Situation, inside or travelling; 32 years old; 12 years' experience with furnace, stove and foundry work, kitchen furnishings, heavy hardware, mill supplies, plumbing, lamps, gas fixtures, etc. Address, P.O. Box 296, Yarmouth, Nova Scotia. (26)

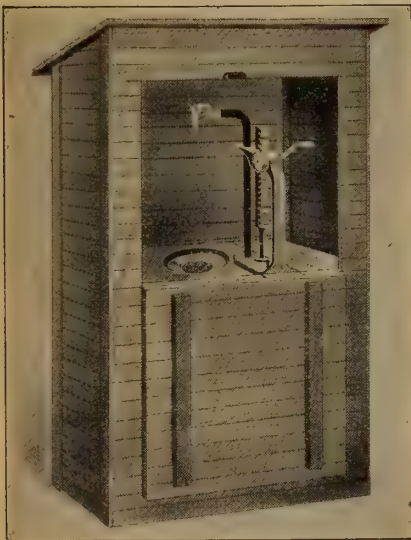
**FOR SALE.**

A first-class Hardware and Grocery with a tinshop, in a first-class locality. For full particulars and terms, address

"A. L. B.,"

(26)

Care of **HARDWARE AND METAL.**

**"NOW YOU SEE IT, NOW YOU DON'T"**

The above Cut shows

**THE BOWSER** OUT DOOR GASOLINE CABINET  
With the WORLD FAMOUS  
**3 MEASURE PUMP**  
SELF MEASURING

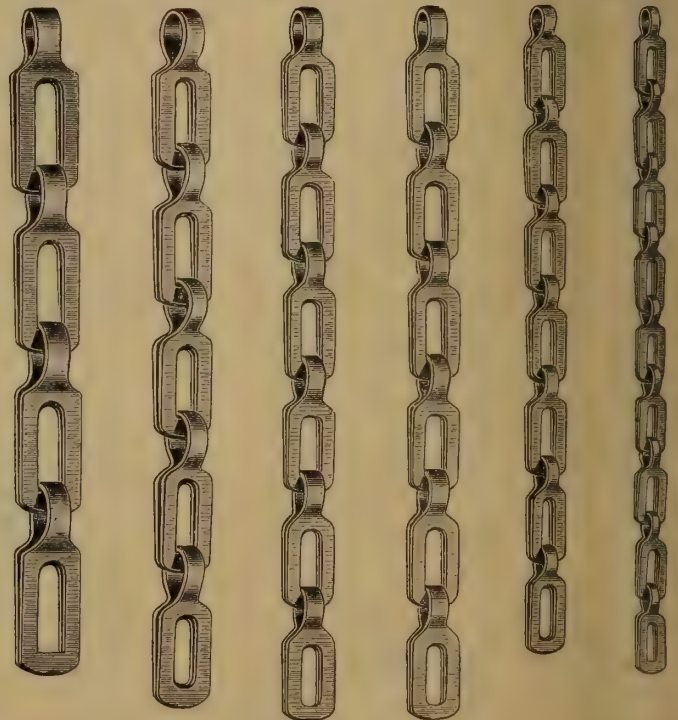
GALLONS, HALF-GALLONS AND QUARTS at a stroke, with Special Gasoline Equipment and felt "stuffing boxes," rendering it "EVAPORATION PROOF." Can be locked up, making it "thief" and "boy proof." Any capacity. Swing doors if preferred.

Was the cry of the old-time "Thimble Rigger" who manipulated the little Peas under the Walnut shell. When the Victim "saw it" he lost; when he "didn't see it" the Gamester won. Did it ever occur to you that in retailing gasoline from a wooden barrel or from an ordinary tank that you stand about as much chance to quit the gasoline season "winner" as the victim had to beat the "shell game?" Gasoline is the most volatile of liquids, and if contained in anything but an absolutely tight receptacle, evaporates and disappears in air like the "dew before the morning sun." It goes through wood like water through a sieve, and with it goes your profits. Fifty per cent. a month is a low estimate of loss. There is a nice profit in gasoline if handled right. The "right" way is to have a "tight" tank.

**BOWSER TANKS ARE "TIGHT" TANKS.**

Why not stop the "Now you see it, now you don't" game? You can't win. Catalogue free if you send your address to-day.

**S. F. BOWSER & CO.,** P.O. Box 564, TORONTO, ONT.  
Factory: FORT WAYNE, IND.

**ALUMINUM SAFETY CHAIN**

We are now making **ALUMINUM "PLUMBERS" and "REGULAR" SAFETY CHAIN.** The price is low, and for many purposes it is better than the ordinary chain. We, of course, continue to manufacture the brass chain, making all the standard sizes and styles together with a complete assortment of accessories such as Shooks, Split Links, etc. Special Plumbers' chain price list on application.

**ONEIDA COMMUNITY, Limited, Niagara Falls, Canada**

Aaron Child, of Toronto, and his son, Frank Child, of Parry Sound, Ont., have bought the brick store of the Fennel estate, Gravenhurst, where they will open as hardware dealers, under the style of A. Child & Son. The junior partner is now fitting the store, which will likely be opened early in July.



## CANADA IRON FURNACE CO.,

Manufacturer of

Limited

## CHARCOAL Pig IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que.  
Lac a lac Tortue.Three Rivers.  
Grand Piles.

Geo. E. Drummond,

Managing-Director and Treasurer

James Warnock &amp; Co.,

- Galt, Ont.

## CURRENT MARKET QUOTATIONS

June 29, 1900.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

## METALS.

## Tin.

Lamb and Flag—  
56 and 28 lb. ingots, per lb. .... 0 35  
Straits ..... 0 35

## Tinplates.

Charcoal Plates—Bright  
M.L.S., equal to Bradley. Per box  
I.C., usual sizes ..... \$7 00  
I.X. .... 8 50  
I.X.X. .... 10 00

Famous—  
I.C. .... 7 50  
I.X. .... 8 51  
I.X.X. .... 9 50

Raven & Vulture Grades—  
I.C., usual sizes ..... 5 25  
I.X. .... 6 25  
I.X.X. .... 7 25  
I.X.X.X. .... 8 25  
D.U., 12½x17 ..... 4 75  
D.X. .... 5 50  
D.X.X. .... 7 50

Coke Plates—Bright  
Bessemer Steel—  
I.C., usual sizes ..... 4 60  
I.C., special sizes, base. .... 4 85  
20x28 ..... 9 50

Charcoal Plates—Terne  
Dean or J. G. Grade—  
I.C., 20x28, 112 sheets ..... 9 50  
I.X., Terne Tin ..... 11 50

Charcoal Tin Boiler Plates.  
Cookley Grade—  
X.X., 14x56, 50 sheet bxs } Per lb.  
" 14x60 " } 0 07 0 07½  
" 14x65, " }

Tinned Sheets.  
72x30 up to 24 gauge. .... 0 08 0 08½  
" 26 " ..... 0 08½ 0 09  
" 28 " ..... 0 09 0 09½

## Iron and Steel.

Base Price  
Common Bar per 100 lbs ..... 2 30 2 40  
Refined " ..... 2 85 2 95  
Horse Shoe Iron ..... 2 70 2 80

Hoop steel, 1½ to 3 in. base,  
extras for smaller sizes ..... 3 25  
Swedish ..... 4 00 4 25  
Sleigh Shoe Steel " base ..... 2 85  
Tire Steel ..... 2 85  
Machinery ..... 3 25  
Cast Steel, per lb ..... 0 10 0 14  
Too Calk Steel ..... 0 10 0 12  
Thos. Firth & Sons' Cast Steel  
Resisting Sheet, per lb ..... 0 10½ 0 11  
T. & K. Plates, 1-5 and thicker. 3 00 3 25  
Per Rivets ..... 4 50 5

## Boiler Tubes.

1½-inch ..... 0 13 0 14  
2 " ..... 0 15 0 16  
2½ " ..... 0 18 0 19  
3 " ..... 0 19 0 20

## Steel Boiler Plate.

¾ inch ..... 3 25  
3-16 inch ..... 3 40  
¼ inch and thicker ..... 3 25

## Black Sheets.

3 gauge ..... 3 20  
21 " ..... 3 20  
22 to 24 " ..... 3 37  
26 " ..... 3 40  
28 " ..... 3 60

## Canada Plates.

All dull, 52 sheets ..... 3 50  
Half polished ..... 3 60  
All bright ..... 4 00

## Iron Pipe.

Wrought pipe, per 100 feet, ½ inch, \$3.50;  
¾ to 1 inch, \$3.59; 1½ inch, \$3.34; 2 inch,  
\$3.83; 2½ inch, \$3.59; 3 inch, \$7.41; 3½ inch,  
\$8.94; 4 inch, \$11.93.  
Galvanized, ½ inch, \$4.92, ¾ inch, \$5.81;  
1 inch, \$8.31; 1½ inch, \$11.38; 2 inch,  
\$13.66; 2½ inch, \$18.21.

## Galvanized Sheets.

Queen's  
16 gauge G. C. Comet. Amer Head 4 50 4 35  
18 to 24 gauge 4 60 4 21 4 50 4 60  
26 " 4 85 4 45 4 50 4 85  
28 " 5 10 4 70 4 75 5 10  
Less than case lots, 15c. per 100 lb. additional  
28 gauge American equals 26 gauge English.

## Chain.

Proof Coil, 3-16 in., per 100 lb ..... 8 50  
" 5-16 " " ..... 6 00  
" 7-16 " " ..... 5 45  
" 1 " " " ..... 5 15  
" 1½ " " " ..... 5 00  
" 2 " " " ..... 4 81  
" 2½ " " " ..... 4 75  
Halter, kennel and post chains, 40 and 50 p.c.  
Cow ties ..... 40 p.c.  
Stall fixtures ..... 35 p.c.  
Trace chain ..... 25 and 5 p.c.  
Jack chain, iron, single and double, dis-  
count 35 p.c.  
Jack chain, brass, single and double, dis-  
count 40 p.c.

## Copper.

Ingots  
English B. S., ton lots ..... 0 19½ 0 20½  
Lake Superior. ....  
Bolt or Bar .....  
Cut lengths, round, ½ to ¾ in. 0 23½ 0 25  
" round and square  
1 to 2 inches ..... 0 23½ 0 25  
Sheet.  
Untinned, 14 oz., and light, 16  
oz., 14x48 and 14x60 ..... 0 23 0 23½  
Untinned, 14 oz., and light, 16  
oz., irregular sizes ..... 0 23 0 23½  
NOTE.—Extra for tinning, 2 cents per  
pound, and tinning and half planishing 3  
cents per pound.  
Tinned copper sheets ..... 0 26  
Planished ..... 0 32

## Brass.

Roll and Sheet, 14 to 30 gauge, 10 per cent.  
Sheets, hard-rolled, 2x4 ..... 0 24 0 25  
Tubing, base, per lb. .... 0 24 0 25  
Braziers (In sheets.)  
4x6ft. 25 to 30 lbs. ea., per lb. .... 0 25½  
" 35 to 45 " " ..... 0 24½  
" 50-lb. and above, ..... 0 23½  
Boiler and T. K. Pitts.  
Plain Tinned, per lb ..... 0 28  
Spun, per lb. .... 0 32

## Zinc.

Foreign, per lb ..... 0 07 0 07½  
Domestic .....  
5 cwt. casks ..... 0 07½  
Part casks ..... 0 07½  
Lead.  
Imported Pig, per lb ..... 0 05 0 05½  
Bar, 1 lb ..... 0 06½  
Sheet, 2½ lbs. sq. ft., by roll. .... 0 05½  
Sheet, 3 to 5 lbs. " ..... 0 05½  
NOTE.—Cut sheets ½ cent per lb. extra  
Pipe, by the roll, usual weights per yard, lists  
at 7c. per lb. and 15 p.c. dis. f.o.b. Toron'to.  
NOTE.—Cut lengths, net price, waste pipe  
8-ft. lengths, lists at 7½ cents.

## Zinc Spelter.

Foreign, per lb ..... 0 07 0 07½  
Domestic .....  
5 cwt. casks ..... 0 07½  
Part casks ..... 0 07½  
Lead.  
Imported Pig, per lb ..... 0 05 0 05½  
Bar, 1 lb ..... 0 06½  
Sheet, 2½ lbs. sq. ft., by roll. .... 0 05½  
Sheet, 3 to 5 lbs. " ..... 0 05½  
NOTE.—Cut sheets ½ cent per lb. extra  
Pipe, by the roll, usual weights per yard, lists  
at 7c. per lb. and 15 p.c. dis. f.o.b. Toron'to.  
NOTE.—Cut lengths, net price, waste pipe  
8-ft. lengths, lists at 7½ cents.

## Zinc Sheet.

Foreign, per lb ..... 0 07 0 07½  
Domestic .....  
5 cwt. casks ..... 0 07½  
Part casks ..... 0 07½  
Lead.  
Imported Pig, per lb ..... 0 05 0 05½  
Bar, 1 lb ..... 0 06½  
Sheet, 2½ lbs. sq. ft., by roll. .... 0 05½  
Sheet, 3 to 5 lbs. " ..... 0 05½  
NOTE.—Cut sheets ½ cent per lb. extra  
Pipe, by the roll, usual weights per yard, lists  
at 7c. per lb. and 15 p.c. dis. f.o.b. Toron'to.  
NOTE.—Cut lengths, net price, waste pipe  
8-ft. lengths, lists at 7½ cents.

## Lead.

Imported Pig, per lb ..... 0 05 0 05½  
Bar, 1 lb ..... 0 06½  
Sheet, 2½ lbs. sq. ft., by roll. .... 0 05½  
Sheet, 3 to 5 lbs. " ..... 0 05½  
NOTE.—Cut sheets ½ cent per lb. extra  
Pipe, by the roll, usual weights per yard, lists  
at 7c. per lb. and 15 p.c. dis. f.o.b. Toron'to.  
NOTE.—Cut lengths, net price, waste pipe  
8-ft. lengths, lists at 7½ cents.

## Shot.

Common, \$6.50 per 100 lb.; chilled, \$7.00  
per 100 lb.; buck, seal and bal, \$7.50. Dis-  
count, 7½ p.c. Prices are f.o.b. Toronto,  
Hamilton, Montreal, St. John and Halifax.  
Terms 3 per cent. cash, freights equalized on  
Montreal.

## Soil Pipe and Fittings.

Discount, 50 per cent. on medium and extra  
heavy, and 45 per cent. on light.

## Solder.

Per lb. Per lb  
Bar half-and-half ..... 0 21 0 22  
Refined ..... 0 20½ 0 21  
Wiping ..... 0 20 0 20½

NOTE.—Prices of this graded according to  
quantity. The prices of other qualities of  
solder in the market indicated by private  
brand vary according to composition.

## Antimony.

Cookson's, per lb ..... 0 11 0 11½

## White Lead.

Pure, Assoc. guarantee, ground in oil  
25 lb. irons ..... 6 87½  
No. 1 do ..... 6 50  
No. 2 do ..... 6 12½  
No. 3 do ..... 5 75  
No. 4 do ..... 5 37½  
Munro's Select Flake White ..... 7 12½  
Elephant and Decorators' Pure ..... 6 87½

## Red Lead.

Genuine, 560 lb. casks, per cwt. .... \$5 50  
Genuine, 100 lb. kegs, per cwt. .... 5 75  
No. 1, 560 lb. casks, per cwt. .... 5 25  
No. 1, 100 lb. kegs, per cwt. .... 5 00

## White Zinc Paint.

Elephant Snow White ..... 0 08  
Pure White Zinc ..... 0 08  
No. 1 ..... 0 06  
No. 2 ..... 0 05

## Dry White Lead.

Pure, casks ..... 5 75  
Pure, kegs ..... 6 25  
No. 1, casks ..... 5 60  
No. 1, kegs ..... 6 00

## Prepared Paints.

In ¼, ½ and 1 gallon tins.  
Pure, per gallon ..... 1 20  
Second qualities, per gallon ..... 1 00  
Barn (in bbls.) ..... 0 75  
The Sherwin-Williams Paints ..... 1 35  
Canada Paint Co's Pure ..... 1 20  
Sanderson Peary's Pure ..... 1 20  
Stewart & Wood's Champion Pure. 1 10

## Colors in Oil.

25 lb. tins, Standard Quality.  
Venetian Red, per lb ..... 0 05  
Chrome Yellow ..... 0 11  
Golden Ochre ..... 0 06  
French ..... 0 05  
Marine Black ..... 0 09  
Green ..... 0 09  
Chrome ..... 0 08  
French Imperial Green ..... 0 19

## Colors, Dry.

Yellow Ochre (J.C.) bbls ..... 1 35  
Yellow Ochre (J.F.L.S.) bbls ..... 2 75  
Yellow Ochre (Royal) ..... 1 10  
Brussels Ochre ..... 2 00  
Venetian Red (best), per cwt. 1 80  
English Oxides, per cwt. .... 3 00  
American Oxides, per cwt. .... 1 75  
Canadian Oxides, per cwt. .... 1 75  
Super Magnetic Oxides, 93 p.c. 2 00  
Burnt Sienna, pure, per lb. .... 0 10  
Umber, ..... 0 10  
do Raw ..... 0 09  
Drop Black, pure ..... 0 09  
Chrome Yellows, pure ..... 0 18  
Chrome Greens, pure, per lb. 0 12  
Golden Ochre ..... 0 03½  
Ultramarine Blue in 28-lb  
boxes, per lb. .... 0 08  
Fire Proof Mineral, per 100 lb. 1 00  
Genuine Eng. Litharge, per lb ..... 0 07

## We Manufacture

AXES, PICKS  
MATTOCKS, MASONS'  
and SMITH HAMMERS  
and MECHANICS' EDGE  
TOOLS.

All our goods are guaranteed.

Mortar Color, per 100 lb. .... 1 25  
English Vermilion ..... 0 80  
Pure Indian Red, No. 45, lb. .... 0 80  
Whiting, per 100 lb. .... 0 55

## Blue Stone.

Casks, for spraying, per lb. .... 0 07  
100-lb. lots, do. per lb. .... 0 08

## Putty.

Bladders in bbls. .... 2 10  
Bladders in 100 or 200 lb. kegs or bxs 2 25  
Bulk in bbls., per 100 ..... 1 95  
Bulk in less quantities ..... 2 10  
25-lb. tins, 4 in case ..... 2 35  
12½-lb. tins, 8 in case ..... 2 60

## Varnishes.

(In 5-gal. lots.) Per gal.  
Carriage, No. 1 ..... 2 90 3 30  
" body ..... 8 00 9 00  
" rubbing ..... 4 00 5 00  
Gold Size, Japan ..... 3 00 3 40  
Brown Japan ..... 2 40 2 80  
Elastic Oak ..... 2 90 3 30  
Furniture, extra ..... 2 40 2 80  
" No. 1 ..... 1 60 2 00  
Hard Oil Finish ..... 2 70 3 10  
Light Oil Finish ..... 3 20 3 60  
Denmar ..... 3 30 3 70  
Shellac, white ..... 4 40 4 80  
" orange ..... 4 00 4 40  
Furniture Brown Japan ..... 1 60 2 00  
Black Japan ..... 2 40 2 80  
" No. 1 ..... 1 60 2 00

Discount—general trade discount, 5 per  
cent. and four months' time; special cash  
discount of 3 per cent. in thirty days, or 3½  
per cent. spot cash.



The Imperial  
Varnish & Color  
Co's., Limited  
Elastilite Varnish,  
1 gal. can, each.  
\$2.00.

Granatine Floor  
Finish, per gal.  
\$2.00.

Maple Leaf  
Coach Enamels;  
Size 1, 60c.;  
Size 2, 35c.; Size  
3, 20c. each.

## Linseed Oil.

Raw. Boiled.  
1 to 4 bbls delivered ..... \$0 86 \$0 89  
5 to 9 bbls ..... 85 88  
Montreal, Toronto, Hamilton, Quebec,  
London, Ottawa, Kingston and Guelph,  
2c. less.

## Turpentine.

Single barrel, freight allowed ..... 0 77  
2 to 4 barrels ..... 0 76  
Toronto, Hamilton, London, Guelph, 2c. less.

## Castor Oil.

East India, in cases, per lb. .... 0 10 0 10½  
" small lots ..... 0 10½ 0 11

## Cod Oil, Etc.

Cod Oil, per gal. .... 0 50 0 55  
Pure Olive ..... 1 20  
Neatsfoot ..... 90

## Glue.

Common ..... 08½ 0 09  
French Medal ..... 0 14 0 14½  
Cabinet, sheet ..... 0 12 0 13  
White, extra ..... 0 18 0 20  
Gelatin ..... 0 22 0 30  
Strip ..... 0 18 0 20  
Coopers ..... 0 19 0 20  
Hutner ..... 0 18



# THOS. GOLDSWORTHY & SONS

## MANCHESTER, ENGLAND

# EMERY

## Cloth Corn Flour

We carry all numbers of Corn and Flour Emery in 10-pound packages, from 8 to 140, in stock. Emery Cloth, Nos. OO., O., F., FF., 1 to 3.

**JAMES HUTTON & CO.,** Wholesale Agents for Canada, **Montreal.**

| HARDWARE.                                                                                     |          |          | Chisels.                                                                                                                                                                  |  |  | GAUGES.                                                    |  |  |
|-----------------------------------------------------------------------------------------------|----------|----------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|--|------------------------------------------------------------|--|--|
| Ammunition.                                                                                   |          |          | Socket, Framing and Firmer.                                                                                                                                               |  |  | Marking, Mortise, Etc.                                     |  |  |
| Cartridges.                                                                                   |          |          | Broad's, dis. 70 per cent.                                                                                                                                                |  |  | Wire Gauges.                                               |  |  |
| B. B. Caps, Dom., 50 and 5 per cent.                                                          |          |          | Warnock's, dis. 70 per cent.                                                                                                                                              |  |  | Winn's, Nos. 26 to 33, each.                               |  |  |
| Rim Fire Pistol, dis. 45 p. c., Amer.                                                         |          |          | Churns.                                                                                                                                                                   |  |  | HALTERS.                                                   |  |  |
| Rim Fire Cartridges, Dom. 50 and 5 p. c.                                                      |          |          | Revolving Churns, metal frames—No. 0, \$8.50—No. 1, \$8.50—No. 2, \$9.00—No. 3, \$10.00—No. 4, \$12.00—No. 5, \$16.00 each. Ditto, wood frames—20c. each less than above. |  |  | Rope, 3/4 per gross.                                       |  |  |
| Rim Fire, Military, net list, Amer.                                                           |          |          | Discounts: Delivered from factories, 18 p. c.; from stock in Montreal, 56 p. c. Terms, 4 months or 3 p. c. cash in 30 days.                                               |  |  | Leather, 1 in., per doz.                                   |  |  |
| Central Fire Pistol and Rifle, 18 p. c. Amer.                                                 |          |          | Clips.                                                                                                                                                                    |  |  | Web, — per doz.                                            |  |  |
| Central Fire Cartridges, pistol sizes, Dom. 30 per cent.                                      |          |          | Closets.                                                                                                                                                                  |  |  | HAMMERS.                                                   |  |  |
| Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.                      |          |          | Plain Ontario Syphon Jet                                                                                                                                                  |  |  | Maydole's, dis. 5 to 10 per cent.                          |  |  |
| Central Fire, Military and Sporting, Amer. net list. B. B. Caps, discount 45 per cent. Amer.  |          |          | Emb. Ontario Syphon Jet                                                                                                                                                   |  |  | Magnetic, per doz.                                         |  |  |
| Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Rival and Nitro, 10 p. c. |          |          | Fittings                                                                                                                                                                  |  |  | Canadian, per lb.                                          |  |  |
| Brass shot Shells, 55 and 10 per cent. Primers, Dom., 30 per cent.                            |          |          | Plain Teutonic Syphon Washout                                                                                                                                             |  |  | English and Can., per lb.                                  |  |  |
| Wads.                                                                                         |          |          | Emb. Teutonic Syphon Washout                                                                                                                                              |  |  | HANDLE.                                                    |  |  |
| Best thick white felt wadding, in 3/4-lb. bags.                                               | per lb.  |          | Fittings                                                                                                                                                                  |  |  | Axe, per doz., net.                                        |  |  |
| Best thick brown or grey felt wads, in 3/4-lb. bags.                                          | 0 70     |          | Plain Richelieu                                                                                                                                                           |  |  | Store door, per doz.                                       |  |  |
| Best thick white card wads, in boxes of 500 each, 12 and smaller gauges.                      | 0 99     |          | Emb. Richelieu                                                                                                                                                            |  |  | C. & B., dis. 40 per cent. rev. list.                      |  |  |
| Best thick white card wads, in boxes of 500 each, 10 gauge.                                   | 0 35     |          | Basins, round, 14 in.                                                                                                                                                     |  |  | C. & B., dis. 40 per cent. rev. list.                      |  |  |
| Best thick white card wads, in boxes of 500 each, 8 gauge.                                    | 0 55     |          | " oval, 17 x 14 in.                                                                                                                                                       |  |  | American, per doz.                                         |  |  |
| Thin card wads, in boxes of 1,000 each, 12 and smaller gauges.                                | 0 20     |          | " 19 x 15 in.                                                                                                                                                             |  |  | American, per gross.                                       |  |  |
| Thin card wads, in boxes of 1,000 each, 10 gauge.                                             | 0 25     |          | Compasses, Dividers, Etc.                                                                                                                                                 |  |  | Hammer and Hatchet.                                        |  |  |
| Thin card wads in boxes of 1,000 each, 8 gauge.                                               |          |          | American, dis. 62 1/2 to 65 per cent.                                                                                                                                     |  |  | Canadian, 40 per cent.                                     |  |  |
| Chemically prepared black edge grey cloth wads, in boxes of 250 each—                         | Per M    |          | Canadian, dis. 25 to 33 1/2 per cent.                                                                                                                                     |  |  | Cross-Cut Saws.                                            |  |  |
| 11 and smaller gauge.                                                                         | 0 60     |          | S. & D., No. 3, per pair.                                                                                                                                                 |  |  | Canadian, per pair.                                        |  |  |
| 9 and 10 gauges.                                                                              | 0 70     |          | " 5, " "                                                                                                                                                                  |  |  | HANGERS.                                                   |  |  |
| 7 and 8 gauges.                                                                               | 0 90     |          | " 6, " "                                                                                                                                                                  |  |  | Steel barn door                                            |  |  |
| 5 and 6 gauges.                                                                               | 1 10     |          | Boynton pattern "                                                                                                                                                         |  |  | Stearns, 4 inch                                            |  |  |
| Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—          |          |          | Door Springs.                                                                                                                                                             |  |  | 5 inch                                                     |  |  |
| 11 and smaller gauge.                                                                         | 1 15     |          | Torrey's Rod, per doz.                                                                                                                                                    |  |  | Lane's covered—                                            |  |  |
| 9 and 10 gauges.                                                                              | 1 40     |          | Coil, per doz.                                                                                                                                                            |  |  | No. 11, 5-ft. run.                                         |  |  |
| 7 and 8 gauges.                                                                               | 1 65     |          | English, per doz.                                                                                                                                                         |  |  | No. 11 1/2, 10-ft. run.                                    |  |  |
| 5 and 6 gauges.                                                                               | 1 90     |          | Draw Knives.                                                                                                                                                              |  |  | No. 12, 10-ft. run.                                        |  |  |
| Adzes.                                                                                        |          |          | Coach and Wagon, dis. 50 and 10 per cent.                                                                                                                                 |  |  | No. 14, 15-ft. run.                                        |  |  |
| Discount, 20 per cent.                                                                        |          |          | Carpeters, dis. 70 per cent.                                                                                                                                              |  |  | Lane's O.N.T. track, per foot.                             |  |  |
| Anvils.                                                                                       |          |          | Drills.                                                                                                                                                                   |  |  | HARVEST TOOLS.                                             |  |  |
| Per lb.                                                                                       | 10       | 0 12 1/2 | Hand and Breast.                                                                                                                                                          |  |  | Discount, 50 and 10 per cent.                              |  |  |
| Anvil and Vise combined                                                                       | 4 50     |          | Miller's Falls, per doz. net list.                                                                                                                                        |  |  | HATCHETS.                                                  |  |  |
| Wilkinson & Co.'s Anvils, lb.                                                                 | 0 09     | 0 09 1/2 | DRILL BITS.                                                                                                                                                               |  |  | Canadian, dis. 40 to 42 1/2 per cent.                      |  |  |
| Wilkinson & Co.'s Vices, lb.                                                                  | 0 09 1/2 | 0 10     | Morse, dis. 37 1/2 to 40 per cent.                                                                                                                                        |  |  | HINGES.                                                    |  |  |
| Augers.                                                                                       |          |          | Standard, dis. 50 and 5 to 55 per cent.                                                                                                                                   |  |  | Blind, Parker's, dis. 50 and 10 to 60 per cent.            |  |  |
| Axes.                                                                                         |          |          | Faucets.                                                                                                                                                                  |  |  | Heavy T and strap, 4-in., per lb.                          |  |  |
| Chopping Axes—                                                                                |          |          | Common, cork-lined, dis. 35 per cent.                                                                                                                                     |  |  | " 5-in., " "                                               |  |  |
| Single bit, per doz.                                                                          | 5 50     | 10 00    | No. 1, per doz.                                                                                                                                                           |  |  | " 6-in., " "                                               |  |  |
| Double bit, " "                                                                               | 12 00    | 18 00    | No. 2, per doz.                                                                                                                                                           |  |  | " 8-in., " "                                               |  |  |
| Bench Axes, 40 and 15 p. c.                                                                   |          |          | Bright, 20c. per doz. extra.                                                                                                                                              |  |  | " 10-in., " "                                              |  |  |
| Broad Axes, 33 1/2 per cent.                                                                  | 5 50     | 8 00     | Discount, 27 1/2 per cent.                                                                                                                                                |  |  | Light T and strap, dis. 60 and 5 per cent.                 |  |  |
| Hunters' Axes                                                                                 | 5 75     | 6 75     | ESCUICHEONS.                                                                                                                                                              |  |  | Screw hook and hinge—                                      |  |  |
| Boy's Axes                                                                                    | 6 50     | 12 00    | Iron, discount 40 per cent.                                                                                                                                               |  |  | 6 to 12 in., per 100 lbs.                                  |  |  |
| Splitting Axes                                                                                | 7 00     | 10 00    | FACTORY MILK CANS.                                                                                                                                                        |  |  | 14 in. up, per 100 lbs.                                    |  |  |
| Handled Axes                                                                                  |          |          | Discount off revised list, 40 per cent.                                                                                                                                   |  |  | Spring                                                     |  |  |
| Axe Grease.                                                                                   |          |          | FILES.                                                                                                                                                                    |  |  | Garden, Mortar, etc., dis. 50 and 10 p. c.                 |  |  |
| Ordinary, per gross.                                                                          | 5 75     | 6 00     | Black Diamond, 50 and 10 to 60 per cent.                                                                                                                                  |  |  | Planter, per doz.                                          |  |  |
| Best quality                                                                                  | 13 00    | 15 00    | Kearney & Foote, 60 and 10 per cent. to 60, 10, 10.                                                                                                                       |  |  | HOLLOWWARE.                                                |  |  |
| Bath Tubs.                                                                                    |          |          | Nicholson File Co., 50 and 10 to 60 per cent.                                                                                                                             |  |  | Discount, 45 and 5 per cent.                               |  |  |
| Copper, discount 40 and 10 p. c. off revised list.                                            | 3 90     | 4 00     | Jowitt's, English list, 25 to 27 1/2 per cent.                                                                                                                            |  |  | HOOKS.                                                     |  |  |
| Baths.                                                                                        |          |          | Hay, manure, etc., dis. 50 and 10 per cent.                                                                                                                               |  |  | Cast Iron.                                                 |  |  |
| StandardENAMELED.                                                                             |          |          | revised list.                                                                                                                                                             |  |  | Bird Cage, per doz.                                        |  |  |
| 5 1/2-inch rolled rim, 1st quality.                                                           | 30 00    |          | FRUIT PRESSES.                                                                                                                                                            |  |  | Clothes Line, per doz.                                     |  |  |
| " 2nd                                                                                         | 22 00    |          | Henis', per doz.                                                                                                                                                          |  |  | Harness, per doz.                                          |  |  |
| Anti-Friction Metal.                                                                          |          |          | Shepard's Queen City, dis. 15 per cent.                                                                                                                                   |  |  | Hat and Coat, per gross.                                   |  |  |
| Tandem A.                                                                                     | per lb.  | 0 27     | GLASS—Window—Box Price.                                                                                                                                                   |  |  | Chandelier, per doz.                                       |  |  |
| " B.                                                                                          | "        | 0 21     | Star                                                                                                                                                                      |  |  | Wrought Hooks and Staples, Can., dis. 47 1/2 per cent.     |  |  |
| " C.                                                                                          | "        | 0 11 1/2 | Size                                                                                                                                                                      |  |  | Wire.                                                      |  |  |
| Magnolia Anti-Friction Metal, per lb.                                                         | 0 25     |          | United                                                                                                                                                                    |  |  | Hat and Coat, discount 45 per cent.                        |  |  |
| Bells.                                                                                        |          |          | Per                                                                                                                                                                       |  |  | Belt, per 1,000.                                           |  |  |
| Hand.                                                                                         |          |          | 50 ft.                                                                                                                                                                    |  |  | Screw, bright, dis. 55 per cent.                           |  |  |
| Cow.                                                                                          |          |          | 100 ft.                                                                                                                                                                   |  |  | HORSE NAILS.                                               |  |  |
| American make, discount 68 1/2 per cent.                                                      |          |          | Per                                                                                                                                                                       |  |  | "O" brand 50 p. c. dis.                                    |  |  |
| Canadian, discount 45 and 50 per cent.                                                        |          |          | 50 ft.                                                                                                                                                                    |  |  | "M" brand 50 p. c.                                         |  |  |
| Door.                                                                                         |          |          | Per                                                                                                                                                                       |  |  | Acadian, countersunk head and oval top 50 and 10 per cent. |  |  |
| Gongs, Sargant's.                                                                             | 5 50     | 8 00     | 100 ft.                                                                                                                                                                   |  |  |                                                            |  |  |
| Peterboro', discount 27 1/2 per cent.                                                         |          |          | Under 26.                                                                                                                                                                 |  |  |                                                            |  |  |

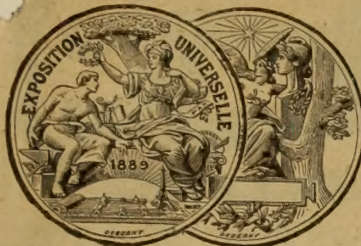


## MALEHAM &amp; YEOMANS

SHEFFIELD,  
ENGLAND.

Highest Award.

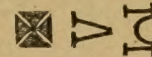
Manufacturers of



Exposition Universelle, Paris, 1889.

Table Cutlery, Razors,  
Scissors, Butcher Knives  
and Steels, Palette and  
Putty Knives.

REGISTERED TRADE MARKS.

WARRANTED  
W. BRADSHAW & SON  
SHEFFIELD.

GRANTED 1780.

OUR SPECIALTY: Cases of Carvers and  
Cabinets of Cutlery.

F. H. SCOTT, Canadian Representative, 360 Temple Building, MONTREAL.

## HORSESHOES.

| Iron Shoes.                | F.O.B. Toronto<br>No. 2<br>and<br>larger | No. 1<br>and<br>smaller |
|----------------------------|------------------------------------------|-------------------------|
| Light, medium, and heavy.  | 4 05                                     | 4 30                    |
| Snow shoes.                | 4 30                                     | 4 55                    |
| Steel Shoes.               |                                          |                         |
| Light.                     | 4 35                                     | 4 60                    |
| Featherweight (all sizes). | 5 60                                     | 5 60                    |
| Toe weight steel shoes.    |                                          | 6 70                    |

## JAPANNED WARE.

Discount, 45 and 5 per cent. off list, June 1899.

## ICE PICKS.

Star, per doz. 3 00 3 25

## KETTLES.

Brass spun, 7½ p.c. dia. off new list. 0 30 0 50  
Copper, per lb. 0 30 0 50  
American, 60 and 10 to 65 and 5 p.c.

## KEYS.

Lock, Can., dis., 27½ p.c.  
Cabinet, trunk, and padlock,  
Am. per gross. 60

## KNOBS.

Door, japanned and N.P., per  
doz. 1 50 2 50  
Bronze, Berlin, per doz. 2 75 3 25  
Bronze Genuine, per doz. 6 00 9 00  
Shutter, porcelain, F. & L.  
screw, per gross. 1 30 4 00  
White door knobs—per doz. 1 25

## HAY KNIVES.

Discount, 50 and 1 per cent.

## LAMP WICKS.

Discount, 60 per cent.

## LANTERNS.

Cold Blast, per doz. 7 50  
No. 3 "Wright's" 8 50  
Ordinary with O burner. 4 25  
Dashboard, cold blast. 9 50  
No. 0. 6 00  
Japanning, 50c. per doz. extra.

## LEMON SQUEEZERS.

Porcelain lined, per doz. 2 20 5 60  
Galvanized. 1 87 3 85  
King, wood. 2 75 2 90  
King, glass. 4 00 4 50  
All glass. 1 20 1 30

## LINES.

Fish, per gross. 1 05 2 50  
Chalk. 1 90 7 40

## LOOKS.

Canadian, dis. 33½ p.c.  
Russell & Erwin, per doz. 3 05 3 25  
Cabinet.

Eagle, dis. 30 p.c.

English and Am., per doz. 50 6 00

Scandinavian. 1 00 2 40

Eagle, dis. 15 to 17½ p.c.

## MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 p.c.

Round Head, discount 20 p.c.

## MALLET.

Tinmiths', per doz. 1 25 1 50  
Carpenters', hickory, per doz. 1 25 3 75  
Lignum Vitae, per doz. 3 85 5 00  
Caulking, each. 60 2 00

## MATTOCKS.

Canadian, per doz. 8 50 1 00

## MEAT CUTTERS.

American, dis. 25 to 30 p.c.

German, 15 per cent.

## MILK CAN TRIMMINGS.

Discount, 25 per cent.

## NAILS.

| Quotations are:             | Cut.   | Wire.  |
|-----------------------------|--------|--------|
| 2d. and 3d.                 | \$3 85 | \$4 20 |
| 3d.                         | 3 50   | 3 85   |
| 4 and 5d.                   | 3 25   | 3 70   |
| 6 and 7d.                   | 3 15   | 3 55   |
| 8 and 9d.                   | 3 00   | 3 35   |
| 10 and 12d.                 | 2 95   | 3 30   |
| 16 and 20d.                 | 2 90   | 3 25   |
| 30, 40, 50 and 60d. (base). | 2 85   | 3 20   |

Steel Cut Nails 10c. extra.

Miscellaneous wire nails, dis. 7½ per cent.

## NAIL PULLERS.

German and American. 1 85 3 50

## NAIL SETS.

Square, round, and octagon,  
per gross. 3 38 4 00  
Diamond. 12 00 15 00

## NETTING.

Poultry, 40 and 5 per cent. for McMullen's.

## OAKUM.

Per 100 lb.

Navy. 6 00

U. S. Navy. 7 25

## OIL.

Canada refined (Toronto). 0 13½

Sarnia Water White. 0 15

Pratt's Astral. 0 18

Sarnia, Prime White. 0 14

American w. w. 0 16½

## OILERS.

McClary's Model galvan. oil

can, with pump, 5 gal.,

per doz. 0 00 10 00

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz. 1 25 3 50

Brass, 1 50 3 50

Malleable, dis. 25 per cent.

## GALVANIZED PAIRS.

Dufferin pattern pairs, dis. 50 to 50 and 10 p.c.

Flaring pairs, discount 45 per cent.

Galvanized washtubs, discount 45 per cent.

## PIECED WARE.

Discount 40 per cent. off list, June, 1899.

## PICKS.

Per doz. 6 00 9 00

## PICTURE NAILS.

Porcelain head, per gross. 1 50 3 00

Brass head, 0 40 1 00

## PLANES.

Wood, bench, Canadian dis. 55 per cent.

American dis. 55.

Wood, fancy Canadian or American, 37½

to 40 per cent.

Bailey's (Stan. R. &amp; L. Co.), 50 to 50 and 5 p.c.

Miscellaneous, dis. 25 to 37½ per cent.

Bailey's Victor, 25 per cent.

## PLANE IRONS.

English, per doz. 2 00 5 00

## PLIERS AND NIPPERS.

Button's Genuine per doz pairs, dis. 37½

40 p.c.

Button's Imitation, per doz. 5 00 9 00

German, per doz. 0 60 2 60

## PLUMBERS' BRASS GOODS.

Impression work, discount, 60 per cent.

Fuller's work, discount 65 per cent.

Rough stops and stop and waste cocks, dis-

count, 60 per cent.

Jenkins' disk globe and angle valves, dis-

count, 55 per cent.

Standard valves, discount, 60 per cent.

Jenkins' radiator valves discount 55 per cent.

standard, dis. 60 p.c.

Quick opening valves, discount, 60 p.c.

No. 1 compression bath cock. 2 00

No. 4. 2 00

No. 7, Fuller's. 2 50

No. 4½. 3 00

## PRESSED SPIKES.

Discount, 20 per cent.

## PULLEYS.

Hothouse, per doz. 0 55 1 00

Axle. 0 22 0 33

Screw. 0 27 1 00

Awning. 0 35 2 50

## PUMPS.

Canadian cistern. 1 80 3 60

Canadian pitcher spout. 1 40 2 10

## PUNCHES.

Saddlers, per doz. 1 00 1 85

Conductors, 9 00 15 00

Tinners' solid, per set. 0 00 0 72

hollow, per inch. 0 00 1 00

## RANGE BOILERS.

Galvanized, 30 gallons. 7 25

35. 8 15

40. 9 25

Copper, 30. 22 00

35. 26 00

40. 30 00

Discount off Copper Boilers 10 per cent.

## RAKES.

Cast steel and malleable Canadian list dis.

50 and 10 p.c. revised list.

Wood, 25 per cent.

## RASPS AND HORSE RASPS.

New Nicholson horse rasp, discount 60 p.c.  
Globe File Co.'s rasps, 60 and 10 to 70 p.c.  
Heller's Horse rasps, 50 to 50 and 5 p.c.

## RAZORS.

per doz.

Geo. Butler &amp; Co.'s. 8 00 18 00

Boker's. 7 50 11 00

Wade &amp; Butcher's. 3 60 10 00

Theile &amp; Quack's. 7 00 12 00

Elliot's. 4 00 18 00

## REAPING HOOKS.

Discount, 50 and 10 per cent.

## REGISTERS.

Discount, 40 per cent.

## RIVETS AND BURRS.

Carriage, Section, Wagon Box Rivets, etc.,

50 p.c.

Black M. Rivets, 50 p.c.

Black and Tinned Rivets, 50 p.c.

Extras on Iron Rivets in 1-lb. cartons, ½c

per lb.

Extras on Iron Rivets in ½-lb. cartons, 1c.

per lb.

Copper Rivets &amp; Burrs, 35 p.c. dis., and

cartons, 1c. per lb. extra, net.

Extras on Tinned or Coppered Rivets in

½-lb. cartons, 1c. per lb.

Burrs, iron or steel, 45 per cent.

Terms, 4 mos. or 3 per cent. cash 30 days.

## RIVET SETS.

Canadian, dis. 35 37½ per cent.

## ROPE, ETC.

Sisal. Manila.

7-16 in. and larger, per lb. 11 15

¾ in. 12 16

¼ and 5-16 in. 12½ 16½

Cotton base, ¼-inch and

larger. 14½ 15

Russia Deep Sea. 15½

Jute. 8

Lath Yarn. 9½

New Zealand Rope. 10½

## RULES.

Boxwood, dis. 75 and 10 p.c.

Ivory, dis. 37½ to 40 p.c.

## SAD IRONS.

Mrs. Potts, No. 55, polished. 0 85

No. 50, nickle-plated. 90

Usual rebate on 12 and 50 a.c. lots.

## SAND AND EMERY PAPER.

Dominion Flint Paper, 47½ per cent.

B &amp; A. sand, 40 and 2½ per cent.

Emery, 40 per cent.

## SAP SPOUTS.

Bronzed iron with hooks, per doz. 9 50

## SAWS.

Hand, Diston's, dis. 12½ p.c.

S. &amp; D., 40 per cent.

Crosscut, Diston's, per ft. 0 35 0 55

S. &amp; D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each. 0 75 2 75

" frame only. 0 75

## SASH WEIGHTS.

Sectional, per 100 lbs. 3 25

Solid. 1 50

## SASH CORD.

Per lb. 0 23 0 30

## SAW SETS.

"Lincoln," per doz. 6 50

## SCALES.

Gurney Scales, 45 p.c.

B. S. &amp; M. Scales, 45 p.c.

Champion, 65 per cent.

Fairbanks Standard, 35 p.c.

Dominion, 55 p.c.

Richelieu, 55 p.c.

Chatillon Spring Balances, 10 p.c.

## SCREW DRIVERS.

Sargent's, per doz. 0 65 1 00

## SCREWS.

Wood, F. H., iron, and steel, 80 p.c.

Wood R. H., dis. 75 p.c.

F. H., brass, dis. 75 p.c.

Wood, R. H., dis. 67½ p.c.

F. H., bronze, dis. 67½ p.c.

R. H., 62½ p.c.

Drive Screws, 80 per cent.

Bench, wood, per doz. 3 25 4 00

iron, 4 25 5 75

## SCYTHES.

Discount, per doz, net, 9 10 15 00

## SCYTHE SNATHS.

Canadian, dis. 45 p.c.

## SHEARS.

Bailey Cutlery Co., full nickeled, dis. 60 p.c.

Seymour's, dis. 50 and 10 p.c.

Heinisch, dis. 50 and 10 p.c.

Seymour or Heinisch tailor shears. 15 p.c.

## SHOVELS AND SPADES.

Canadian, dis. 40 and 5 per cent.

## SINKS.

Steel and galvanized, discount 45 per cent.

## SNAPS.

Harness, German, dis. 25 p.c.

Lock, Andrews'. 4 50 11 50

## SOLDERING IRONS.

1, 1½ lb., per lb. 0 37

lb. or over, per lb. 0 34

## SQUARES.

Iron, No. 493, per doz. 2 40 2 55

Mo. 494. 3 25 3 40

Steel, dis. 50 and 5 to 50 and 10 p.c., rev. list.

Try and bevel, dis. 50 to 52½ p.c.

## STAMPED WARE.

Plain, dis. 75 and 12½ p.c. off revised list.

Retinned, dis. 75 p.c. off revised list.

## STAPLES.

Galvanized. 0 00 3 85

Plain. 0 00 3 60

## STOCKS AND DIES.

American dis. 25 p.c.

## STONE.

Per lb.

Washita. 0 28 0 60

Hindustan. 0 08 0 07

slip. 0 09 0 09



## Refrigerators

BUY

### EUREKA

it is the best.

#### WHY?

1st. Because it is built on scientific principles, having insulated walls it is easy on Ice.

2nd. Because the system of circulation of air is perfect.

3rd. Because it is well built.

Further information can be obtained in catalogue which is free.

Address,

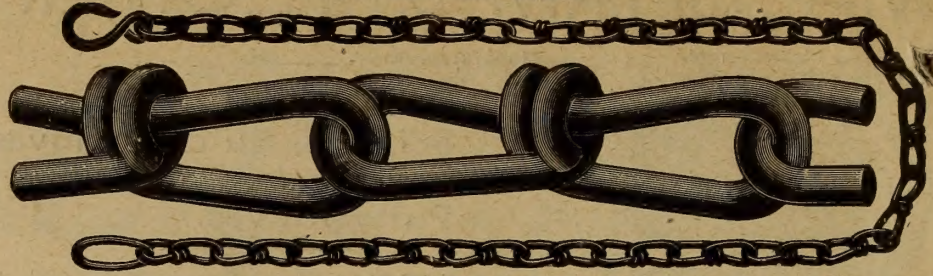
Eureka Refrigerator Co.

This cut represents No. 13.

54 Noble St., Toronto

## BROWN'S PATENT STEEL WIRE CHAIN.

PATENT NO. 32840.



If you are interested in chains examine carefully the perfect mechanical construction of the Brown's. It is the most perfect chain made. We make it in 13 sizes. We use it exclusively in all our Halter, Dog, Tie-out, Cattle, Trace Chains, etc. You will make no mistake in handling our line exclusively.

### THE B. GREENING WIRE CO., LIMITED

Hamilton and Montreal

|                                                |          |
|------------------------------------------------|----------|
| Trunk nails, black .....                       | 65       |
| Trunk nails, tinned .....                      | 65 and 5 |
| Clout nails, blued and tinned .....            | 65       |
| Chair nails .....                              | 35       |
| Cigar box nails .....                          | 35       |
| Patent brads .....                             | 40       |
| Fine finishing .....                           | 40       |
| Picture frame points .....                     | 10       |
| Lining tacks, in papers .....                  | 10       |
| " " in bulk .....                              | 15       |
| " " solid heads, in bulk .....                 | 75       |
| Saddle nails in papers .....                   | 10       |
| " " in bulk .....                              | 15       |
| Tufting buttons, 22 line, in dozens only ..... | 60       |
| Tin capped trunk nails .....                   | 15       |
| Zinc glazier's points .....                    | 5        |
| Double pointed tacks, dozens .....             | 85       |
| " " bulk .....                                 | 35       |

#### TAPE LINES.

|                                  |      |      |
|----------------------------------|------|------|
| English, ass skin, per doz. .... | 2 75 | 5 00 |
| English, Patent Leather .....    | 5 50 | 9 75 |
| Chesterman's each .....          | 0 90 | 2 85 |
| " steel, each .....              | 0 80 | 8 00 |

#### THERMOMETERS

Tin case and dairy, dis. 75 to 75 and 10 p.c.

#### TRANSOM LIFTERS.

Payson's per doz. .... 2 60

#### TRAPS. (Steel.)

Game, Newhouse, dis. 25 p.c.  
Game, H. & N., P. S. & W., 65 p.c.  
Game, steel, 72½, 75 p.c.

|                                 |      |      |
|---------------------------------|------|------|
| <b>TROWELS.</b>                 |      |      |
| Disston's discount 10 per cent. |      |      |
| German, per doz. ....           | 4 75 | 6 00 |
| S. & D., discount 35 per cent.  |      |      |

#### TWINES.

|                               |      |      |
|-------------------------------|------|------|
| Bag, Russian, per lb.....     | 0 21 |      |
| Wrapping, mottled, per pack.  | 0 50 | 0 60 |
| Wrapping, cotton, per lb .... | 0 17 | 0 18 |
| Mattress, per lb.....         | 0 33 | 0 45 |
| Staging, " .....              | 0 27 | 0 35 |
| Broom, " .....                | 0 30 | 0 55 |

#### VICES.

|                              |      |       |
|------------------------------|------|-------|
| Hand, per doz. ....          | 4 00 | 6 00  |
| Bench, parallel, each .....  | 2 00 | 4 50  |
| Coach, each .....            | 6 00 | 7 00  |
| Peter Wright's, per lb. .... | 0 12 | 0 13  |
| Pipe, each .....             | 5 50 | 9 00  |
| Saw, per doz .....           | 6 50 | 13 00 |

#### ENAMELLED WARE.

White, Princess, Turquoise, Blue and White, discount 50 per cent.  
Diamond, Famous, Premier, 50 and 10 p.c.  
Granite or Pearl, Imperial, Crescent, 50, 10 and 10 per cent.

#### WIRE.

Brass wire, 50 to 50 and 2½ per cent. off the list.  
Copper wire, 45 and 10 per cent. net cash 30 days, f.o.b. factory.  
Smooth Steel Wire, base, \$3.20 per 100 lb. List of extras: Nos. 2 to 5, ad

vance 7c. per 100 lb.—Nos. 6 to 9, base—No. 10, advance 7c.—No. 11, 14c.—No. 12, 20c.—No. 13, 35c.—No. 14, 47c.—No. 15, 60c.—No. 16, 75c. Extras net per 100 lb.: Coppered wire, 60c.—tinned wire, \$2—oiling, 10c.—special hay-baling wire, 30c.—spring wire, \$1—best steel wire, 75c.—bright soft drawn, 15c.—in 50 and 100-lb. bundles net, 10c.—in 25-lb. bundles net, 15c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Fine Steel Wire, dis. 12½ per cent. List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered, 5c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ¼-lb. hanks, 75c.—in ½-lb. hanks, \$1—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized Wire, per 100 lb.—Nos. 6, 7, 8, \$3.95—No. 9, \$3.20—No. 10, \$4.10—No. 11, \$4.15—No. 12, \$3.35—No. 13, \$3.45—No. 14, \$4.50—No. 15, \$5.00—No. 16, \$5.25.

Clothes Line Wire, 19 gauge, per 1,000 feet. .... 3 30

#### WIRE FENCING.

|                                                                                                                                                               | F.O.B.       |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------|
| Galvanized, 4 barb, 2½ and 5 inches apart. ....                                                                                                               | Toronto 3 35 |
| Galvanized, 2 barb, 4 and 6 inches apart. ....                                                                                                                | 3 35         |
| Galvanized, plain twist. ....                                                                                                                                 | 3 35         |
| Galvanized barb, f.o.b. Cleveland, \$3.15 in less than carlots, and \$3.05 in carlots. Terms, 60 days or 2 per cent. in 10 days. Ross braid truss cable ..... | 4 50         |

#### WIRE CLOTH.

Painted Screen, per 100 sq. ft., net. .... 2 00  
Terms, 4 months, May 1. ; 3 p.c. off 30 days.

#### WRENCHES.

Acme, 35 to 37½ per cent.  
Agricultural, 60 p.c.  
Coe's Genuine, dis. 70 to 25 p.c.  
Towers' Engineer, each. .... 2 00 7 00  
" S., per doz. .... 5 80 6 00  
G. & K's Pipe, per doz. .... 3 40  
Burrell's Pipe, each. .... 3 00  
Pocket, per doz. .... 0 25 2 90

#### WRINGERS.

Leader. .... per doz. \$60 00  
Royal Canadian ..... 58 00 || Royal American ..... | 50 00 |
| Discount, 45 per cent.; terms 4 months, or 3 p.c. 30 days. |  |

#### WROUGHT IRON WASHERS

Canadian make, discount, 25 per cent.

ESTABLISHED  
1860

INCORPORATED  
1895

# Aluminum Camping Outfits

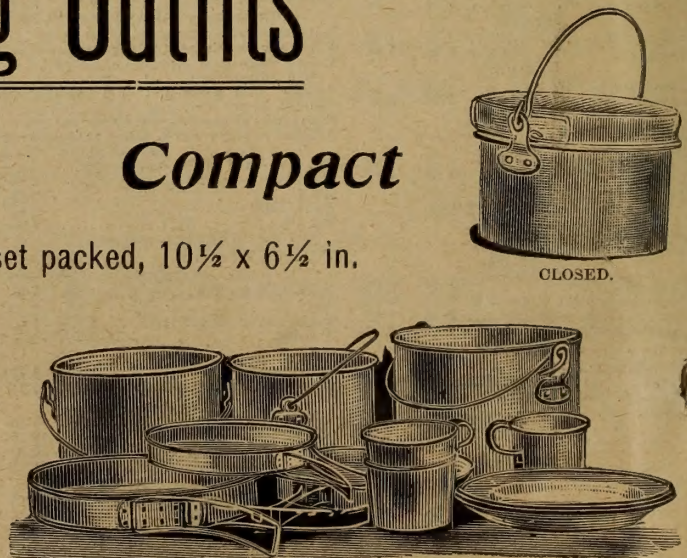
**Light Durable Compact**

Total weight for 6 men, 3 lbs. 5 ozs. Size of set packed, 10½ x 6½ in.

#### Sets comprised as follows:

- One 8-qt. Pail, 10½-in. diameter, 6½-in. deep.
- One 6-qt. Pail, 9-in. diameter, 5½-in. deep.
- One 4-qt. Pail, 8-in. diameter, 5-in. deep.
- 3 or 6 Cups (loose handles), 3¼ x 3-in. deep.
- 3 or 6 Plates, 9-in. diameter.

The whole set packs in large pail. Covers for all the pails are suitable for Frying pans, Stew pans, etc.



READY FOR USE.

**THE THOS. DAVIDSON MFG. CO., Limited, MONTREAL**







